

# Program Planning & Control

## SOLUTIONS FOR GOVERNMENT CONTRACTS

### THE CHALLENGE

Managing a program requires sound Program Planning & Control (PP&C). To establish an effective PP&C capability requires talented, focused people, proven processes and cutting edge tools. Too often one or more of these three is missing or ineffective. The challenge that this presents is often exacerbated by the fact that most government contracts have Earned Value Management System (EVMS) requirements that must be met.

### THE SOLUTION

SM&A understands the PP&C challenge and has implemented a management framework to evaluate and bring the right people, processes and tools to any engagement. SM&A brings industry leading **solutions**, the most qualified **teams**, our **quick and “right-sized”** approach and **our commitment** to bringing the power of SM&A thought leadership and network of subject matter experts to every engagement.

Tools and  
Technology

Integrated Cost  
and Schedule  
Management

EVMS Compliance and Consulting

SM&A delivers a truly integrated cost and schedule management solution, architected on EVMS standards, and powered by tools and technology.

### PP&C BENEFITS:

- Complete services for EVMS, planning, scheduling and cost management
- The right level of support, from surge to outsourcing, from proposal through execution
- Dedicated schedulers and EV personnel for short or long term jobs
- Affordable, flexible and fast to deploy
- Industry's largest group of PP&C professionals assures the best fit for your needs

**Our Solutions** – For more than 20 years, SM&A personnel have provided solutions to companies managing government contracts. These solutions incorporate industry proven best practices and have been developed by some of the leading PP&C subject matter experts in the world. These include the full spectrum of PP&C efforts including the design and implementation of a contractor's EVMS.

**Our Team** – At SM&A, planning, scheduling, cost management and earned value management are core competencies, with defined career paths, and a heavy emphasis on thought leadership. The result is a group of more than 130 talented, motivated professionals who make a positive impact on program teams.

**Quick and “Right-Sized”** – Our people are available immediately for short or long term assignments. Our staff is comprised of people with a wide range of PP&C support capabilities. This allows our clients to optimize the support they receive from SM&A.

**Our Commitment** – When you hire SM&A, you are tapping into an industry thought leadership network of PP&C professionals. We bring the power of this uniquely qualified group to every engagement. At SM&A, we are committed to being industry leaders in Program Planning & Control.



*SM&A is the industry leader in Program Planning & Control.*

# SM&A Program Planning & Control Solutions

## Proposal PP&C Support

Planning should begin early in the Proposal process. The Cost & Schedule Architecture of a program is an integral part of a win strategy and sets the basis for execution after award. SM&A support can increase your Pwin and set the stage for post award success.

## Proposal IMP/IMS Review

During proposal development, we review the client's IMP and IMS to assess if it is complete, RFP compliant, compelling and consistent with proposal win themes.

## COMPASSTM

SM&A has documented Cost & Schedule Management Best Practices into a detailed, online process. Your program will instantly benefit from our "best in class" capabilities, developed from 25+ years in Cost and Schedule Management. We customize our proven techniques to the requirements of your contract and your company guidelines.

## IMS Compliance Review

We audit your IMS in 101 areas to assure that it meets government and other requirements. We provide an out brief highlighting problem areas and recommended solutions. You improve your IMS and avoid a poor government audit.

## Schedule Risk Assessment

Required on many federal contracts, SRA reveals the achievability of your schedule. The process sheds light on risk and opportunity within your program. Using COTS software and our proven process, we help you build and manage an achievable schedule.

## EVMS Gap Analysis

Our EVMS experts analyze existing management systems, focused on EVMS requirements. We identify EVMS compliance gaps and make recommendations, which we can help implement. This is a good first step to obtain a validated EVMS.

## CAM EVMS Training

This three-day course addresses EVMS concepts, applications and issues. Designed for the newcomer to achieve a solid EVMS foundation and for EVMS practitioners to hone their skills.

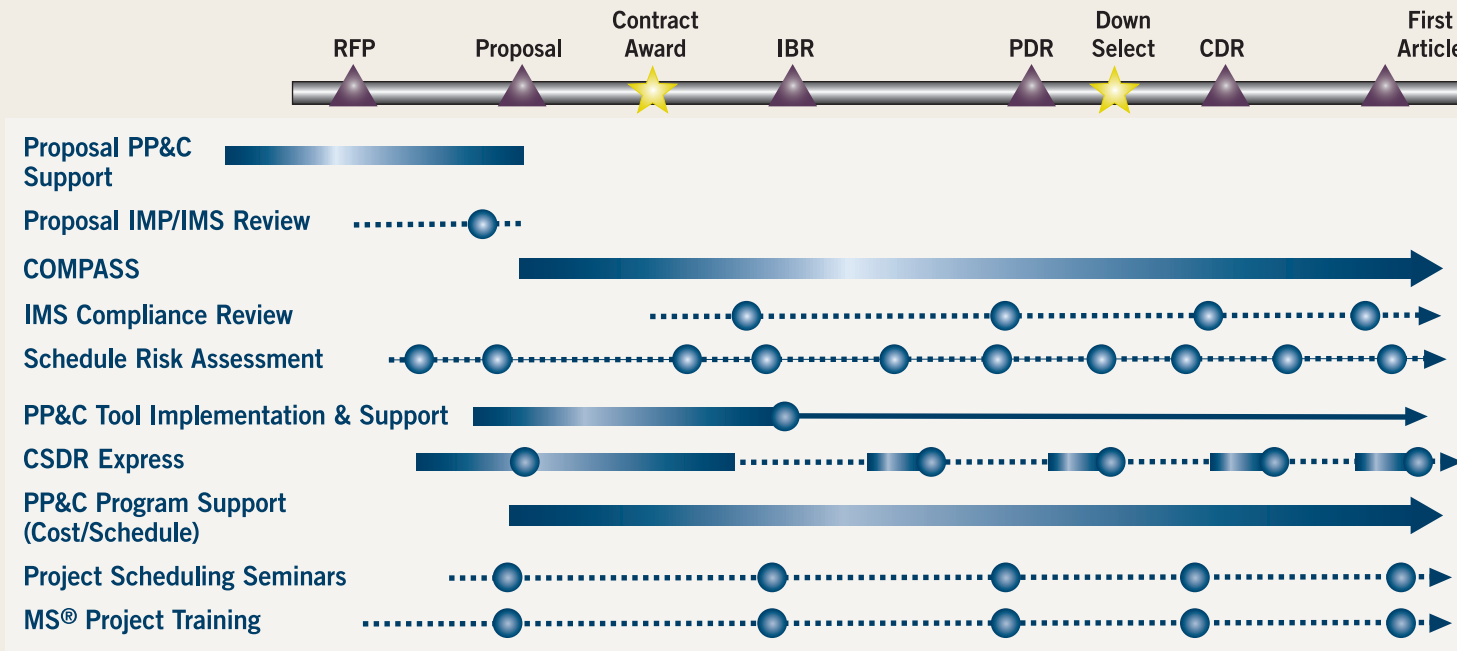
## EVMS Mock Review

We conduct a mock EVMS review which simulates an actual compliance or validation review conducted by the government. The review identifies problem areas in time to correct them before the actual review.

## CAM Interview Training

A companion product to the EVMS Mock Review, in this case our experts stress coaching and mentoring, helping clients solve issues associated with a Validation or Compliance Review.

## Integrated Cost & Schedule Management



## Scheduling SW Tool Implementation & Support

With over 10 years of experience and scores of successful implementations, we provide technical installation, training, mentoring and ongoing support for desk top and enterprise scheduling software. Tools include: MS Project Server, Open Plan, Primavera.

## CSDR Express

We provide a Turnkey solution for DoD contractors to provide required CCDR cost reports to the government. Proprietary software and a proven methodology allow our clients to meet their CSDR needs quickly and efficiently.

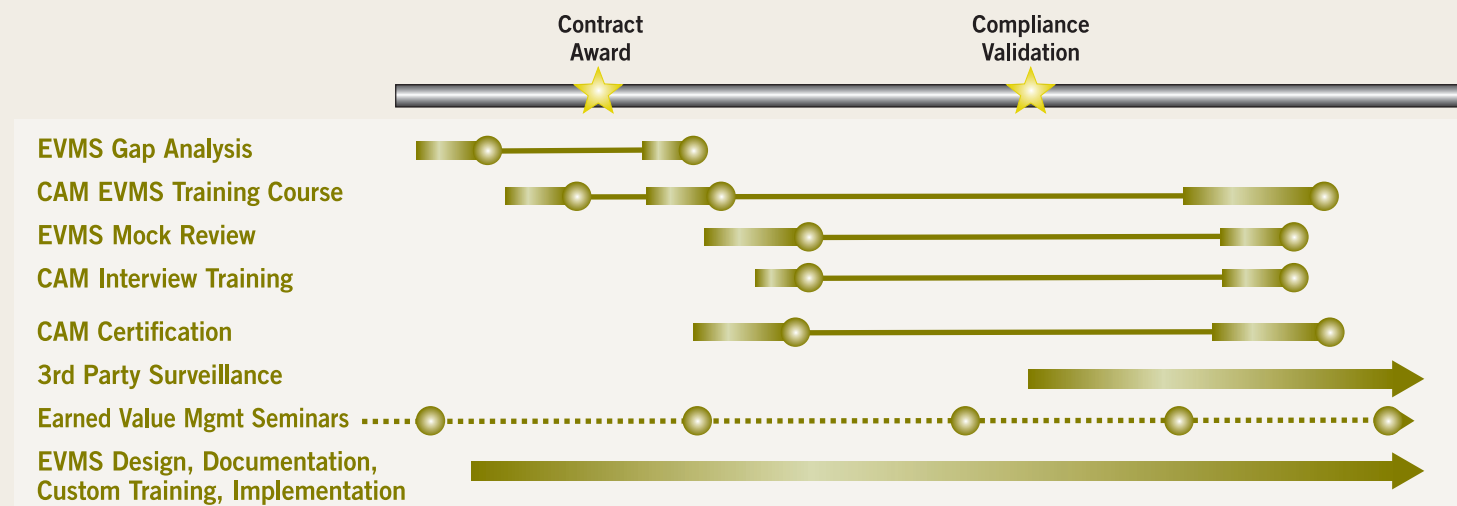
## PP&C Program Support (Cost/Schedule)

With more than 130 experienced schedulers and Cost Analysts skilled in an array of tools, we provide customized, flexible support using your tools and processes at a reasonable cost. Tools include: MS Project, Open Plan Professional, Primavera, M\*PM, COBRA, wInsight, Costview, Realtime Projects, and many more.

## Project Scheduling Seminars / Microsoft® Project Training

We offer an extensive curriculum for tailored, client-specific instructional courses and public workshops. These workshops are an inexpensive approach for those seeking to improve their understanding and application of scheduling and MS® Project.

## Earned Value Management Compliance



## CAM Certification

We have a proven framework to certify the EVMS proficiency of Control Account Managers. Our framework can be tailored to the specifics of your EVMS to form a customized CAM certification program.

## Third Party Surveillance

Internal surveillance is an imperative to ensure your programs continue to use the certified EVMS consistent with the validated design. We offer a turnkey service to do this for you.

## Earned Value Management Seminars

We offer an extensive curriculum of tailored, client-specific instructional courses and public workshops. These workshops are an inexpensive approach for those seeking to improve their understanding and application of EVMS.

## EVMS Design, Documentation, Custom Training, Implementation

To establish a compliant EVMS, processes must be designed to meet the EVMS guidelines; this design must be documented, trained out and implemented. Our comprehensive, integrated services facilitate this.

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*No matter what your Program Planning & Control needs may be, SM&A can help solve them.*



# Why Partner With SM&A?

## Program Planning & Control

### Experience, focus, flexibility & solutions

For more than 20 years, SM&A has provided PP&C capabilities for more than 400 programs, ranging in value from \$10 million to \$10 billion. In the process we have developed world class solutions supported by proven processes, templates and guides.

When you consider our existing solutions, tools and technology, the wide range of skills with associated pricing structure, and our commitment to excellence on every engagement, SM&A clearly represents a low risk approach to solving your Program Planning and Control challenges.

### SM&A PP&C solutions focus on:

**Program Lifecycle Needs** – Pre-proposal through program execution support, targeted to help full company-wide outsourced solutions

**Compliance with Regulations** – Our people know the federal regulations and produce compliant products

**Speed** – Experienced teams arrive quickly with a standard approach to get the job done fast

**Flexibility** – Instantaneous capability there when you need it, gone when the job is done

**Excellence** – Buy SM&A and you get the power of the entire PP&C team for each engagement

**Success** – Proven over 400 programs, ranging from \$10 million to \$10 billion

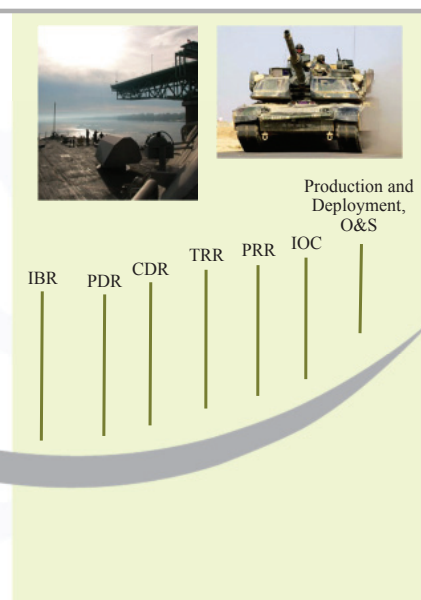
### Strategy & Pursuit Execution



### Proposal Leadership



### Program Execution



SM&A is an industry leader in providing the strategic insight and business intelligence to position you to **PURSUE** the right business opportunities; over 30 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.



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