

Strategic Analysis

- Determining Critical Mass/Right Sizing & Assessing Competitive Posture for 2016–2020
- Rationalizing Technology Investments (2016-2020)
- Program Portfolio Analysis & Investment Strategy to Sustain Competitive Posture
- Program Grouping to Maximize Value Sharing
- R^{N+1} (Rethink, Rationally Retrench, & Restructure)
- Maintaining Efficiency, Productivity, & Affordability with Reduced Revenues

Creating a Win

- Situation Assessment defining "our Play" & Plan to shape the acquisition
- Comprehensive "Black Hat" Competitive Assessment & Win Strategy Development
- Simulated Competition – Proposal Readiness Workshop

Positioning to Win

- Deriving Strategy You Can Win With
- Pre-RFP Engineering-to-Win Tasks
- Win Strategy Driven Capture Plan

Capturing New Business in the OSD Affordability Era

- Opportunity Creation
- Predatory Take Aways
- Keeping Core Programs Sold



Training

Training to Win Courses

- Acquisition Plan Shaping
- Opportunity Creation
- Capture Manager Development
- "How To" Develop a Capture Plan
- Positioning to Win "Just in Time" win modules for Capture & Proposal Teams
- "How To" Develop a Price to Win
- Managing & Writing Winning Proposals
- Capturing International Business
- Capturing 6.2 & 6.3 CRAD

Performance Improvement Courses

- Best Practices to Ensure Cost remains the Independent Variable
- Sys. Engineering & Affordable Architecture
- Improving Program Performance
- Maximizing Profit on Fixed Price Contracts
 - Profit Improvement & Cost Recovery
- Should Cost Analysis & Managing for Affordability
- Mission System Engineering & Integration
- The Effective Engineering Manager

Engineering

Engineering to Win

- Planning & Pre-selling a Cost-Effective, Executable Program
- Analyzing & Defining Affordability KPPs & Implementing Best Practices
- CONOPS and Mission Analysis
- Quantifying and selling the Military Utility of "Beyond Threshold" Capability
- Rationalizing Configuration Selection with Trade Trees
- Integrated CAIV(performance, cost & Risk trades)
- Defining "Best Value" & Rationale to Pre-Sell It
- Estimating Competitor's Likely Cost/Price & Deriving Home Team Price to Win
- Gold, Red, and Pink Team Participation

Engineering to Perform

- System Engineering on EMD Programs
- Ensuring Cost as Independent Variable
- Affordability & Should Cost Analysis
- Root Cause/Solution Analysis