

# COMPASS™



## COST MANAGEMENT, PLANNING AND SCHEDULING SOLUTION

### THE CHALLENGE

Increased government oversight of programs means contractors must perform better from the start. Ashton Carter, the new U.S. Undersecretary of Defense, states that recent legislation aims to get programs “started in such a way that they don’t cause problems later.” This emphasis on early program success, and the real threat of program cancellation due to poor performance, calls direct attention to Program Planning & Control (PP&C) capabilities, and program start up in particular. At SM&A, we have a solution.

### THE SOLUTION

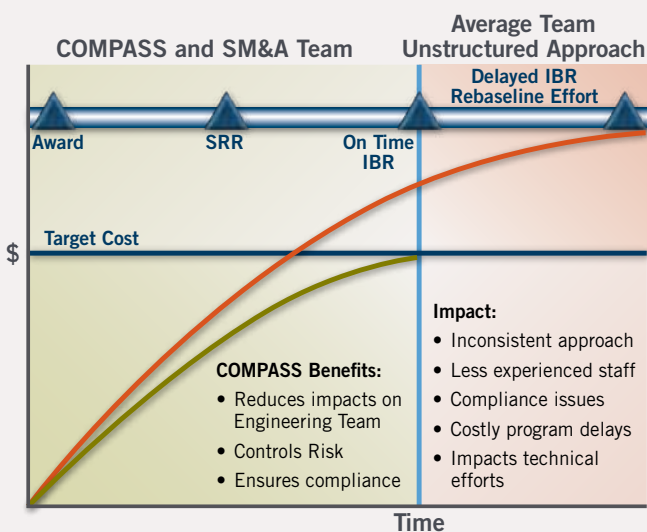
COMPASS™ (Cost Management, Planning and Scheduling Solution) is a comprehensive, integrated cost & schedule solution for programs, especially those with an Earned Value cost management requirement.

- Avoid Costly Delays at Program Start up
- Avoid re-baselining – do it right the first time
- Don’t go it alone on your most important programs
- Better control of your high risk subcontractors
- Be compliant, and reduce government scrutiny

Proven successful in 100 programs, COMPASS™ is a proven recipe for effective program start up, better management baseline and a better Integrated Baseline Review (IBR).

A web-based body of knowledge, COMPASS’s process flow is supported by hundreds of guides, references, templates and examples that our PP&C experts use as best practice.

### When You Must Perform



SM&A and COMPASS™ at program start up can save months and millions of dollars.

### AVOID COSTLY PROGRAM START-UP DELAYS

Deploying a team of SM&A experts armed with COMPASS™ at program start-up eliminates the risks and delays of finding and deploying a competent PP&C team, learning tools and developing process. It leads to an on-time IBR and assures compliance with government regulations, resulting in reduced government oversight down stream. It also reduces disruption on your engineering team, which can threaten the timeliness of design reviews.

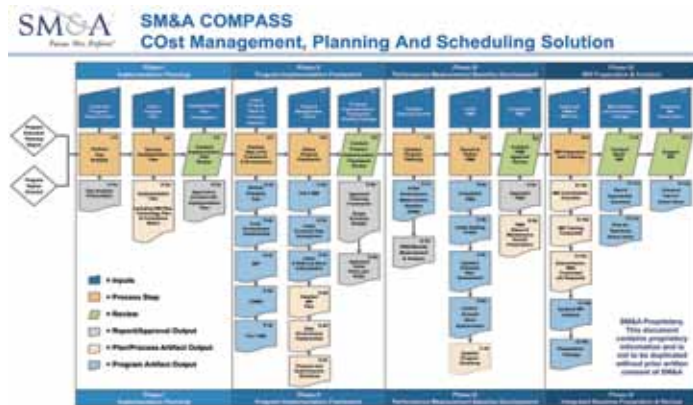
IBR delays and Corrective Action Requests (CARs) cost real money. Even a one-month IBR delay can cost a program millions of dollars. We can help you avoid these setbacks.

# COMPASS™

## CASE STUDY

### Don't go it alone on your most important programs

A poor management baseline and IBR are hard to overcome, especially in today's unforgiving environment and with competitive down-selects. Our clients have enjoyed solid program startups, sound PP&C systems, and excellent customer reviews.



Proven with 100 programs, COMPASS™ and SM&A deliver instantaneous PP&C excellence.

### Manage your high risk subcontractors

Yet subcontractors may be ill-equipped to meet your PP&C requirements, leaving you exposed. We can help your subcontractors to meet their scheduling and EVMS requirements, providing timely data that easily integrates into your system.

### Be compliant, reduce external scrutiny

Contractors and programs which are not compliant with government regulations invite scrutiny and increased oversight, which are expensive and sap cost and energy from program goals.

In contrast, COMPASS™-based program planning and control systems are government compliant, which inspires government confidence and leads to far less expensive oversight. Our associates know the regulations and COMPASS™ has metrics to assure compliance. The bottom line is that SM&A client has never failed a government audit.

SM&A is an industry leader in providing the strategic insight and business intelligence to position you to PURSUE the right business opportunities; 26 years of proven success in capture and proposal management to help you WIN new business; and fully integrated program services that enable you to PERFORM successfully from opportunity identification through execution.

### A SOLID START-UP USING COMPASS™

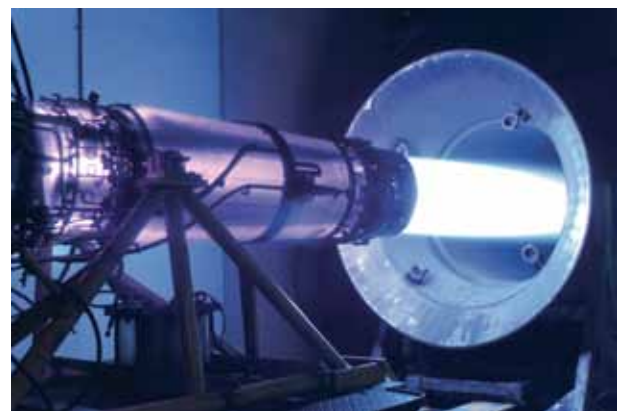
As they grew, this aerospace company struggled through the start up with every program they won. Their program planning and control (PP&C) capability was immature and unable to support the growing number and complexity of programs. The result: poor management baselines, sub-par IBRs and disruption of their engineering effort. All leading to program delays, loss of award fees, and customer disillusionment.

When they won a key, "must perform" program, they knew they must do better.

The client brought in SM&A to do a "Gap Analysis" on their EVMS and advise on program startups.

The client embraced COMPASS™ and retained SM&A to implement a PP&C system and prepare them for their IBR. We trained the client as we produced the essential program artifacts. We coached the team through the IBR, participating as appropriate. For the first time ever, the client passed the IBR with flying colors, and we were praised as playing a pivotal role.

The client then partnered with SM&A to provide ongoing support for the program's scheduling and EVMS, and were eventually asked to head up their entire PP&C group. Since then, SM&A has directed each program start up and have not received a single CAR or caused a single program delay.



Partnering with COMPASS™ and SM&A paid big dividends for this "must perform" program.



4695 MacArthur Court, 8th Floor  
Newport Beach, California 92660  
P. 949.975.1550 F. 949.975.1624  
clientservices@smawins.com

Rev. 02 Nov 2009