

# MILESTONE SUCCESS™

FOR TECHNICAL REVIEWS

## SECURE THE FUTURE OF YOUR PROGRAM

### The Technical Review Challenge

As reported by the GAO, “Programs consistently move forward with unrealistic cost and schedule estimates, use immature technologies in launching product development, and fail to solidify design and manufacturing processes at appropriate points in development” (GAO-09-3265P, March 2009). Poor scores on a Technical Review are a predictor of:

- Cost overruns of up to 30%
- Missed deadlines
- Customer discontent
- Missed future opportunities
- Program failure

### MILESTONE SUCCESS™ BENEFITS:

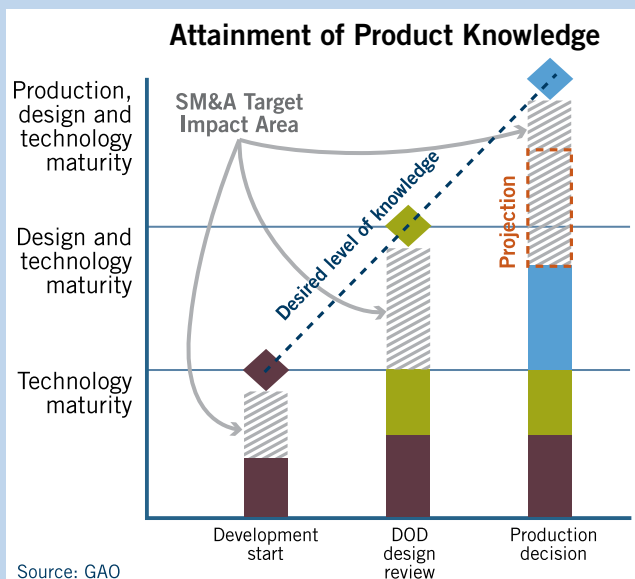
- Better schedule performance
- Prevent cost overruns
- Meet contract requirements
- Exceed customer’s expectations
- Increase customer satisfaction

### Our Solution

The SM&A MILESTONE SUCCESS™ solution helps clients properly manage and complete Technical Reviews, while minimizing the cost and schedule impact of these events on the contract. Our solution uses a proven systems engineering approach and provides a disciplined, strategy-driven process to achieve Technical Review success.

The MILESTONE SUCCESS™ solution offering includes:

- Assessment of the Technical Review position
- Alignment of review criteria for customer and client
- Captures the entrance and exit criteria for the review
- Develops a strategy to achieve exit criteria
- Recommends actions to complete requirements
- Prepares presentation and presenters
- Effectively communicates program status success
- Augments the client’s staff to complete tasks
- Manages all aspects of Technical Reviews



SM&A's MILESTONE SUCCESS™ helps you to more efficiently bring programs to design and technical maturity.

# Why Partner With SM&A?

## MILESTONE SUCCESS™

### COST GROWTH AVOIDANCE

When Technical Reviews are not properly conducted, programs can experience a 30% cost increase, resulting in millions of dollars in cost overruns. Accurate conduct and successful completion of Milestone Success™ has demonstrated the ability to avoid cost growth after CDR and help programs stay on-schedule.

### SCHEDULE ISSUE AVOIDANCE

SM&A's MILESTONE SUCCESS™ reduces costly schedule overruns with a focused approach to achieving entrance and exit criteria, which eliminates the need for rework. We help you understand, manage and complete all Technical Review requirements in a timely manner, with minimal impact to the organization's resources.

### DEMONSTRATED PROGRAM UNDERSTANDING

SM&A has supported post-award activities on over 150 high-profile programs, resulting in increased program profitability and improved program performance.

### THE RIGHT BLEND OF SKILLS AND EXPERIENCE

SM&A MILESTONE SUCCESS™ Associates increase your team's efficiency and effectiveness by mentoring and coaching your systems engineering staff, and by working as an extension of your organization.

#### Our Associates' key experience includes:

- Execution of tasks leading to Technical Reviews
- Generation of technical artifacts for reviews
- Development and presentation of Technical Reviews
- Evaluation of reviews from customer and contractor perspective
- Development of guidance standards for reviews

### SM&A ASSOCIATE MILESTONE SUCCESS™ QUALIFICATIONS

- 100% hold technical degrees
- 85% have 20+ years Technical Review experience
- 60% are Senior Systems Engineers

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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.



## CASE STUDY

### Helping Clients to Achieve MILESTONE SUCCESS™

SM&A was hired by a leading A&D company to support its program in the post award phase. The company was awarded a contract for critical systems integration. Throughout the next 15 months, SM&A's team of highly skilled Systems Engineers supported the successful completion of 17 Technical Reviews at the system and sub-system level. SM&A demonstrated the consistent application of elements from the MILESTONE SUCCESS™ process in each of the 17 reviews. The team aligned client/customer expectation, guided IPT performance, tracked design artifacts and developed a successful presentation for the Technical Reviews. As a result, the program continued to provide excellent service to the customer.

*"SM&A's MILESTONE SUCCESS™ process saved our engineers countless hours in preparation for the System Requirements Review. The results were fantastic—only one action item after two full days of review."*

**Program Manager, A&D client**

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