

NEW CONTRACTOR REPRESENTATIVE CLIENT EXPERIENCE



Client Description	Services Performed	Proposal Prep Efforts
<ul style="list-style-type: none"> • Global leader in wireless, automotive and broadband communications equipment – HQ outside Chicago • \$27 billion in annual revenue • Provides electronics and communication-related systems to a variety of government and commercial markets 	<ul style="list-style-type: none"> • Comprehensive cost allocation structure review, design and assessment, including the development and interpretation of detailed sensitivity analyses 	<ul style="list-style-type: none"> • Not applicable
<ul style="list-style-type: none"> • Global pharmaceutical company that develops, manufactures, and markets generic and branded pharmaceuticals • Specializes in generic and proprietary pharmaceuticals and active pharmaceutical ingredients • Over \$19 billion in annual revenue 	<ul style="list-style-type: none"> • CAS segment design and implementation • CAS compliance assessment and implementation • Cost structure design and development for use with Federal contracts, including indirect cost allocation methodology development • Project/job cost system design, development and implementation • Indirect rate calculation and unallowable cost identification per FAR part 31 • Overall proposal preparation project management – for three (3) separate proposals • Disclosure statement preparation 	<ul style="list-style-type: none"> • Provided proposal assistance with complete Cost Volume preparation for a Low Rate of Initial Production contract, Interim Supply Contract, Full Rate of Production and R&D contracts • Cumulative contract award value in excess of \$290 million
<ul style="list-style-type: none"> • Nation leader in healthcare, dental, pharmacy, group life, disability insurance, and employee benefits • \$63 billion in annual revenue 	<ul style="list-style-type: none"> • Comprehensive cost structure design and development for use with Federal contracts, including indirect cost allocation methodology development • Indirect rate calculation and unallowable cost identification per FAR part 31 • Disclosure statement preparation and pre-award DCAA audit support Involved bottom's up cost estimating support and Cost Volume narrative preparation • Overall proposal preparation project management – overseeing both cost and technical aspects 	<ul style="list-style-type: none"> • Provided involved assistance with the planning and preparation of its proposal to the Department of Defense TRICARE Management Activity Agency for the health insurance program for the U.S. military personnel • Awarded contract with an estimated value of greater than \$16 billion

NEW CONTRACTOR REPRESENTATIVE CLIENT EXPERIENCE



Client Description	Services Performed	Proposal Prep Efforts
<ul style="list-style-type: none"> Multiple local member companies of one of the largest national health insurance associations \$162 billion in annual revenue Perform claims processing and reconsideration reviews, fiscal intermediary responsibilities, and other processes for the Centers for Medicare and Medicaid Services (CMS) 	<ul style="list-style-type: none"> Project/job cost system design and development Comprehensive cost structure design and development for use with the Federal contracts, including indirect cost allocation analysis and methodology development Indirect rate calculation and unallowable cost identification per FAR part 31 CAS assessment and implementation Project/job cost system design and development Disclosure statement preparation Cost Volume preparation assistance 	<ul style="list-style-type: none"> Provided proposal assistance with Cost Volume preparation for contract with CMS to perform claim reconsiderations in accordance with Federal procurement regulations
<ul style="list-style-type: none"> Leading international water company specializing in the engineering, construction, operations and maintenance of water & wastewater treatment plants for government (municipalities) and commercial industrial clients \$4 billion in annual revenue 	<ul style="list-style-type: none"> Comprehensive cost structure design and development for use with Federal contracts, including indirect cost allocation analysis and methodology development CAS Compliance assessment and implementation Indirect rate calculation and unallowable cost identification per FAR part 31 Disclosure statement preparation and pre-award DCAA audit support Cost estimating policies and procedures design Project/job cost system design and development 	<ul style="list-style-type: none"> Provided proposal assistance with Cost Volume preparation for numerous Federal contract opportunities, with multi-billion dollar values, to operate and maintain water and wastewater treatment facilities on various U.S. military bases. Client has been selected for multiple contracts worth approximately \$1 billion
<ul style="list-style-type: none"> Subsidiary of a large global management consulting, technology services and outsourcing company \$12 billion in annual revenue 	<ul style="list-style-type: none"> Comprehensive cost structure design and development for use with Federal contracts, including indirect cost allocation analysis and methodology development 	<ul style="list-style-type: none"> Not applicable

NEW CONTRACTOR REPRESENTATIVE CLIENT EXPERIENCE



Client Description	Services Performed	Proposal Prep Efforts
<ul style="list-style-type: none">• Provides human resources services on an outsourcing basis to commercial and Federal government clients	<ul style="list-style-type: none">• Indirect rate calculation and unallowable cost identification per FAR part 31• CAS assessment and implementation• Disclosure statement, change order and claim preparation assistance	