



*When You Must Win*

**Performance Assurance  
Case Study: Interim Management  
In the Information Technology Sector  
(IT - Commercial)**

A hand holding a torch with a blue flame against a blue background. The torch is held in the lower left, and the flame is at the top. The background is a solid blue color.

**Solutions**  
For A Highly Competitive  
**World**

**Case Study: Capability Assessments/Leadership and Technical Services - Interim Management in the Information Technology Sector**

Our client, a global information technology integrator, engaged SM&A to expedite the completion of their network security contract in order to move to the next development phase.

**SM&A:**

- Performed program assessment and identified risks to successful program completion
- Defined a program plan to completion with suitable milestones to provide confidence in timely attainment of program objectives
- Supplemented team with key personnel to support timely completion (deputy program manager, key engineers, etc.)

Within this role, SM&A was directly responsible for increasing the client's performance awards from 70 percent of award fee to more than 95 percent!