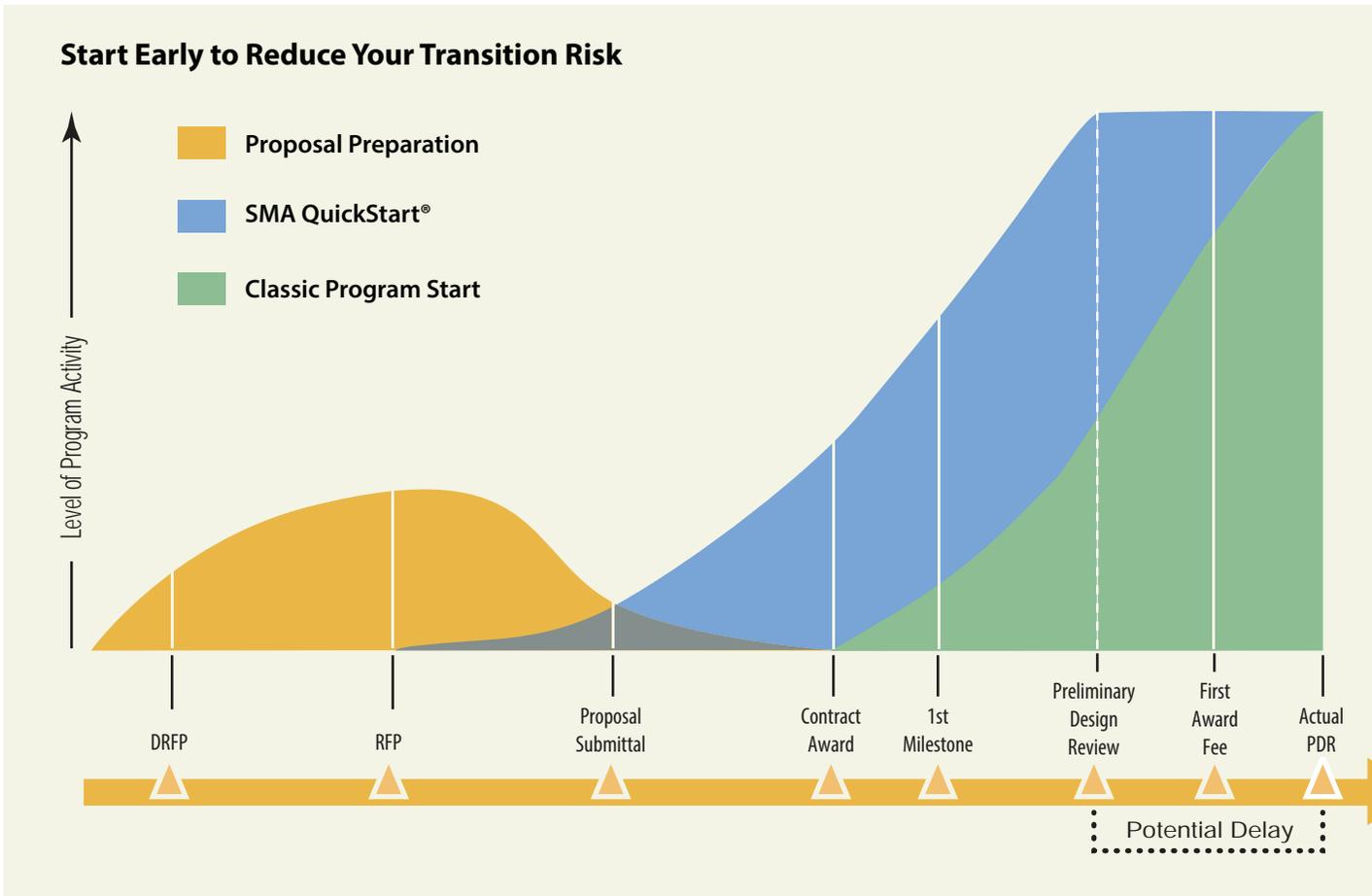


QuickStart®

QuickStart® Helps You Take the Lead

THE CHALLENGE

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 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.



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SMA TRANSITION ASSESSMENT

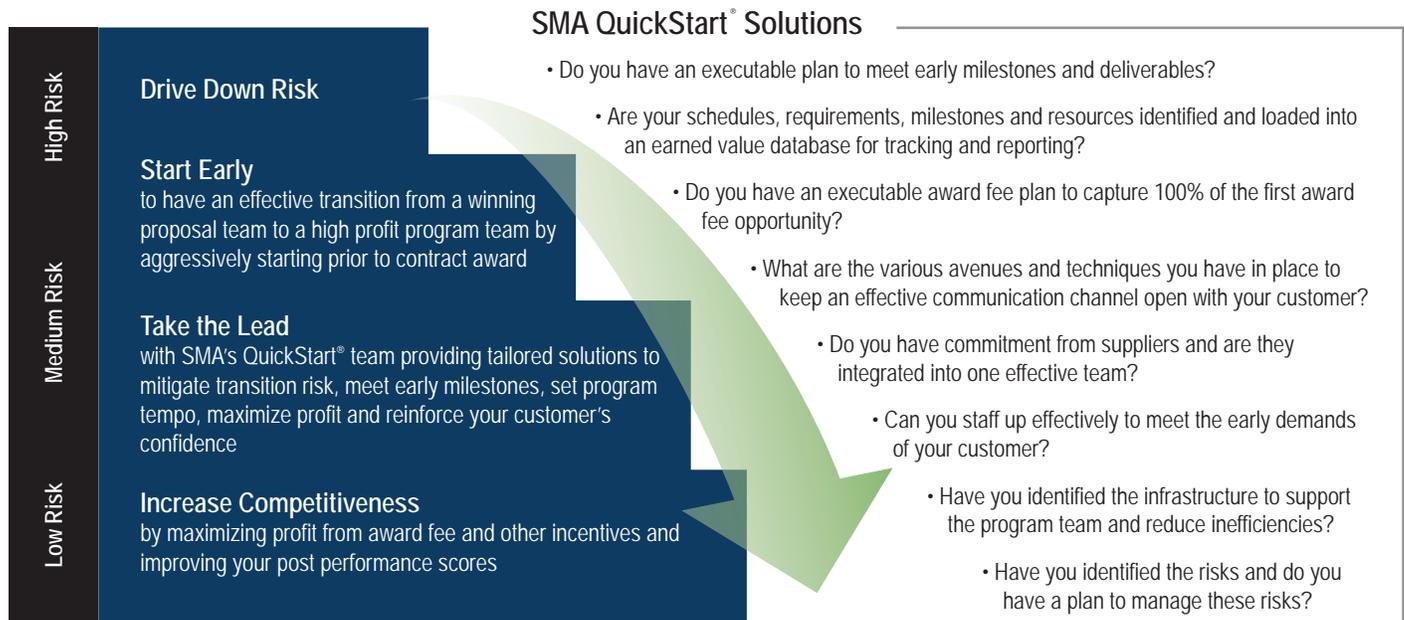
Over the past 35+ years, SMA has identified 12 areas of risk that are critical to transition success. We conduct a detailed assessment of these risks immediately after proposal submittal. Our outbrief to your team assigns a risk level to each of the 12 risk areas and provides recommendations to mitigate 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 Area	Assessment	Risk Area	Assessment
Allocation of Verifiable Requirements Validate the ability of allocated requirements to be verified at delivery	Red	Standing Up the Organization Ensure that adequate resources are identified and available for near-team program needs	Green
Infrastructure Readiness Define up-front strategy and requirements for program infrastructure	Yellow	Risk Tracking and Mitigation Planning Establish a risk tracking system and implement mitigation activities defined in proposal	Red
Coordinated Program Execution Processes Ensure that the plans and processes of all teammates are adequate and consistent	Red	Top-Down Metric Architecture Define metrics to support the internal and external measurement of program progress	Green
Program Status Review Approach Plan and establish requirements for periodic reviews with internal and external customers	Green	Award Fee Plan Finalize award fee plan, set customer expectations and establish an action plan	Yellow
Subcontractor Selection and Integration Conduct source selections for key suppliers/vendors and integrate them into the team	Yellow	Integrated Master Schedule to Earned Value Management Transition Establish a fully integrated cost and schedule baseline	Red
Program Onboarding Plan Develop an onboarding plan for training new employees at all tiers of the organization	Green	Early Milestone Success Early start on preparing for critical program milestones and customer reviews	Yellow

QUICKSTART® IMPLEMENTATION

For each of the twelve transition risk areas, the SMA 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.



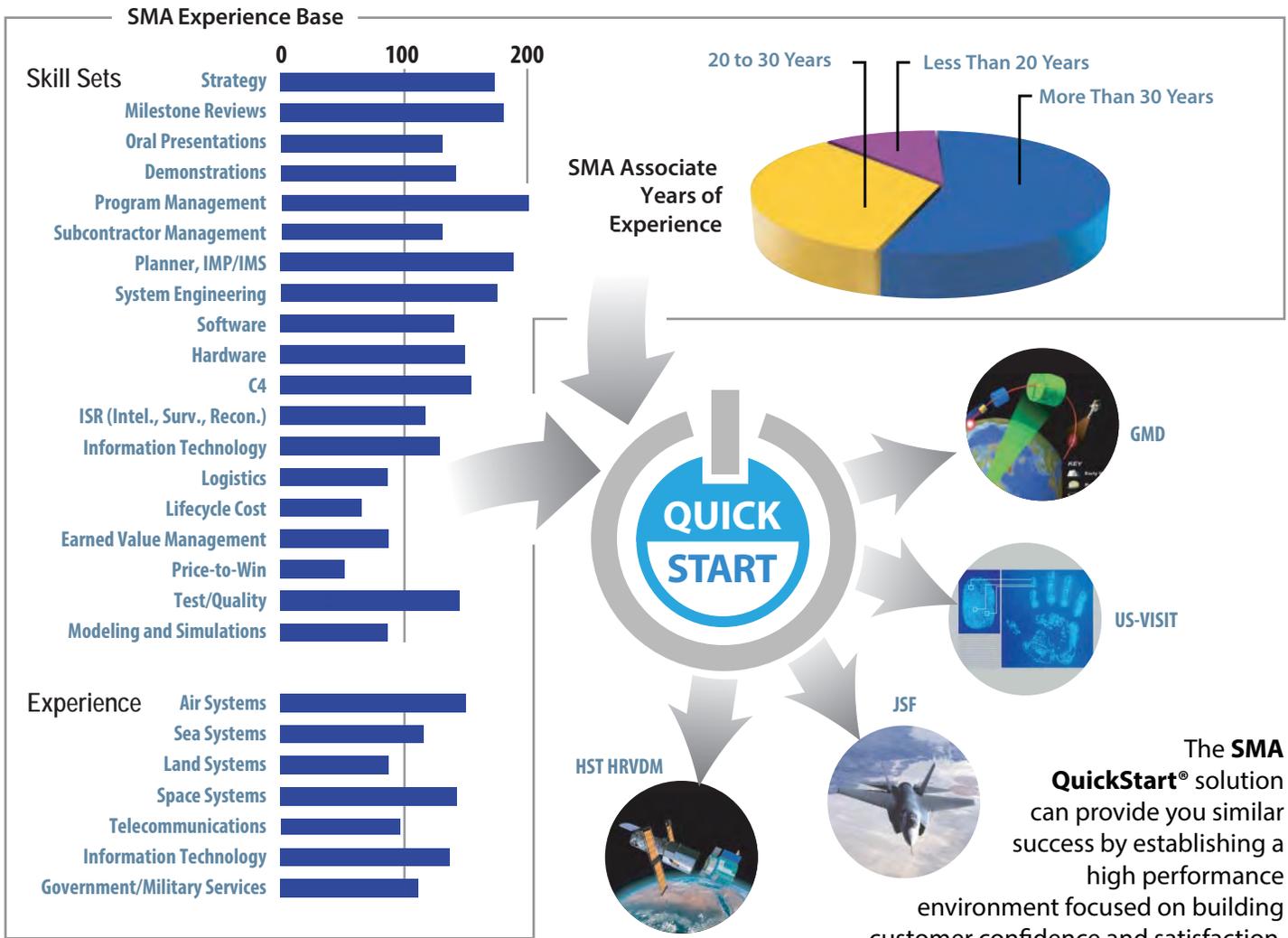
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SUPPORTING HIGH PROFILE PROGRAMS

SMA 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
- Develop highly-integrated program baselines
- Focus communication with key customer decision makers
- Disciplined capability ramp up driven by program priorities

Our experience in proposal development, program management and customer communications on 1400+ proposals and 150+ programs provides SMA 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® solution provides the process, people and leadership to mitigate transition risk.



SMA helps companies become more competitive. We offer STRATEGY, MANAGEMENT, and ANALYTICS to improve your competitiveness from market entry, to winning business, to profitable execution. We assist you achieve success on their programs with: Management Consulting; Capture Support & Proposal Development; Data Visualization & Publications; Program Management; Integrated Program Planning & Controls; and Technical Management & Engineering.

Corporate Headquarters
18400 Von Karman Avenue, Suite 500
Irvine, California 92612, USA

Washington, DC Office
2101 L Street NW Suite 400
Washington, DC 20037, USA

P. 949 975 1550
F. 949 975 1624
E. info@smawins.com