



# WASHINGTON, D.C. WOMEN IN BUSINESS

*As Seen In... Forbes, April 11, 2011*

## STG International, Inc. (STGi)

### *Cost-Effective Professional Consulting Services and Staffing for Government Agencies*

**D**octors and nurses are needed to care for underserved individuals in remote areas along the southern U.S. border. A program that serves disadvantaged children needs help training staff on an ongoing basis. A federal agency desires an outside contractor to process thousands of insurance claims.

Each of the above problems was solved by STG International, Inc. (STGi), a Virginia-based human capital and healthcare delivery firm with offices nationwide. Increasingly, STGi is bridging the gap between the public and private sectors, in a wide range of categories: employee relations, personnel recruiting, management consulting, healthcare, early childhood education and more. This Washington, D.C., area firm has built a solid reputation for consistently providing highly specialized services cost-effectively and reliably, on time and within budget.

"We give our customers the care and the attention of a smaller company, but we have the resources of a national company," says Michelle S. Lee, founder and president. "We take pride in our ability to deliver the best possible solutions."

Managing a nationwide network of professionals serving diverse clients with complex requirements is challenging, especially for a mother of three who has found the right balance between business and family, which remains her priority. Lee likens herself to a chess master, approaching each project calmly and analytically.

"The key is to hire smart people who know more than I do," she says. "I am always looking 10 moves ahead, and keeping my knights and bishops in the best possible positions."

### Success From the Ground Up

Lee has long been an expert at organizing complex systems. A native of Taiwan, she moved to the U.S. to earn a Master of Library Science (MLS) degree at Texas Woman's University, and then worked for several years providing library services to government contracting clients.

"I soaked it up like a sponge, and I came to understand the federal client requirements and the contract life-cycle," she says. "Using what I had learned, I decided to start my own government services firm."

Working out of the basement of her home, Lee's first assignment in 1998 was providing legal library and research services for the Office of General Counsel of the Department of Health and Human Services, which remains a client to this day. STGi now employs approximately 1,700 people in 41 states, and boasted record revenues of over \$160 million in 2010. Indeed, what began as a homegrown operation with a single client has evolved into much more.

Lee's dedication to superior customer service has garnered her induction into the Washington Smart CEO: Future 50 Award Hall of Fame, having won the award for five consecutive years (2005 through 2009); *Inc.* magazine's 500 Fastest Growing Companies ranking (2005 and 2006); and the Asian Women in Business: Entrepreneurial Leadership award (2010).



#### Industries Served

- Healthcare Services and Staffing
- Business Process Reengineering
- Human Capital Services and Staffing
- Early Childhood Education/Head Start
- Corrections Medical Services & Staffing



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– Michelle S. Lee, President and CEO



Michelle S. Lee with STGi medical professionals on client site

"My father always taught me that I could do anything a man could do, and should strive to do it better," Lee says. "I have never been afraid to take on new challenges. My job is to inspire the people who work at STGi. I find people who know more than I do, and then I give them the tools to go out and do great things for the customer."

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