

SOLUTIONS FOR A HIGHLY COMPETITIVE WORLD

SMI&A

*When You Must Win*

TRANSFER KNOWLEDGE

PREPARE FOR THE WIN

ATTACK TRANSITION RISKS

REINFORCE CUSTOMER CONFIDENCE

OUT OF THE BLOCKS  
FASTER

QUICKSTART<sup>®</sup>

# Before You Win...



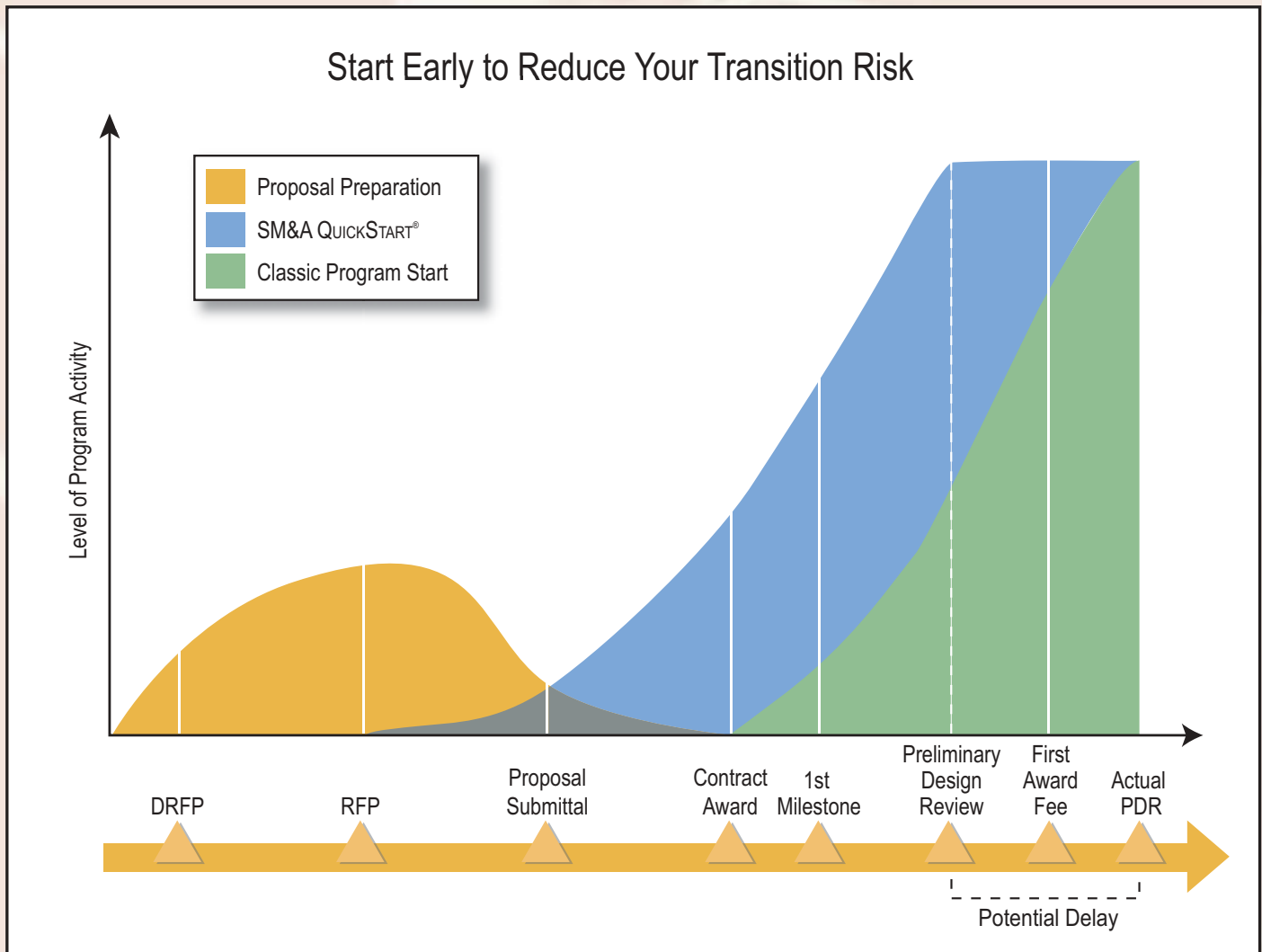
The first ninety days set the tone for any new program.

The challenge facing all program managers is meeting the demands of an aggressive schedule while ramping up an organization. Building customer confidence requires the team to produce results and establish a strong tempo from day one. The consequences of failure can be significant and difficult to correct downstream.

*“...the cost avoidance window of opportunity is before the fifteen percent mark in contract completion”*

Source: Under Secretary of Defense, Acquisition, Technology & Logistics (USD AT&L)

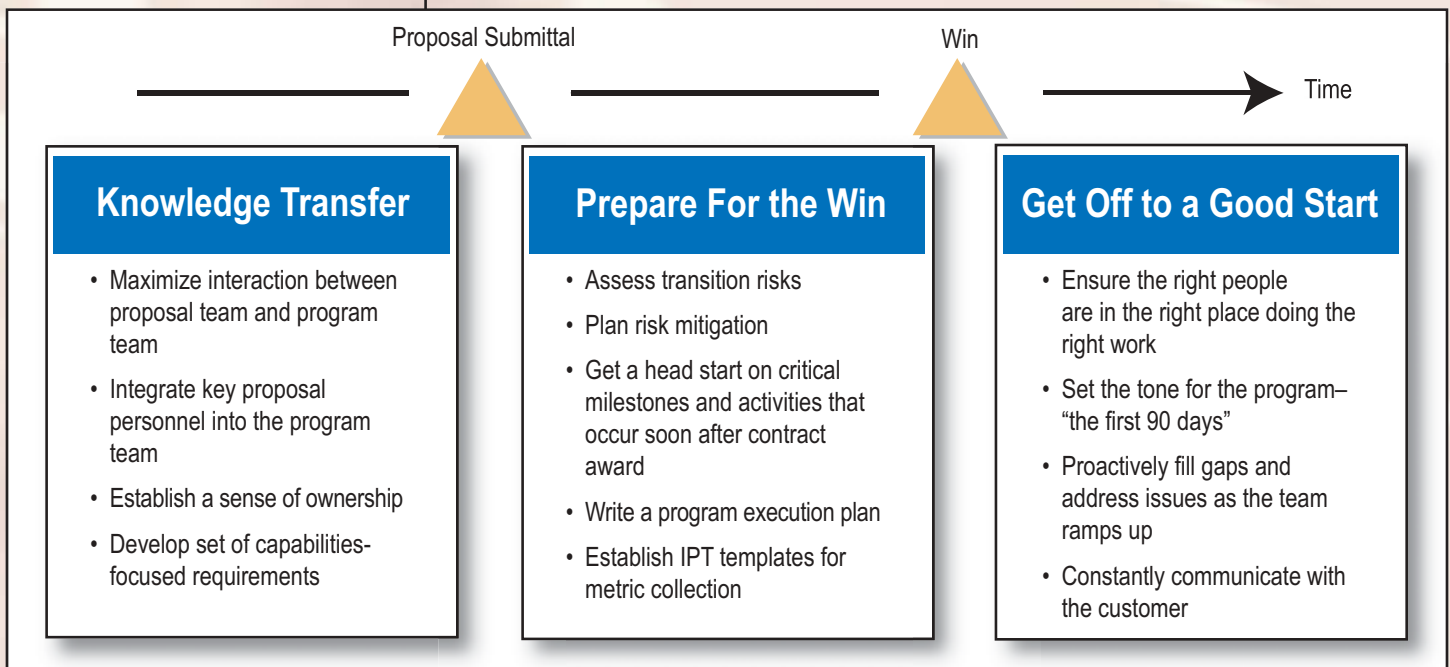
The key to overcoming these challenges is to start early and aggressively attack the risks that can cripple the transition from proposal to program. The focus on transition must begin during proposal development and rapidly pick up speed in the normal dead time between proposal submittal and contract award. The momentum gained during this phase will carry into the program and help ensure that early milestones and critical deliverables meet the customer's high expectations. One of the best indicators of success is the speed that the team gets out of the blocks.



# Program Life Cycle



## The Challenge.....Effective Transition



SM&A developed our QUICKSTART® solution to help our clients institute a proactive and disciplined approach to the proposal to program transition. We start early and focus our efforts on the risk areas that can have the greatest impact on initial program success. QUICKSTART® drives the risk to low and ensures the program team is off and running.

*... You Must Get Out of the Blocks*



# You Need Leadership and Foresight...



## SM&A Transition Assessment

Over the past 20+ years, SM&A has identified 12 areas of risk that are critical to transition success. We conduct a detailed assessment of these risks immediately after proposal submittal. Our outbrief to your team assigns a risk level to each of the 12 risk areas and provides recommendations to mitigate these risks going forward. The transition risk assessment identifies specific actions for implementation prior to contract award to dramatically improve your performance during program startup.



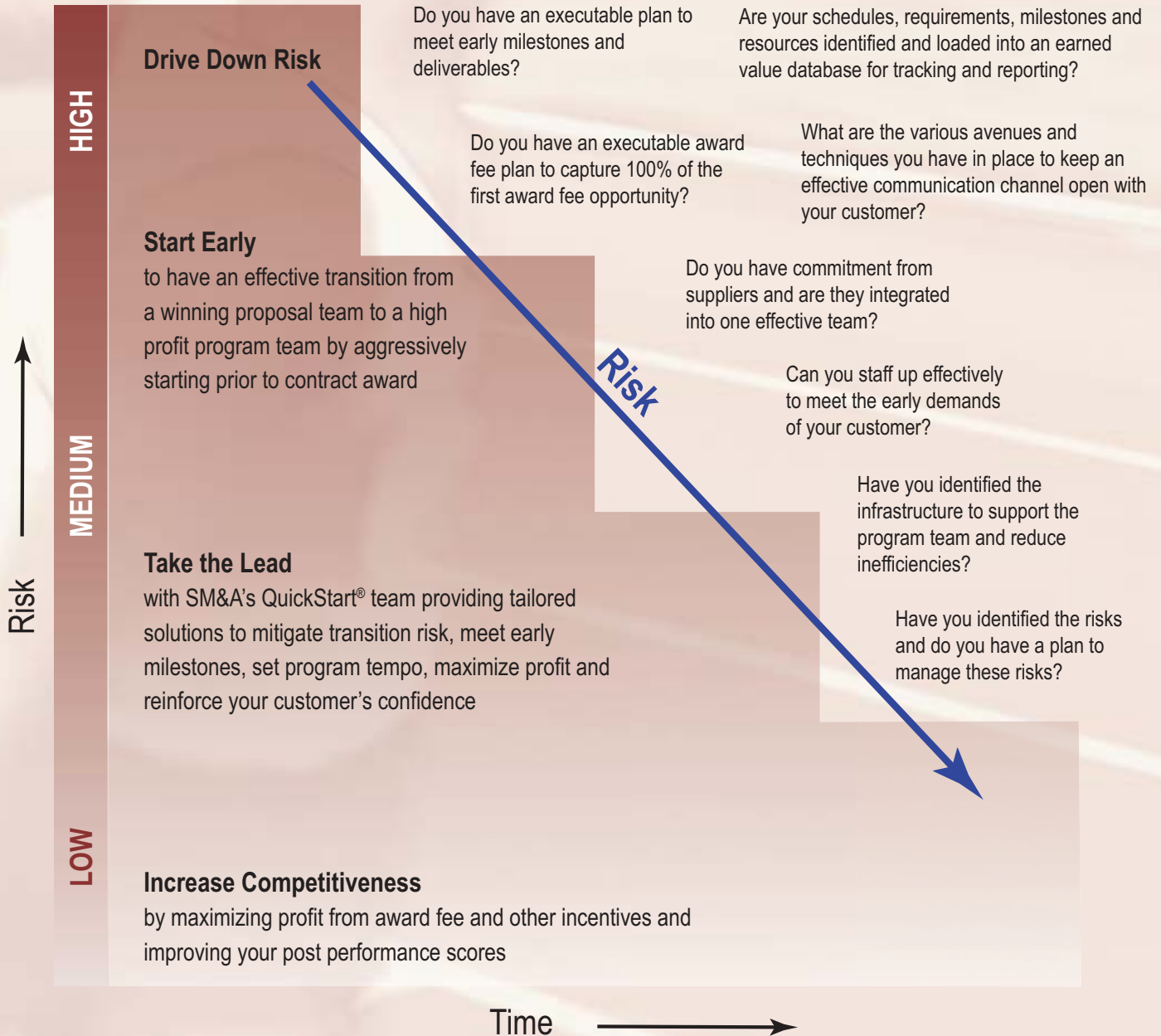
## Risk Assessment Report

12 Risk Areas	Assessment
<b>Early Milestone Success</b> Early start on preparing for critical program milestones and customer reviews	
<b>Integrated Master Schedule to Earned Value Management Transition</b> Establish a fully integrated cost and schedule baseline	
<b>Award Fee Plan</b> Finalize award fee plan, set customer expectations and establish an action plan	
<b>Top-Down Metric Architecture</b> Define metrics to support the internal and external measurement of program progress	
<b>Risk Tracking and Mitigation Planning</b> Establish a risk tracking system and implement mitigation activities defined in proposal	
<b>Standing Up the Organization</b> Ensure that adequate resources are identified and available for near-team program needs	
<b>Program Onboarding Plan</b> Develop an onboarding plan for training new employees at all tiers of the organization	
<b>Subcontractor Selection and Integration</b> Conduct source selections for key suppliers/vendors and integrate them into the team	
<b>Program Status Review Approach</b> Plan and establish requirements for periodic reviews with internal and external customers	
<b>Coordinated Program Execution Processes</b> Ensure that the plans and processes of all teammates are adequate and consistent	
<b>Allocation of Verifiable Requirements</b> Validate the ability of allocated requirements to be verified at delivery	
<b>Infrastructure Readiness</b> Define up-front strategy and requirements for program infrastructure	

## QUICKSTART® Implementation

For each of the twelve transition risk areas, the SM&A® QUICKSTART® solution offers a disciplined and structured process to drive the risk to low. Our seasoned team of QUICKSTART® specialists can respond quickly to your needs and implement a plan tailored to your unique situation.

### SM&A QUICKSTART® Solutions



*...To Assure an Effective Handoff*

# QUICKSTART<sup>®</sup> Helps You Take the Lead...



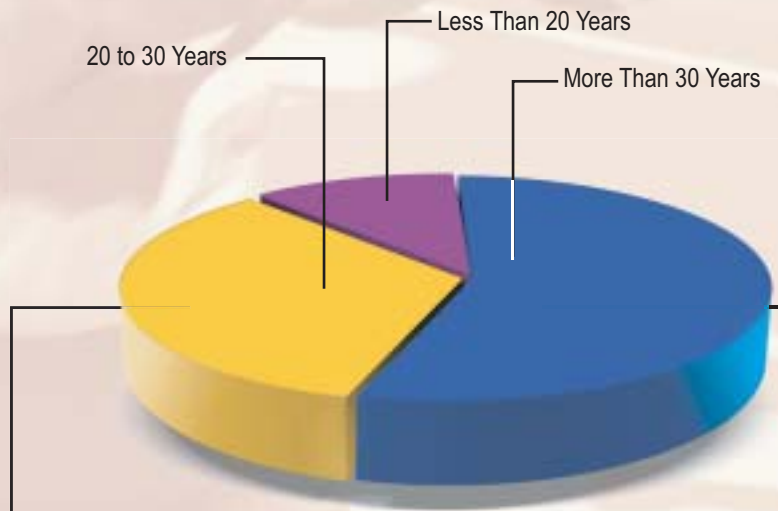
Our experience in proposal development, program management and customer communications on 900+ proposals and 150+ programs provides SM&A a comprehensive understanding of the challenges associated with the critical proposal to program transition. We understand that the decisions and processes made, or not made, during the transition period can impact performance and profitability for the rest of the program. Our QuickStart<sup>®</sup> solution provides the process, people and leadership to mitigate transition risk.

## SM&A Experience Lowers Your Transition Risk

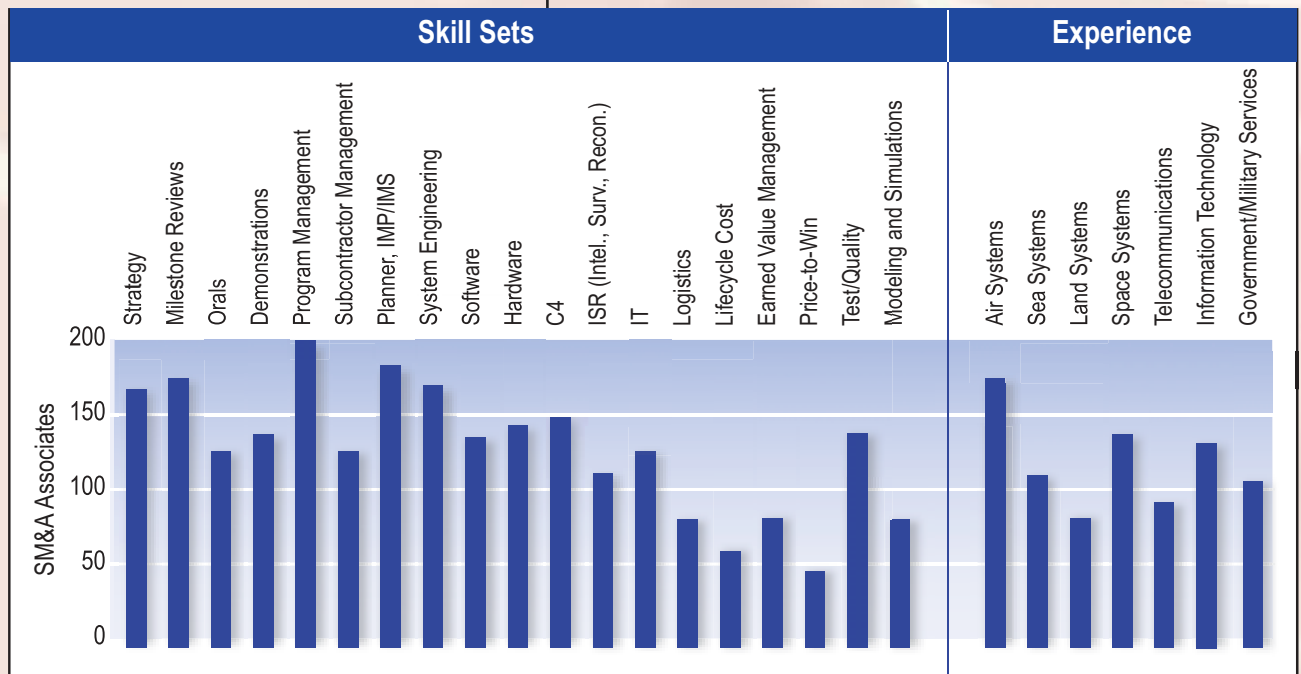
SM&A's strength is its people. We are engaged in Competition Management, Performance Assurance and other high value services across a broad range of clients.

- 250+ consulting associates
- Average 25 years experience
- Diverse experience in over 30 skill sets to provide a tailored solution to meet your needs

This experience base provides the framework for on-time deliverables, higher performance and reinforced customer confidence.



SM&A Experience Base

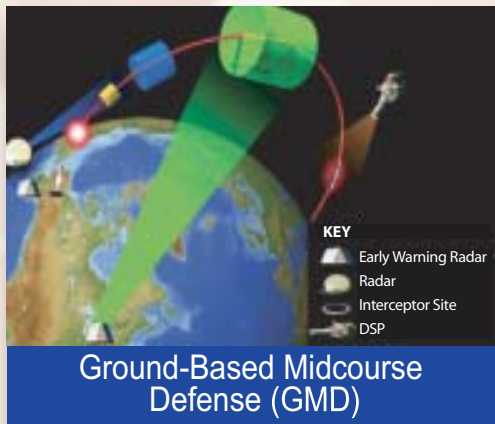


## Supporting High Profile Programs

SM&A has successfully implemented our QUICKSTART® solution on some of the most significant programs in US history. On each program, our QUICKSTART® team dramatically reduced transition risk through:

- Early preparation of customer review packages
- Development of highly-integrated program baselines
- Focused communication with key customer decision makers
- Disciplined capability ramp up driven by program priorities

The SM&A® QUICKSTART® solution can provide you similar success by establishing a high performance environment focused on building customer confidence and satisfaction.



*... To Establish a Foundation  
For a Successful Program*



# OUT OF THE BLOCKS FASTER

## QUICKSTART<sup>®</sup>

SM&A IS THE WORLD'S FOREMOST MANAGEMENT CONSULTING FIRM PROVIDING LEADERSHIP AND MENTORING SOLUTIONS TO PLAN FOR BUSINESS CAPTURE, WIN COMPETITIVE PROCUREMENTS AND PROFITABLY PERFORM ON THE PROJECTS AND PROGRAMS WON. OUR PROVEN PROCESSES, PEOPLE AND TOOLS HAVE DELIVERED SIGNIFICANT TOP-LINE AND BOTTOM-LINE GROWTH ACROSS MARKETS, PRODUCTS AND SERVICES. FROM THE LARGEST AEROSPACE AND DEFENSE CONTRACTORS, THROUGH THE MAJOR SOFTWARE PROVIDERS, TO HEALTHCARE AND FINANCIAL/AUDIT SERVICE PROVIDERS, SM&A IS THE WHEN YOU MUST WIN SOLUTION.

FOR MORE ON OUR CONSULTING AND ASSESSMENT SERVICES VISIT [WWW.SMAWINS.COM](http://WWW.SMAWINS.COM)

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