

COMPASS™

COST MANAGEMENT, PLANNING AND SCHEDULING SOLUTION

THE CHALLENGE

Increased government oversight of programs means that contractors must perform better from the start. Ashton Carter, former U.S. Undersecretary of Defense, sponsored legislation that aimed 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 SMA, 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. Proven successful in 100 programs, COMPASS™ is a proven recipe for effective program start up, better

COMPASS™ BENEFITS

- 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

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.

AVOID COSTLY PROGRAM START UP DELAYS

Deploying a team of SMA experts armed with COMPASS™ at program start-up eliminates the risk of 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 timelines 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.



3309876
4590380
2990076
3398066
1129987
2983784

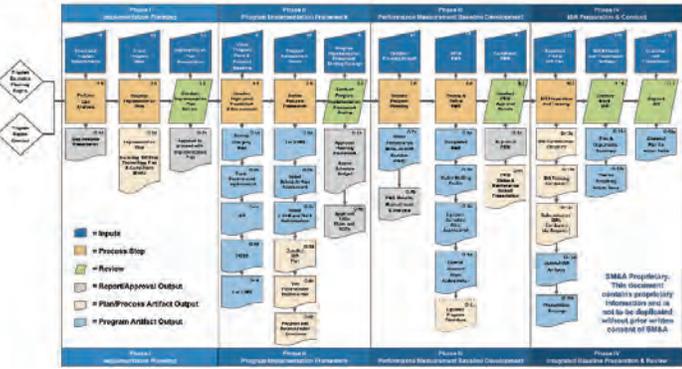
DON'T GO IT ALONE ON YOUR MOST IMPORTANT PROGRAMS

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.

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 in to your system.

SMA Compass
Cost Management, Planning and Scheduling Solution



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

BE COMPLIANT, REDUCE EXTERNAL SCRUTINY

Contractors and programs which are not compliant with the 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 an SMA client has never failed a government audit.

A SOLID START-UP USING COMPASS™

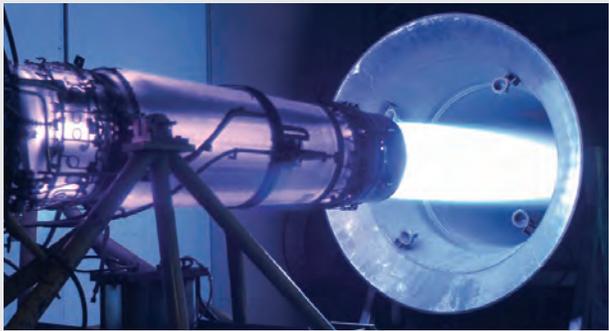
As they grew, this aerospace company struggled through the start up with every program they won. Their program planning and control (PP&C) capability was immature and unable to support the growing number and complexity of programs. The result: poor management baselines, sub-par IBRs and disruption of 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 SMA to do a "Gap Analysis" on their EVMS and advise on program startups.

The client embraced COMPASS™ and retained SMA 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 SMA 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, SMA has directed each program start up and have not received a single CAR or caused a single program delay.



Partnering with COMPASS™ and SMA paid big dividends for this "must perform" program.

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