



About Booz Allen

Booz Allen Hamilton is a leading provider of management and technology consulting services to the US government in defense, intelligence, and civil markets, and to major corporations, institutions, and not-for-profit organizations. Booz Allen is headquartered in McLean, Virginia, employs more than 25,000 people, and had revenue of \$5.59 billion for the 12 months ended March 31, 2011. (NYSE: BAH)

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EARNED READINESS™

Readiness Challenge

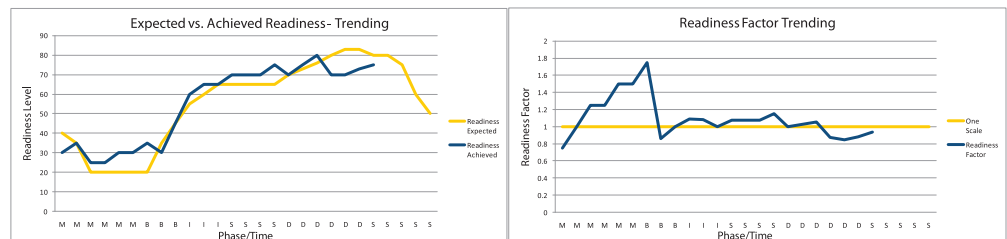
The Department of Defense (DoD) faces complex challenges in today's new strategic environment—an environment characterized by traditional, irregular, catastrophic, and disruptive threats. In this time of tremendous budget pressures, the DoD is in a precarious position as it simultaneously fights wars, modernizes the force, and justifies future expenditures. To sustain readiness levels over time at lower cost, units must be able to analyze their effective readiness, which is—in essence—the readiness they need to successfully complete the mission at the right cost.

Booz Allen Can Help You Be Ready for What's Next

To help address these critical readiness-related challenges, Booz Allen Hamilton, a leading strategy and technology consulting firm, established a Readiness Center of Excellence (RCoE). Our RCoE is a company-funded initiative that brings together the firm's expertise and thought leadership, innovation, best practices, tools, and analytical methodologies to advance solutions for our clients. As an RCoE investment, Booz Allen's experts developed an **EARNED READINESS** consulting methodology. **EARNED READINESS** consulting services and tools apply proven earned value concepts to the environment of mission readiness. By capturing cost and integrating schedules throughout training and deployment cycles with performance as a readiness level, **EARNED READINESS** builds a single, continuous picture in a dynamic environment.

Booz Allen will leverage the various data visualization options from the **EARNED READINESS** tool to help commanders quickly identify issues and provide solutions to their complex challenges. With proven enterprise leaders and change agents, we bring a deep understanding of our clients' missions, operational response cycles, and challenges across all echelons of DoD.

Our clients face economic choices that involve important decisions about the application of resources. Booz Allen combines practical, proven techniques and processes with innovative analytical concepts focused on achieving effective readiness in an environment of constrained resources.



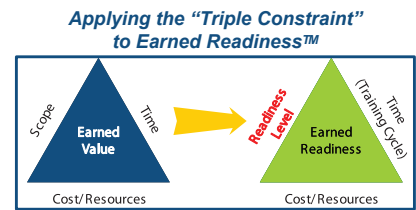
Ready for what's next. www.boozallen.com

Booz | Allen | Hamilton
delivering results that endure

Our Methodology and Approach: Improve Effective Readiness

Booz Allen's **EARNED READINESS** consulting services and tools enable clients to:

- Determine appropriate resource allocation across the enterprise
- Establish a traceable linkage between cost and readiness
- Make defensible and traceable funding choices
- Maintain accountability for actions and results
- Identify the costs associated with activities
- Control costs and manage schedules
- Identify areas for cost savings
- Improve effective readiness

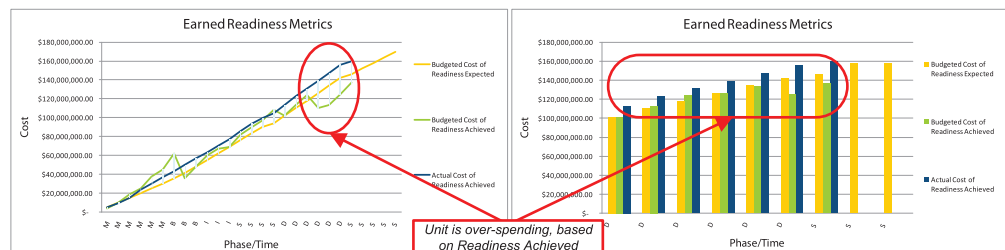


Our analysis compares how “ready” a unit should be to how ready it actually is and compares units on a common scale. The **EARNED READINESS** consulting services will show whether a unit’s readiness level is not where it should be and whether it requires additional resources—or whether a unit is “over-ready” according to plan and could possibly transfer resources to another unit. This enterprise-wide view of readiness and cost highlights areas for greater efficiency and potential savings through proper resource allocation and sharing.

Our **EARNED READINESS** consulting methodology utilizes proven concepts from earned value management and applies them to the readiness challenge that DoD forces across the globe are facing in an environment of ever-increasing budget scrutiny. **EARNED READINESS** tools utilize metrics to enable managers to evaluate the health of the force, forecast costs, analyze trends, and communicate risks. By applying the “triple constraint”—Readiness Level, Time, and Cost/Resources—**EARNED READINESS** consulting services provide a basis for planning and enables common standards across the enterprise. This capability allows managers to:

Compare budget to planned and actual readiness to develop higher fidelity training and procurement plans	Identify “at risk” units in danger of not achieving mission-required readiness levels early in the cycle
Forecast future readiness and future costs	Identify the impact a cut in funding may have on readiness
Identify units that are over-spending based on readiness achieved	Promote cost-wise decisions to reduce unnecessary acquisition of resources
Support budget submission and justification process	Analyze readiness and cost performance trends

The unique integration of financial and readiness data through **EARNED READINESS** tools offers clients an enhanced decision-making capability over the status quo in a number of key areas. Enterprise-wide metrics provide the ability to compare major commands, units, or subordinate units on a common scale, regardless of their position along the training and deployment cycle. The **EARNED READINESS** tool tracks resource requirements for each phase along the training and deployment cycle vice applying “one size fits all” readiness objectives that often focus on the maximum required during the cycle. Using this tool, Booz Allen can highlight areas or units where readiness may be over-resourced and identify potential cost savings.



Whether you’re managing today’s issues or looking beyond the horizon, count on us to help you be ready for what’s next.