



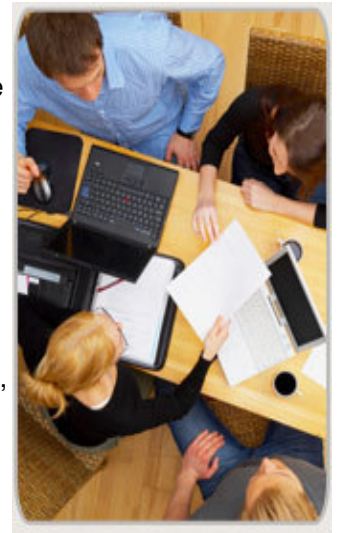
## EXPERIENCE and KNOWLEDGE GENERATING SOLUTIONS

### Program and Project Management

**Archer Schoen Associates** provide the technical and financial Program and Project Management support that you may need to ensure successful execution of Government contracts. This capability is based on our own first-hand Industry and Government experience with obtaining and renewing government contracts -- many Government contracts are renewed, and additional work granted by Government agencies, based on the vendor's performance in previous engagements.

**Archer Schoen Associates** have been helping both Government agencies and contractors to manage small and large programs and projects for many years; we have exceptional Program Management specialists. Our associates bring an in-depth understanding of Government expectations, and we also know how to ensure product and service quality that will fully satisfy your clients. To this end, we will provide you with the following services, and more:

- Assistance in the negotiations following acceptance of your proposal
- A complete and comprehensive study and understanding of your contract obligations. We of The Federal Acquisition Regulations (FAR) and how they relate to the work at hand.
- A complete and detailed evaluation of requirements and thorough study of project related Government documentation to gain a clear and in-depth understanding of the projects needs at the onset of your procurement process leading to appropriate alignment of the projects to your clients circumstances and long-term strategies
- Meetings with your staff and clients to clearly understand what needs to be accomplished, prioritizing and documenting them; we leave ambiguity out to eliminate "scope creep"!
- Assistance in the development of project plans, schedules and associated tools and monitoring procedures for ensuring progress in meeting financial as well as technical milestones in terms that are required by contract – we will assist your staff in applying Earned Value Management (EVM) and The Capability Maturity Model (CMM) principles and tools leading to standardized project management process that enforces quality
- Assistance in the development of implementation strategies
- Provision of organizational definition and assignment of roles and responsibilities to the project staff leading to enhancement of the team's efficiency and cohesiveness - support in the development of workflows and processes



- Assistance and guidance in the development of all required project documents as required by the project – we will provide templates when available
- Assistance in adjustment of your procedures to meet the needs of the project
- Support in analysis and evaluation of multiple options and approaches to developing the required solutions
- Support in developing technical approaches and documents to ensure successful attainment of the appropriate and desired solutions that meet with client satisfaction
- Support in market research analysis for technologies and commercial-of-the-shelf (COTS) products that best suite your solution within budgetary parameters of the contract/project
- Assistance in preparation of reports and presentations to your client
- Assistance in monitoring technical and financial performance, and project progress
- Provision of final evaluation and recommendation report prior to presentation to client to ensure that your solution meets the technical and financial objectives and project timelines
- Post program evaluation

## Business Plan Consulting

**Archer Schoen Associates** have unparalleled experience in creating and improving strategic and tactical Business Plans. Over our 70 collective years of experience, we have developed Business Plans for many Clients already servicing Government markets, and for Clients who want to enter them.



We are the business-planning firm have extensive professional backgrounds and first-hand experience that are brought to each Client engagement. Among other accomplishments, **Archer Schoen Associates** team members have successfully launched and grown companies themselves.

## Business Development Services

- Our Capabilities and Services
- Business Development Services
- Market Analysis and Business Strategy
- Business Plan Consulting
- Market Entry and Growth
- Marketing, Sales, and Customer Support
- Capture Support
- Proposal Management Support Services
- Fulfillment Strategies
- Contract Modifications
- Customer Satisfaction Management

### Please Contact Us:

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