

Contract Strategy and Management

Comprehensive Contracting Solutions for Government Clients

Are the demands for meeting your agency's goals for performance-based contracting overwhelming?

Does your organization have an overall strategy to satisfy government-prescribed goals?

Do your contracts fail to deliver the level of service you anticipated?

Do you pay more for contracted products and services than your commercial counterparts?

Do your contractors seem to have the upper hand, leaving you negotiating from a position of weakness rather than strength?

Are contract awards taking too long? Is the process overly complex and intimidating?

If your answer to any of these questions is “yes,” you are not alone. Agencies today are required to meet various initiatives, including specific targets for performance-based contracting utilization. Many organizations and their program managers are scrambling, feeling both underserved and overburdened by the complexities of these initiatives in the federal acquisition system.

What Differentiates Booz Allen From Our Competition?

At Booz Allen Hamilton, a strategy and technology consulting firm, our value comes from:

Our Proven Methodology. For more than 20 years, we have developed and successfully applied acquisition and contracting processes and tools for federal clients who buy products ranging from large weapon systems and integrated information technology systems to healthcare services. Our methods and tools have generated short time to award, delivered proven cost-cutting techniques, and received a citation by the General Accountability Office (GAO) as proven “best practices.”

Our Qualified Practitioners. Our staff includes more than 50 experienced contracting professionals, more than 60 percent of whom hold certifications in areas related to acquisition and contracting (e.g., CFCM, CCCM, CPCM, DAWIA, COR). Our staff members’ visibility in the marketplace further demonstrates their expert understanding. Many have not only been published extensively but also are regularly invited to speak at professional conferences in the industry.

Our Demonstrated Experience. Booz Allen’s contract strategy and management staff has proven experience in many client markets. Our experience across the federal marketplace includes work with both defense and civil agencies.

Booz Allen’s Services and Approach

Our expert contract strategy and management practitioners can guide you through the legislative and regulatory morass to produce:

- Tailored acquisition strategies that maximize your buying power and minimize your risk, while maintaining your schedule
- RFP/RFQ packages that articulate your program’s needs clearly, concisely, and consistently across the entire solicitation
- Source selection strategies that streamline the evaluation process and protect you against formal protests and disputes

Demonstrated Capability

Booz Allen assisted the Securities and Exchange Commission (SEC) in consolidating a set of contracts into a single competitive contract. The General Accountability Office (GAO) (report GAO-02-1049), when reporting on the use of performance-based contracting, noted only nine federal contracts that exhibited all four attributes of an effective performance-based contract. The SEC contract, generated using our strategy and products, was listed among these nine.

For the TRICARE Management Activity, Booz Allen helped to consolidate help desk services for its healthcare IT systems. We conducted requirements analysis strategy, including metrics, measures, targets, and incentives. In April 2003, the GAO (report GAO-03-371) held up this contract as a model after it met the highest percentage (97%) of best practices.

Proven Results

About Booz Allen

Booz Allen Hamilton has been at the forefront of management consulting for businesses and governments for more than 90 years. Providing consulting services in strategy, operations, organization and change, and information technology, Booz Allen is the one firm that helps clients solve their toughest problems, working by their side to help them achieve their missions. Booz Allen is committed to delivering results that endure.

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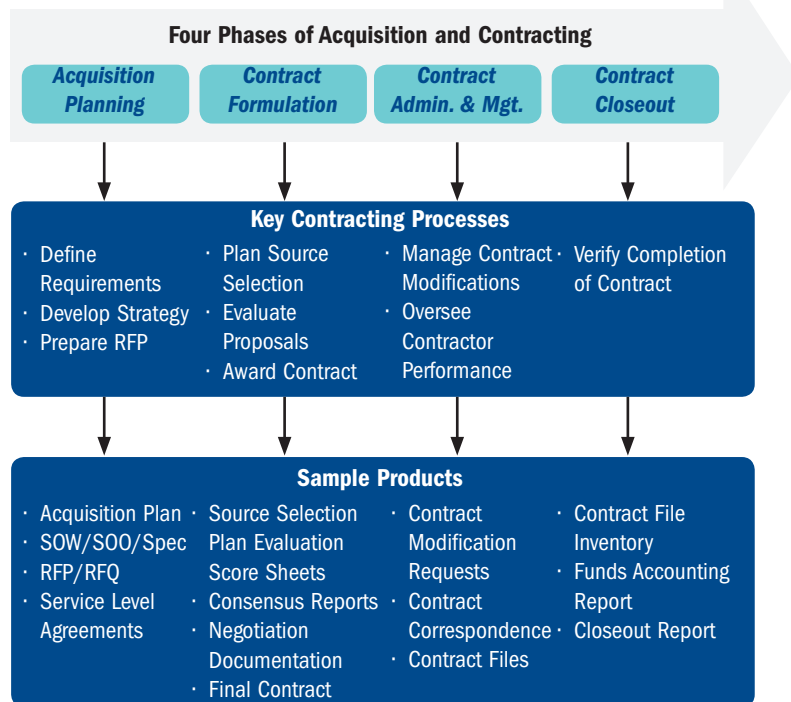
Contract Strategy and Management

- Risk mitigation tools that allow proactive management of your contractor’s cost, schedule, and performance

Our matrixed, multi-disciplinary methodology applies the right processes, methods, products, and tools to each acquisition phase and client.

Representative Experience

Our past clients include the Securities and Exchange Commission, General Services Administration, Office of Personnel Management, Department of Justice, US Army, US Navy, and Department of Homeland Security.



Defense Market Clients

- TRICARE Management Activity
 - Procurement Support Division
 - Customer Services & Support
 - IT Program Executive Office
 - TRICARE Information Management Program Office
- Space & Naval Warfare Systems Command
- Tripler Army Medical Center
- US Army Medical IT Center
- Defense Information Systems Agency
- US Air Force HQ Warner Robbins AFB
- Lackland AFB
- Army University Access Online
- eArmyU
- Defense Advanced Research Projects Agency
- General Services Administration, FEDSIM
- Securities and Exchange Commission
- Department of Justice
- Department of Health and Human Services
 - Food and Drug Administration
 - Center for Medicare & Medicaid Services
- Federal Bureau of Investigation
- Pension Benefit Guaranty Corporation
- Office of Personnel Management
- Homeland Security Advanced Research Projects Agency
- Environmental Protection Agency
- Department of the Interior
- Transportation Security Administration

Civil Market Clients