

CERTIFICATION

WBE SUCCESS STORIES: POINT 2 POINT GLOBAL SECURITY, INC.

WBENC CERTIFICATION AND CULTURE FUEL GROWTH



Stephanie Point, CEO of Point 2 Point Global Security, Inc., has enjoyed consistent growth, success and acclaim in the

eight years since founding her customer-focused security services business. The retired homicide detective built a national security business that protects critical assets and infrastructure for commercial, industrial and government organizations. Point 2 Point's highly trained security staff of off-duty and retired police officers, armed and unarmed security officers, and government agency and ex-military professionals, provides first-class service across the country and abroad to corporations, governments and officials. One notable official they have worked with is Condoleeza Rice.

Point says that it was WBENC certification – along with a strategic decision to engage her employees in a strong culture of partnership – that set her company on an even higher trajectory of growth.

In 2011, Point was named one of 10 exceptional women honored as Ernst & Young LLP's 2011 Entrepreneurial Winning Women. The Ernst & Young program identifies and connects a select group of high-potential women entrepreneurs with the advisors, resources and insights they need to scale up and become market leaders.

As a direct result of winning the award, Point was introduced to Pamela Prince-Eason, President and CEO of WBENC, and went on to deepen her participation in the WBENC community.

“In talking with Pam I understood the breadth and impact of WBENC and wanted to be a bigger part of it,” she said. She also considers Theresa Harrison, Director of Supplier Diversity at Ernst & Young LLP, and a member of the WBENC Board of Directors, to be an important mentor and guide to the benefits of WBENC.



Stephanie Point, CEO,
Point 2 Point Global Security, Inc.

This year, Point 2 Point will experience a 75 percent increase in business, which Point attributes to the opportunities afforded by WBENC through its 2012 National Conference & Business Fair and other venues for business development.

“I EXPECT THAT THROUGH WBENC, POINT 2 POINT WILL SEE A 100 PERCENT GROWTH RATE IN EACH OF THE NEXT TWO YEARS,” SHE SAID. “THIS HAS BEEN A GAME-CHANGER FOR MY COMPANY.”

Not only does Point 2 Point serve, or plan to serve, a number of WBENC Corporate Members, such as Walmart, Energy Future Holdings, Brinker Security Group and Johnson Controls, but Point is also looking to source WBENC-certified WBEs to serve her company's business needs – from travel to investments.

Point even plans to seek out women-run philanthropic organizations for her charitable contributions.

Perhaps most impressive is the impact of Point 2 Point's growth on jobs creation. Point expects to expand the Point 2 Point workforce from 650 to 2,000 full- and part-time employees. And due to a strong ownership culture, it is a loyal team.

“Our employees seek to make the company better. They are so empowered that they don't want to leave,” she said.

For more information, go to [Point 2 Point](#).