



Patriot Analytics Services



EXECUTIVE SUMMARY



Revenue: \$16.2 b
Profit: \$1.8 b



Clients hire PR firms to manage their image.

- Publicize a product or service.
- Communicate with stakeholders.



Outlook

- 2% increase until 2023.
- Digital and social media services
- Blurred lines between Marketing, Advertising, and PR.

Public Relations Industry



COMPANY SUMMARY

ESTABLISHED IN 2019
Meet the demands of
rising data driven
marketing campaigns



DATA-DRIVEN SOLUTION
Positioning your firm to
where it needs to be
thru data



**US-BASED BUT
WORLD-CLASS**
Diverse staff with
knowledge from all-over
the world



**UTILIZE EMERGING
TECHNOLOGIES**
R, Python, Tableau,
Power BI, AWS



OUR CORE SERVICES



Strategy

You will need a process from point A to point B – a comprehensive plan to achieve your goals.



Data & Analytics

We turn your data into meaningful insights, develop target marketing and predictive models to find the right audience.



Strategic Communications

After you find your target audience, we incorporate consumer behavior to put your audience in action.

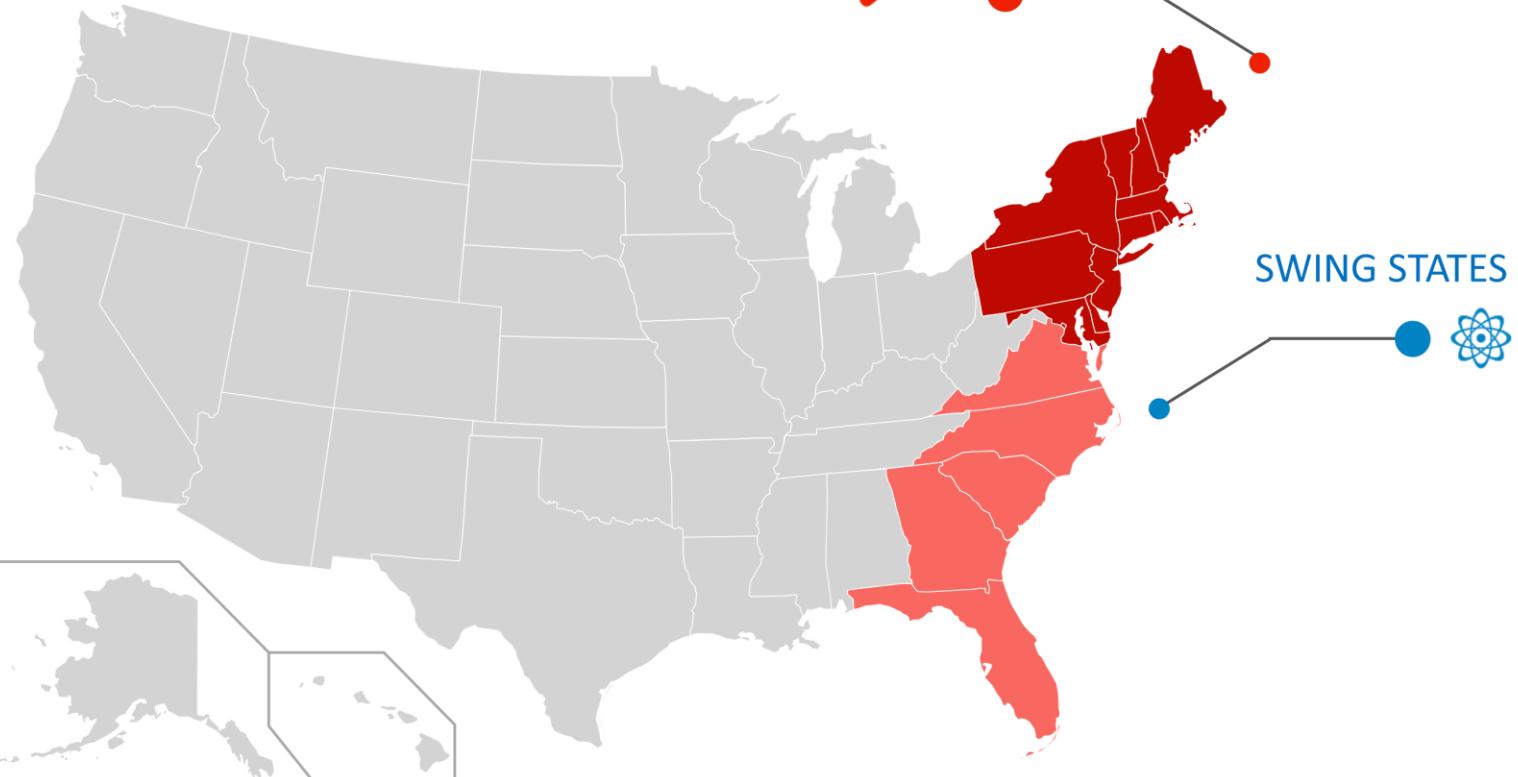


Campaign Management

You'll need money. You need to properly use your money. Our result-oriented management will put you one step closer to your goal.

LOCATION

EAST COAST



SWING STATES



6 out of 10 Richest States are in the
East Coast

TARGET CUSTOMERS/EXISTING COMPETITORS

TARGET CUSTOMERS

Losing politicians.
Small businesses.

PLAN OF ACTION

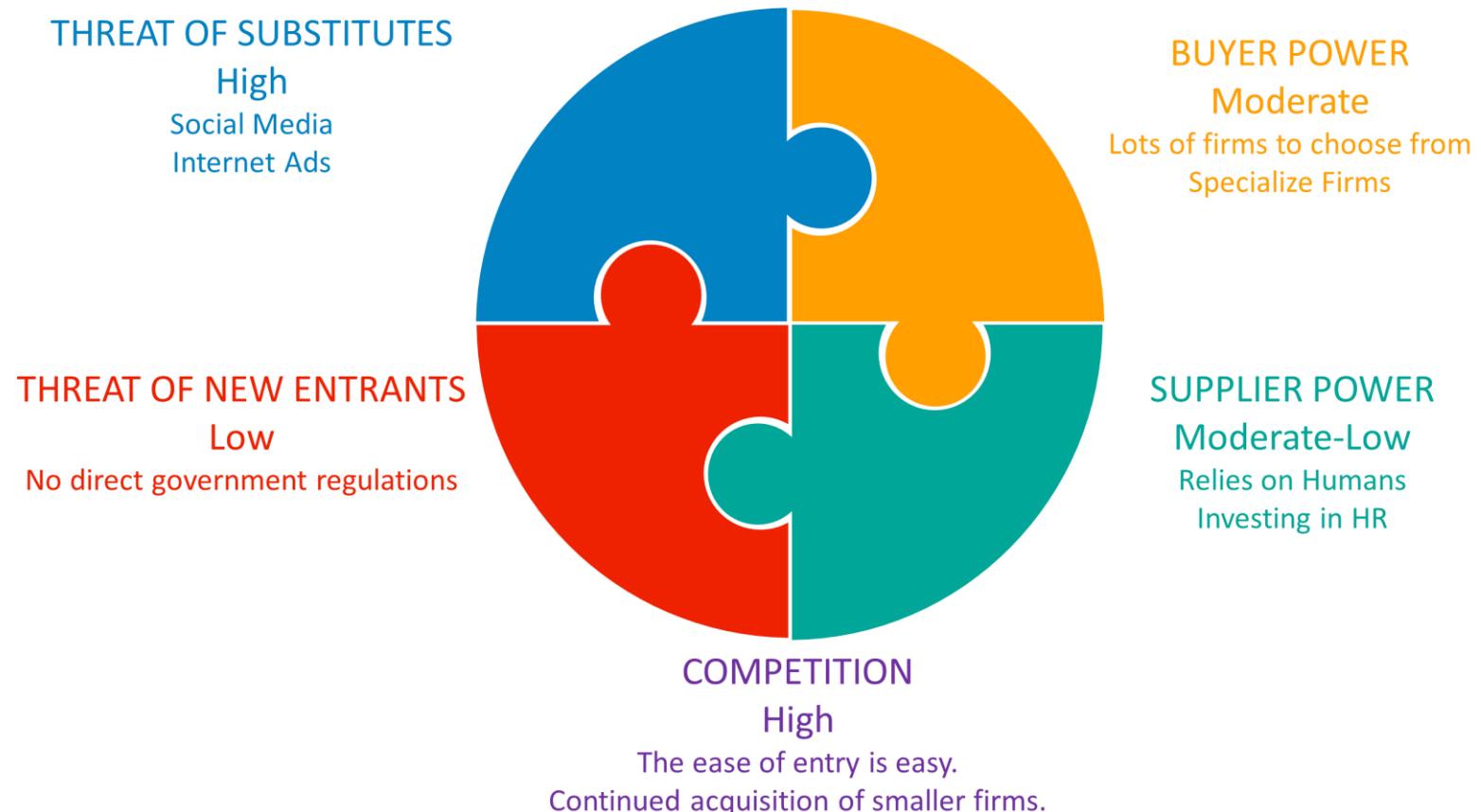
Market Research

EXISTING COMPETITORS

Omnicom Group Inc.
Precision Strategies



PORTERS FIVE FORCES



STRATEGY AND IMPLEMENTATION

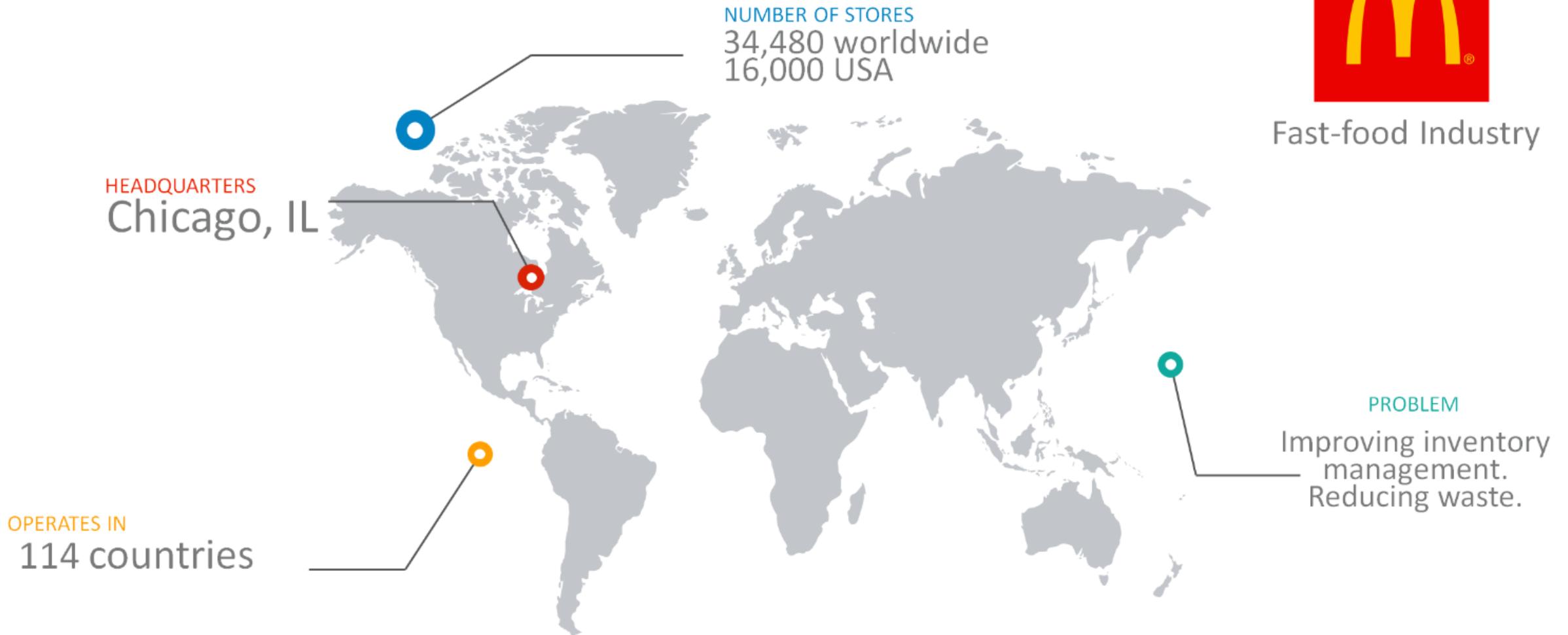




Mcdonalds Inventory System Upgrade

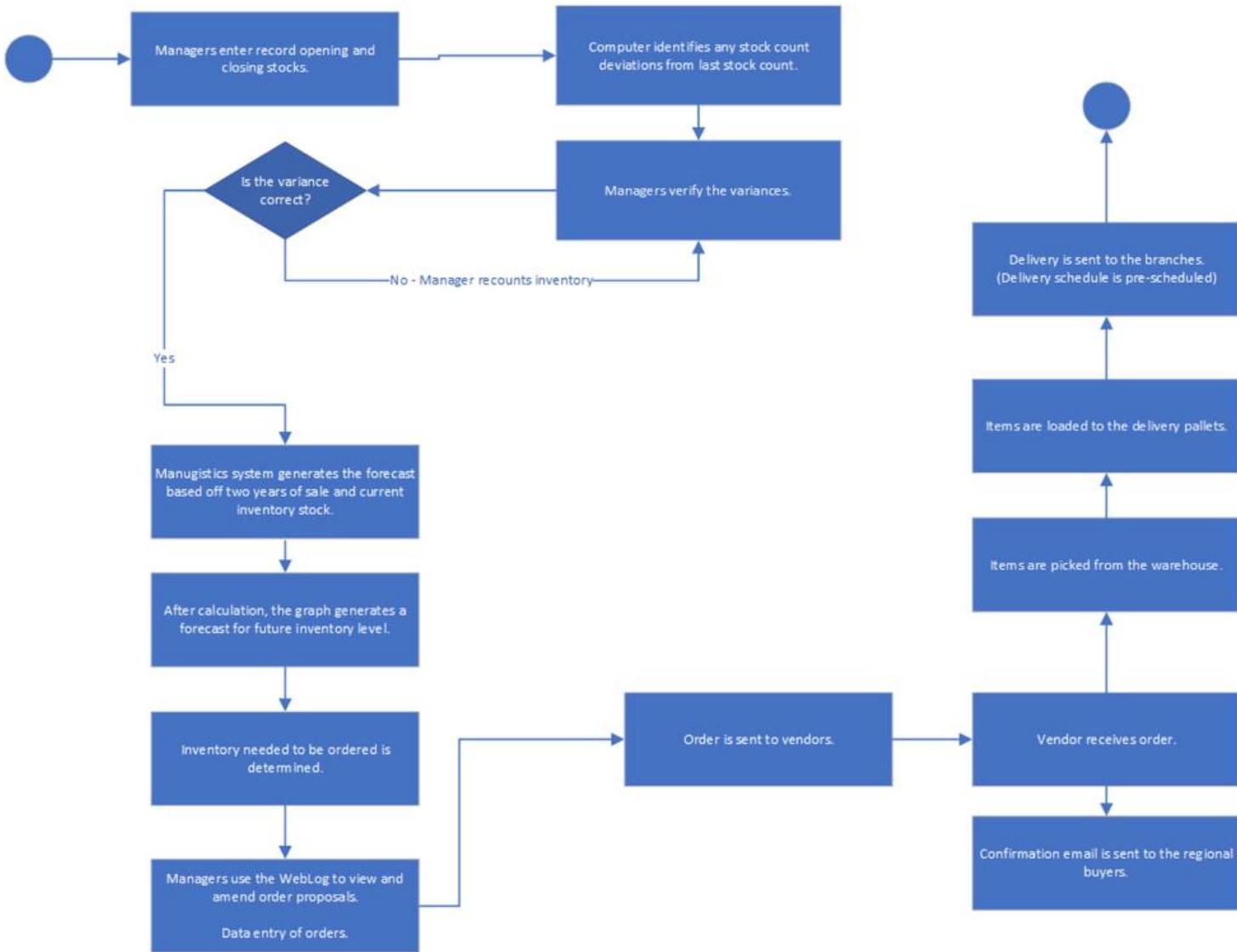


COMPANY INFORMATION

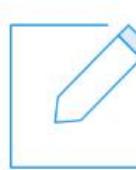


Fast-food Industry

AS-IS PROCESS



WHO PERFORMS THE TASK?



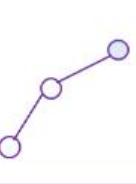
Store Managers
Regional Managers
Vendors

INPUTS



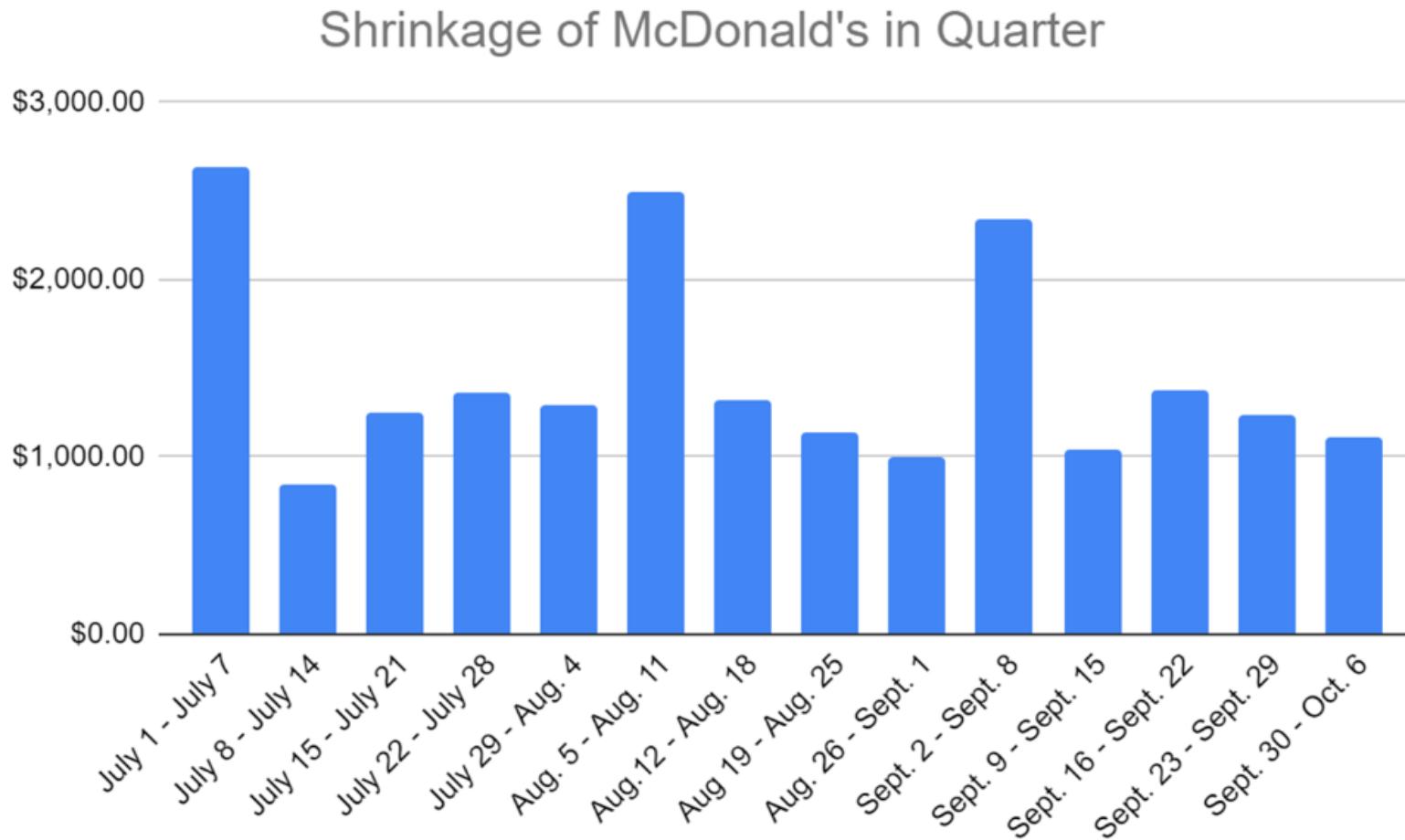
Opening and closing inventory numbers

OUTPUTS



Forecast for next two weeks
Email confirmation
Delivery

AS-IS PROCESS



SHRINKAGE COST THIS QTR



\$20,444.00

WHY IS IT A PROBLEM?



Wasted money!



Mcdonalds Inventory System Upgrade



TO – BE PROCESS

THREE TO-BE OPTIONS(1-year calculated cost)

**BUYING A NEW
SYSTEM**
\$337,600 purchase
**\$97,600 monthly
maintenance**
Total: \$1.5 m



UPGRADE SYSTEM

\$84,960 – monthly cost
Licensing Fee: \$4,500
(2 per store, 8 stores)
Total: \$72,000
Monthly maintenance: \$12,960
Total: \$1.0 m



**CREATE NEW
SYSTEM**
Total: \$2.2 m



OPTION WE CHOOSE: UPGRADE SYSTEM

BUYING A NEW SYSTEM

\$337,600 purchase

\$97,600 monthly

maintenance

Total: \$1.5 m



UPGRADE SYSTEM

\$84,960 – monthly cost

Licensing Fee: \$4,500

(2 per store, 8 stores)

Total: \$72,000

Monthly maintenance: \$12,960

Total: \$1.0 m

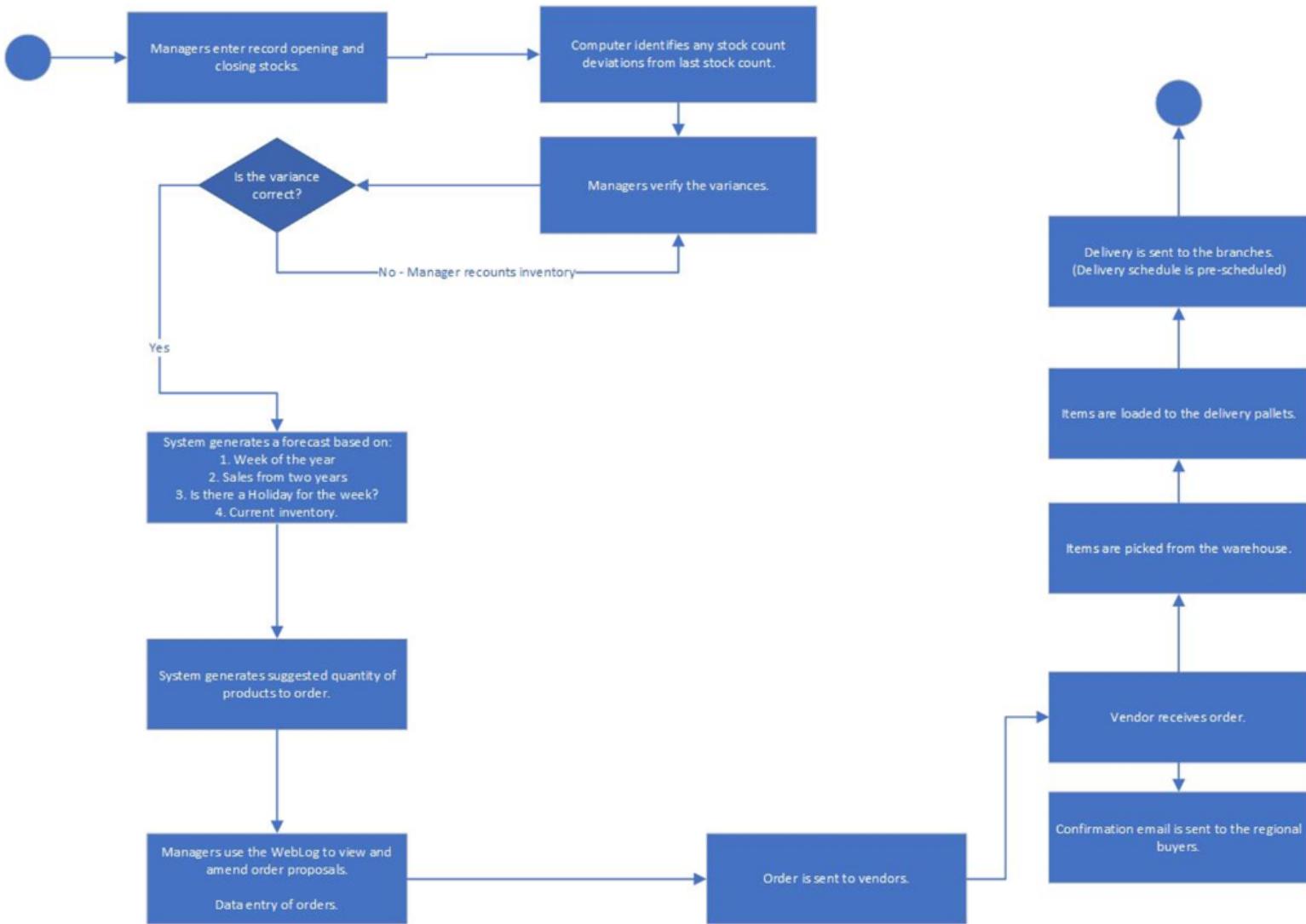
All meet end goal
Cost efficient
Reduce shrink to 50%

CREATE NEW SYSTEM

Total: \$2.2 m



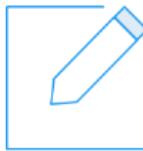
TO-BE PROCESS



WHO PERFORMS THE TASK?

RETRAINED

Store Managers
Regional Managers
Vendors



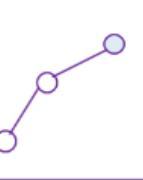
INPUTS

Opening and closing inventory numbers
Week of the Year
Sales (Two years)
Holiday



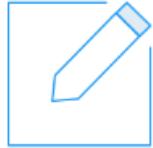
OUTPUTS

Forecast for next two weeks
Email confirmation
Delivery



AS-IS PROCESS

WHO PERFORMS THE TASK?



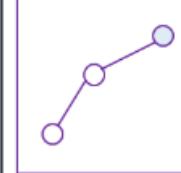
Store Managers
Regional Managers
Vendors

INPUTS



Opening and closing
inventory numbers

OUTPUTS



Forecast for next two
weeks
Email confirmation
Delivery

TO-BE PROCESS

WHO PERFORMS THE TASK?

RETRAINED

Store Managers
Regional Managers
Vendors

INPUTS

Opening and closing inventory
numbers
Week of the Year
Sales (Two years)
Holiday

OUTPUTS

Forecast for next two
weeks
Email confirmation
Delivery



GOAL:

Savings of \$10,000
per store per
quarter

Estimated yearly
savings:

\$320,000



Mcdonalds Inventory System Upgrade



CHALLENGES, RISK AND MITIGATION

MEETING CLIENT'S ACCEPTANCE CRITERIA



Minimize shrink

Staff training

More accurate forecasting

Ordering Control

Reduce and track waste

Real-time inventory
Request credit

Use more variables in forecasting

Week of the year
Holiday
Sales from two years
Current inventory

Human Resources

Re-training
Holding employees accountable
Reward system – bonus when shrink is lower than previous years

System has limits on quantity

Double check quantity amount
Email confirmation

BUSINESS AND CULTURAL CHANGE

Human Resources Policies

Holding people to a higher standard

Inventory Control
Order only what is needed



New Controls

Use of the shrink button
Limits on quantity

Requesting credit

Minimize shrink, hold warehouse accountable

RISK AND MITIGATION



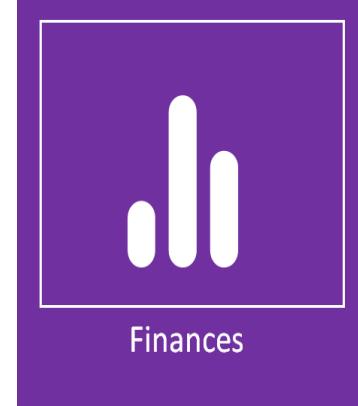
Employees not following procedure



Internet goes down



Incorrect Delivery



Finances



Unwanted Catastrophic Events

MITIGATION

Employee Training
Accountability
Security Cameras

Offline Backup server

Email confirmation
Check-in during delivery
Request credit

Profitability
Store savings

Closely monitor on-hands
Reduce labor cost
Insurance



Mcdonalds Inventory System Upgrade



Solution, Design, and Prototype

WHY SHOULD WE UPDATE THE CURRENT SYSTEM?



Decrease product waste.



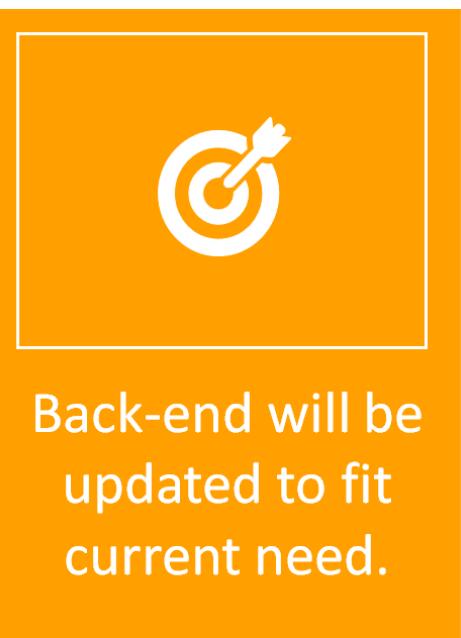
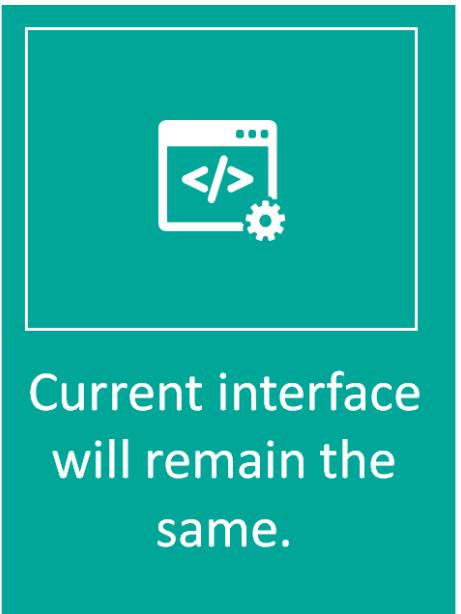
Live reporting based on sales.



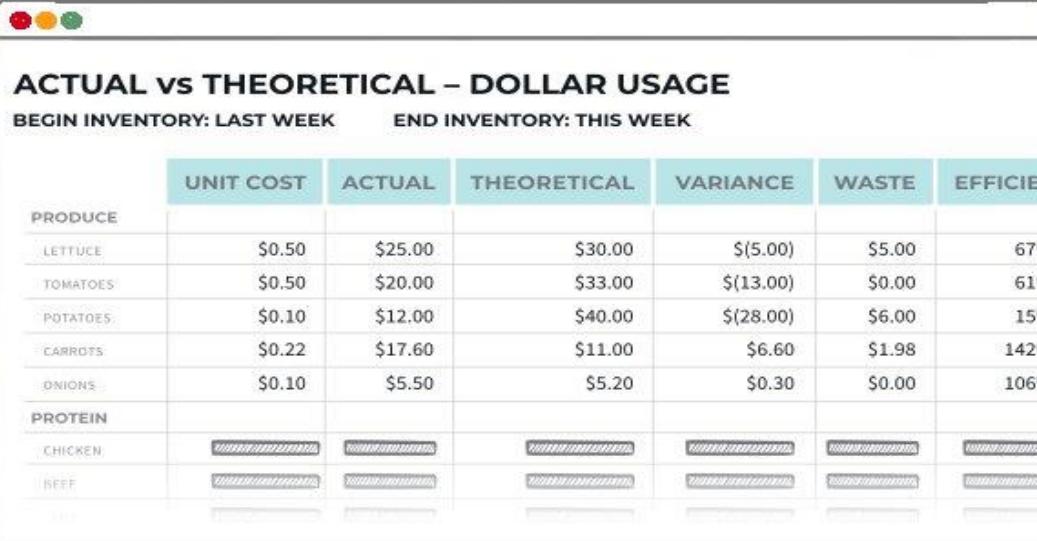
Increase forecasting knowledge based on item sales



IN		Side1	59(999)
5 Tray			
1 Mac Jr MI-Lg			9.08
1 L Orange Juice			
1 Mac Jr			
*NO Onions			
1 L Fry			
12-Cookies			1.69
2 Choc Chip Ck			
Sub Total			10.77
Tax			0.94
Total in			11.71
Cash Tendered			12.00
Change			0.29
Order Id: 59			
*** END OF SALE ***			



HOW THE SOLUTION WILL WORK?



ACTUAL vs THEORETICAL - DOLLAR USAGE						
BEGIN INVENTORY: LAST WEEK		END INVENTORY: THIS WEEK				
PRODUCE	UNIT COST	ACTUAL	THEORETICAL	VARIANCE	WASTE	EFFICIENCY
LETTUCE	\$0.50	\$25.00	\$30.00	\$(5.00)	\$5.00	67%
TOMATOES	\$0.50	\$20.00	\$33.00	\$(13.00)	\$0.00	61%
POTATOES	\$0.10	\$12.00	\$40.00	\$(28.00)	\$6.00	15%
CARROTS	\$0.22	\$17.60	\$11.00	\$6.60	\$1.98	142%
ONIONS	\$0.10	\$5.50	\$5.20	\$0.30	\$0.00	106%
PROTEIN						
CHICKEN						
BEEF						



SMART ORDERING		
SHOPPING LIST		
ITEM	ACTUAL ORDER QTY	SUGGESTED QTY
PRODUCE		
Lettuce	5	5
Tomato	9	10
PROTEIN		
Beef		10
Lamb		10



Managers can better assess current product usage.



Updated inventory screens will show more information.

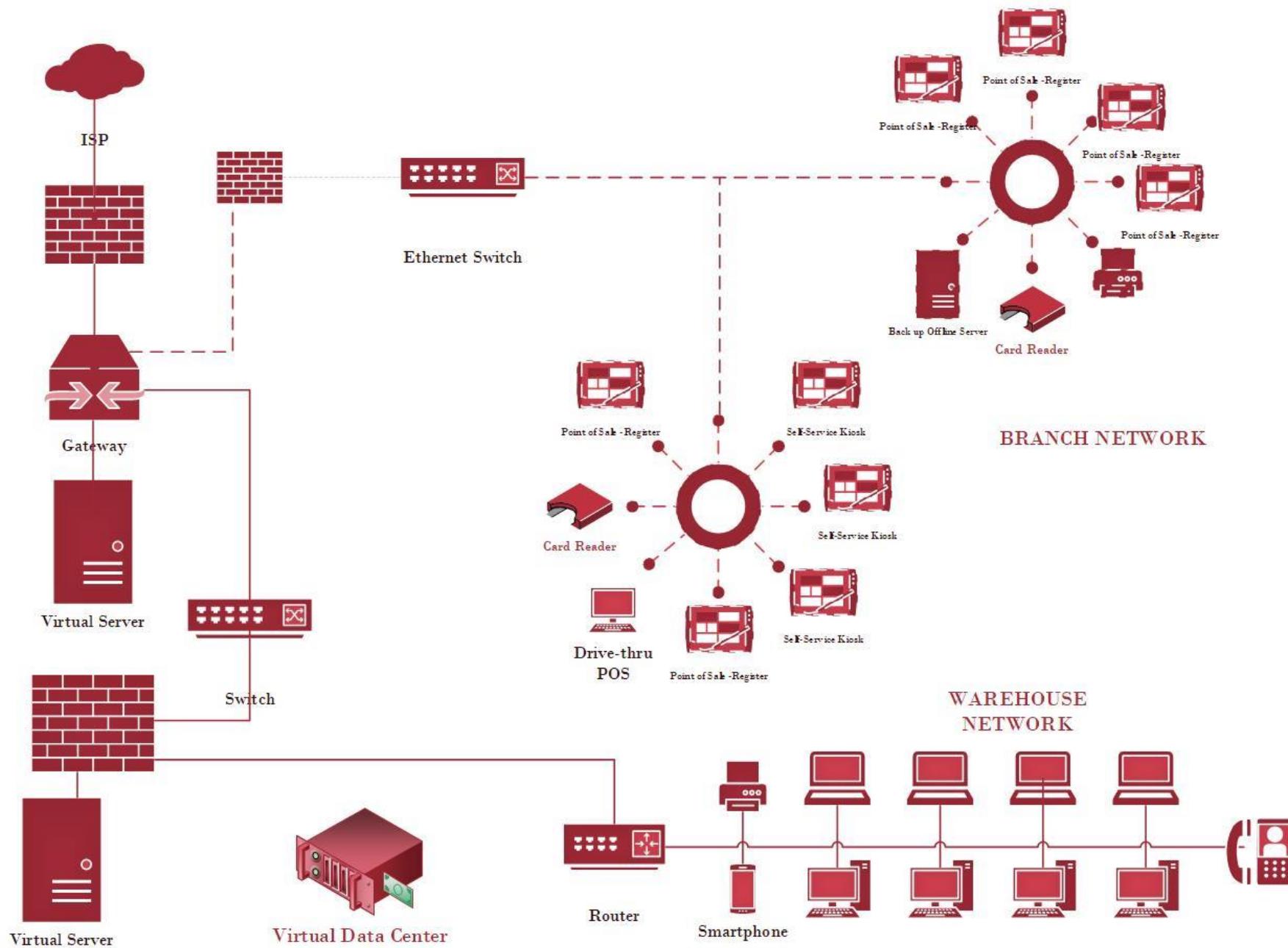


Smart Ordering will automatically input actual order quantities. Manager may update quantities manually.



Suggested quantities will continually be updated live

Network Infrastructure from One Branch to Warehouse/Data Center





Mcdonalds Inventory System Upgrade



Implementation / Transition Plan
Deliverable

HOW IS THE SYSTEM BUILT AND PROCESS IS SET UP?

Inventory Management System Upgrade



System Design

- Prototype, UX, Content.



Hardware Installation

- Buy hardware, install, and evaluate.



Beta – Testing

- Test in one store for three months.

TRAINING AND DEVELOPMENT



Beta Testing Evaluation



Training Manual
Development



Training for Employees

5-day training for key
employees.



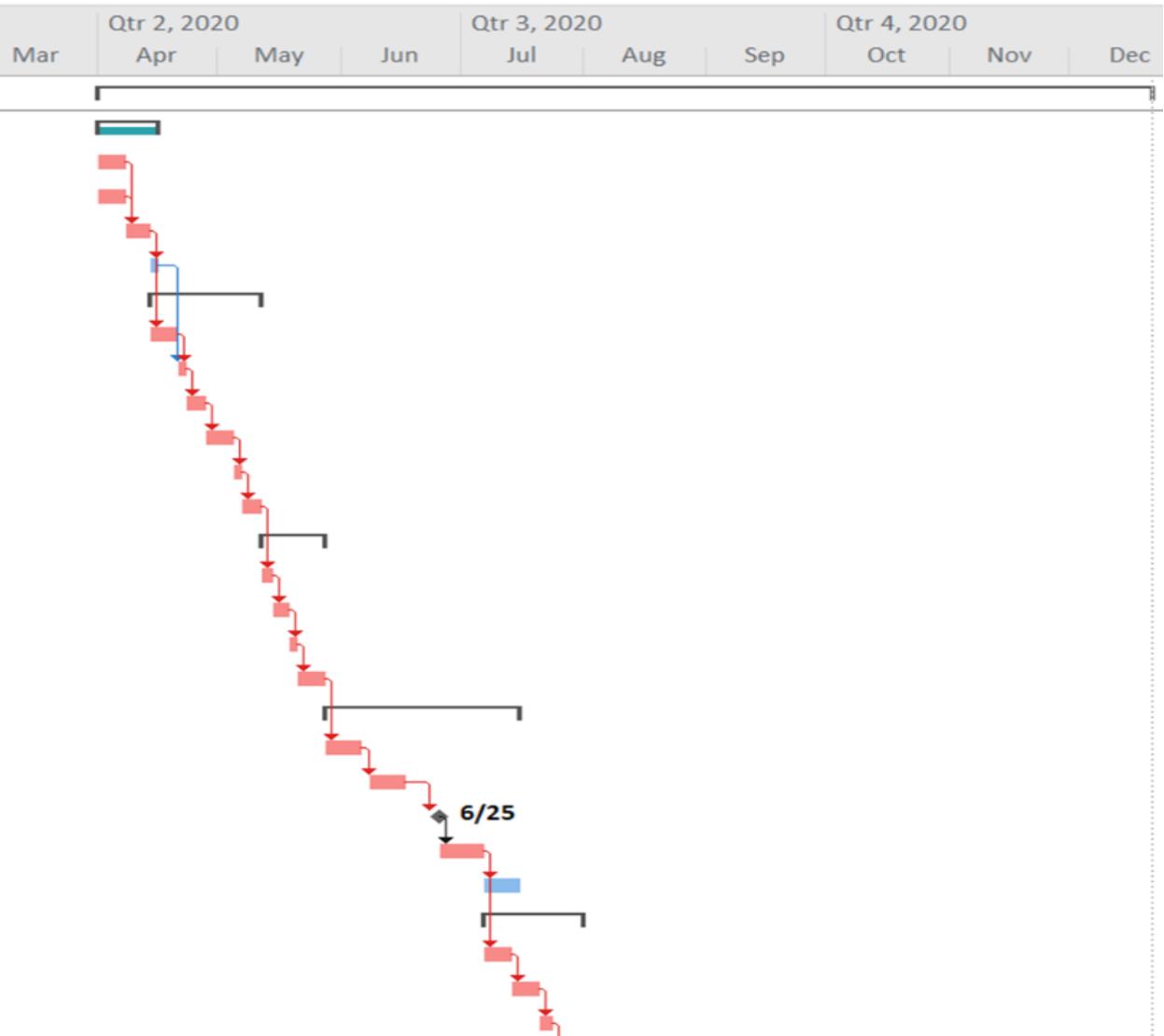
Stakeholders

They are involved in the gathering
requirements stage.



GANTT CHART

Task Name	Duration	Start	Finish
1 Entire Project	189 days	Wed 4/1/20	Mon 12/21/20
1.1 Planning	11 days	Wed 4/1/20	Wed 4/15/20
1.1.1 JAD Session	5 days	Wed 4/1/20	Tue 4/7/20
1.1.2 Interviews	5 days	Wed 4/1/20	Tue 4/7/20
1.1.3 Define Requirements	4 days	Wed 4/8/20	Mon 4/13/20
1.1.4 Review Requirements	2 days	Tue 4/14/20	Wed 4/15/20
1.2 Network Design	20 days	Tue 4/14/20	Mon 5/11/20
1.2.1 Network Planning	5 days	Tue 4/14/20	Mon 4/20/20
1.2.2 Procurement	2 days	Tue 4/21/20	Wed 4/22/20
1.2.3 Topology Design	3 days	Thu 4/23/20	Mon 4/27/20
1.2.4 Network Installation	5 days	Tue 4/28/20	Mon 5/4/20
1.2.5 Security Updates	2 days	Tue 5/5/20	Wed 5/6/20
1.2.6 Network Assessment	3 days	Thu 5/7/20	Mon 5/11/20
1.3 Design	12 days	Tue 5/12/20	Wed 5/27/20
1.3.1 Prototype Design	3 days	Tue 5/12/20	Thu 5/14/20
1.3.2 UX Design	2 days	Fri 5/15/20	Mon 5/18/20
1.3.3 Content	2 days	Tue 5/19/20	Wed 5/20/20
1.3.4 Content Evaluation	5 days	Thu 5/21/20	Wed 5/27/20
1.4 Testing	35 days	Thu 5/28/20	Wed 7/15/20
1.4.1 Unit Testing	7 days	Thu 5/28/20	Fri 6/5/20
1.4.2 SIT Testing	7 days	Mon 6/8/20	Tue 6/16/20
1.4.3 Usability Testing	7 days	Wed 6/17/20	Thu 6/25/20
1.4.4 Cybersecurity Penetratio	7 days	Fri 6/26/20	Mon 7/6/20
1.4.5 System Testing	7 days	Tue 7/7/20	Wed 7/15/20
1.5 Hardware Installation	19 days	Tue 7/7/20	Fri 7/31/20
1.5.1 Hardware Evaluation	5 days	Tue 7/7/20	Mon 7/13/20
1.5.2 Hardware Procurement	5 days	Tue 7/14/20	Mon 7/20/20
1.5.3 Software Installation	3 days	Tue 7/21/20	Thu 7/23/20



GANTT CHART

Task Name	Duration	Start	Finish	Mar	Qtr 2, 2020			Qtr 3, 2020			Qtr 4, 2020		
				Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
1.5.4 Hardware Testing	2 days	Fri 7/24/20	Mon 7/27/20										
1.5.5 Hardware Troubleshooting	2 days	Tue 7/28/20	Wed 7/29/20										
1.5.6 Review Hardware compatibility	2 days	Thu 7/30/20	Fri 7/31/20										
1.6 Implementation - Beta Testing	61 days	Mon 8/3/20	Mon 10/26/20										
1.6.1 Software Update	5 days	Mon 8/3/20	Fri 8/7/20										
1.6.2 User Training	14 days	Mon 8/10/20	Thu 8/27/20										
1.6.3 Documentation	14 days	Fri 8/28/20	Wed 9/16/20										
1.6.4 Roll-out in one branch	28 days	Thu 9/17/20	Mon 10/26/20										
1.7 Employee Training	23 days	Tue 10/27/20	Thu 11/26/20										
1.7.1 Beta Testing Evaluation	7 days	Tue 10/27/20	Wed 11/4/20										
1.7.2 Training Manual Development	7 days	Thu 11/5/20	Fri 11/13/20										
1.7.3 Review Training Manual	2 days	Mon 11/16/20	Tue 11/17/20										
1.7.4 Approval	2 days	Wed 11/18/20	Thu 11/19/20										
1.7.5 Training for Employees	5 days	Fri 11/20/20	Thu 11/26/20										
1.8 Post-Implementation	10 days	Fri 11/27/20	Thu 12/10/20										
1.8.1 Feedback	5 days	Fri 11/27/20	Thu 12/3/20										
1.8.2 Feedback Processing	5 days	Fri 12/4/20	Thu 12/10/20										
1.9 System Transitioning	7 days	Fri 12/11/20	Mon 12/21/20										
1.9.1 Upgrading in-store	7 days	Fri 12/11/20	Mon 12/21/20										

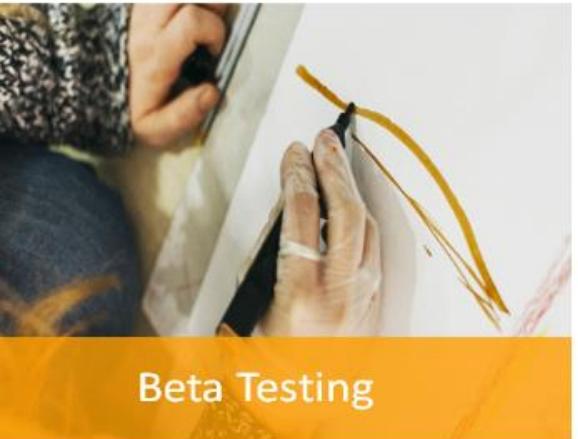
TESTING



Unit Testing



System Testing



Beta Testing



Usability Testing

Unit Testing

Test each units in the system such as the POS and self-serving kiosk.

System Testing

Test the whole system from the POS, credit card machine, email confirmation, etc.

Beta Testing

The system will be tested in one store for 3 months.

Usability Testing

Goes hand in hand with System Testing. Document the duration of task, completion task, and accuracy of numbers.

UPGRADING CURRENT SYSTEM

Unit Testing SIT Testing Usability Testing Cybersecurity Penetration Testing System Testing

May 28, 2020

June 8, 2020

June 17, 2020

June 26, 2020

July 7, 2020



MILESTONES

Task Name	Duration	Start	Finish
« 1 Entire Project	189 days	Wed 4/1/20	Mon 12/21/20
▷ 1.1 Planning	11 days	Wed 4/1/20	Wed 4/15/20
▷ 1.2 Network Design	20 days	Tue 4/14/20	Mon 5/11/20
▷ 1.3 Design	12 days	Tue 5/12/20	Wed 5/27/20
▷ 1.4 Testing	35 days	Thu 5/28/20	Wed 7/15/20
▷ 1.5 Hardware Installation	19 days	Tue 7/7/20	Fri 7/31/20
▷ 1.6 Implementation - Beta Testi	61 days	Mon 8/3/20	Mon 10/26/20
▷ 1.7 Employee Training	23 days	Tue 10/27/20	Thu 11/26/20
▷ 1.8 Post-Implementation	10 days	Fri 11/27/20	Thu 12/10/20
▷ 1.9 System Transitioning	7 days	Fri 12/11/20	Mon 12/21/20

Migration Plan

Prepare the Business

- Installing the upgrade one register at a time during weekdays.



Technical Preparation

- Update current system
- Install hardware.
 - Re-install software.
 - Convert data.



HR Preparation

- Write a Technical Handbook which contains protocols and new procedures.
- Module for employees on new program or updates



CONTINGENCY PLAN

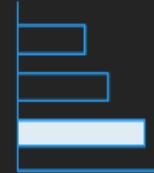
PREPARE THE BUSINESS

- Re-install.
- Revert installation if it fails twice.



TECHNICAL PREPARATION

- Have IT on call for technical issues.



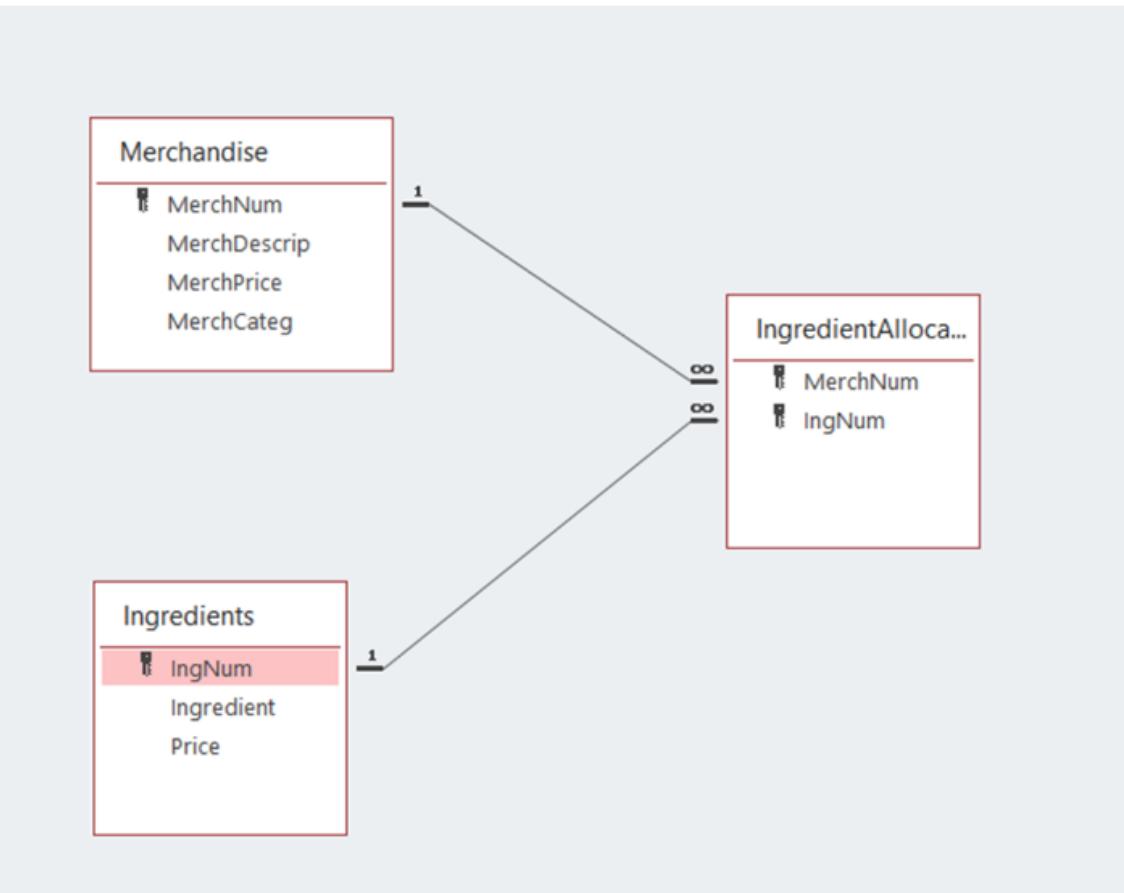
HR PREPARATION

- Record a video of the procedure beforehand.



DATABASE EXAMPLE

ER Diagram



Tables

MerchNum	MerchDescrip	MerchPrice	MerchCateg
1771	Big Mac	\$0.80	Burger
1772	Crispy Chicken Sandwich	\$0.81	Sandwich
1773	Small French Fries	\$0.20	Side
1774	Small Coke	\$0.20	Drink
1775	McFlurry	\$0.30	Desert

IngNum	Ingredient	Price
2001	Beef	\$0.50
2002	Bread	\$0.20
2003	Chicken	\$0.50
2004	Ketchup	\$0.02
2005	Lettuce	\$0.05
2006	Mayo	\$0.01
2007	Milk	\$0.10
2008	Oreo	\$0.20
2009	Tomato	\$0.05
2010	Potatos	\$0.20
2011	Coke Soda	\$0.20
2012	Cheese	\$0.03

MerchNum	IngNum
1771	2001
1771	2002
1771	2004
1771	2005
1771	2012
1772	2002
1772	2003
1772	2005
1772	2006
1772	2009
1773	2010
1774	2011
1775	2007
1775	2008

DATABASE EXAMPLE

Queries

BIG MAC QUERY

MerchNum	MerchDescrip	IngNum	Ingredient	Price
1771	Big Mac	2001	Beef	\$0.50
1771	Big Mac	2002	Bread	\$0.20
1771	Big Mac	2004	Ketchup	\$0.02
1771	Big Mac	2005	Lettuce	\$0.05
1771	Big Mac	2012	Cheese	\$0.03

CHICKEN SANDWICH QUERY

MerchNum	MerchDescrip	IngNum	Ingredient	Price
1772	Crispy Chicken Sandwich	2002	Bread	\$0.20
1772	Crispy Chicken Sandwich	2003	Chicken	\$0.50
1772	Crispy Chicken Sandwich	2005	Lettuce	\$0.05
1772	Crispy Chicken Sandwich	2006	Mayo	\$0.01
1772	Crispy Chicken Sandwich	2009	Tomato	\$0.05

BREAD QUERY

IngNum	Ingredient	MerchNum	MerchDescrip
2002	Bread	1771	Big Mac
2002	Bread	1772	Crispy Chicken Sandwich

Queries - Code

BIG MAC QUERY

```
SELECT Merchandise.MerchNum, Merchandise.MerchDescrip, Ingredients.IngNum, Ingredients.Ingredient, Ingredients.Price  
FROM Merchandise INNER JOIN (Ingredients INNER JOIN IngredientAllocation  
ON Ingredients.IngNum = IngredientAllocation.IngNum) ON Merchandise.MerchNum = IngredientAllocation.MerchNum  
WHERE (((Merchandise.MerchNum)=1771));
```

CHICKEN SANDWICH QUERY

```
SELECT Merchandise.MerchNum, Merchandise.MerchDescrip, Ingredients.IngNum, Ingredients.Ingredient, Ingredients.Price  
FROM Merchandise INNER JOIN (Ingredients INNER JOIN IngredientAllocation  
ON Ingredients.IngNum = IngredientAllocation.IngNum) ON Merchandise.MerchNum = IngredientAllocation.MerchNum  
WHERE (((Merchandise.MerchNum)=1772));
```

BREAD QUERY

```
SELECT Ingredients.IngNum, Ingredients.Ingredient, Merchandise.MerchNum, Merchandise.MerchDescrip  
FROM Merchandise INNER JOIN (Ingredients INNER JOIN IngredientAllocation  
ON Ingredients.IngNum = IngredientAllocation.IngNum) ON Merchandise.MerchNum = IngredientAllocation.MerchNum  
WHERE (((Ingredients.IngNum)=2002));
```



Proposed GMU Parking System



Pikachu Consulting, LLC

Problem: Parking System

On a Customer Perspective

Limited parking spaces often cause the students being late to the classes despite the fact they arrive at the campus on time because it requires an abnormal amount of time to find a parking spot. Students frequently complain that recently the parking lot or garages are always lack of parking spaces.



Increase in population of student body.



Affects both student, faculty, and staff.



36,297 students in 2018, 77% live off campus.



Parking space available in Fairfax Campus:
5,829

Customer Experience in the Current System

56 r/gmu · Posted by u/floraell 2 months ago
another student complaining about parking

i spent 25 minutes looking for parking with a general parking permit. that is literally ridiculous. thanks for listening to me rant.
appreciate it.

32 Comments Give Award Share Save Hide Report 86% Upvoted

3 r/gmu · Posted by u/marfffff777 3 months ago
Parking :(

Is it just me or was parking especially bad today. I went to look in lot k and there where no spots. I'm not exaggerating even in the way back there wasn't a single spot open, they had overflow parking for lot k. Is something new this semester with parking or is it just a today thing.

9 Comments Give Award Share Save Hide Report 100% Upvoted

6 r/gmu · Posted by u/Psychological_Carpet 2 months ago
Insane traffic in Lot A and C around 7pm

why is it so bad????? it took me 30 min to leave the parking lot...

10 Comments Give Award Share Save Hide Report 80% Upvoted



Solution



Parking
Management
System

Proposed Business Process

01

02

03

04

Should you buy a permit?	Determine which parking lot is associated with your building.	Determine the parking lot's status	Estimating travel time from the garage to your class
INPUT: Number of hours per week OUTPUT: Should you buy a permit?	INPUT: Building OUTPUT: Parking lot associated with your building	INPUT: Arrival/Departure Time OUTPUT: Total time of stay and cost	INPUT: Garage Selected OUTPUT: ETA from garage to class

Benefits of a Parking Management System

Save space and money

Allows enough cars to safely circulate.

Generally require 60% less building volume.

Similar to UNC-Charlotte and Colorado State University.

Decrease environmental impact

It reduces the time car exhaust emissions.

60-80% reduction in pollutants.

Lower operational cost

Savings on operator salaries, insurance, and HR costs.

Increase Customer Satisfaction

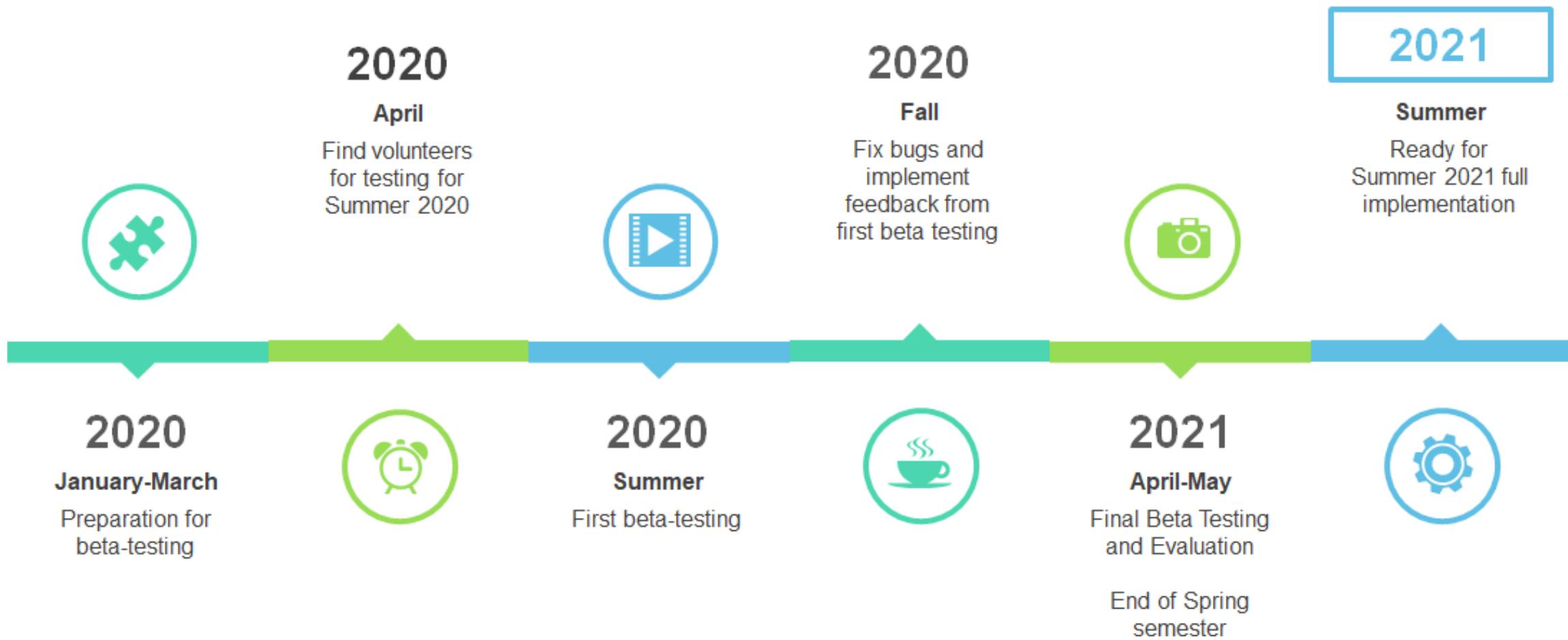
User-friendly mobile apps make a quick memorable use experience.



Cortez, M. B. (2019, May 1). Smart Parking on College Campuses Boosts Security and Environmental Efficiency. Retrieved from <https://edtechmagazine.com/higher/article/2017/06/smart-parking-college-campuses-boosts-security-and-environmental-efficiency>.

Todd, I. (2018, March 27). The Benefits of Automated Parking. Retrieved from <https://industrytoday.com/article/the-benefits-of-automated-parking/>

Timeline of Implementation



Value per Semester



West Campus

\$50

Estimated
Number:
1000

\$5,000



General
\$200

Estimated
Number:
9000

\$1,800,000



Premium
\$300

Features:
Parking Analytics
Real Time Viewing

Estimated Number:
4000

\$1,200,000



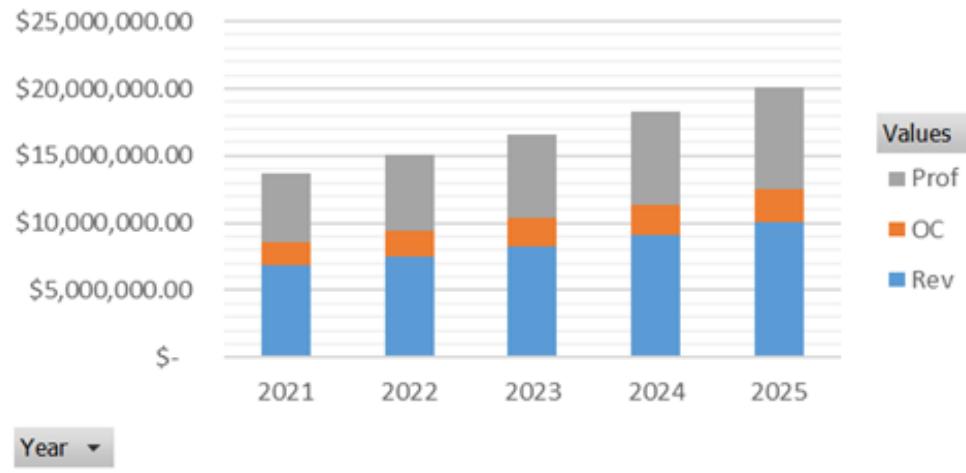
Staff
\$150

Estimated
Number:
2500

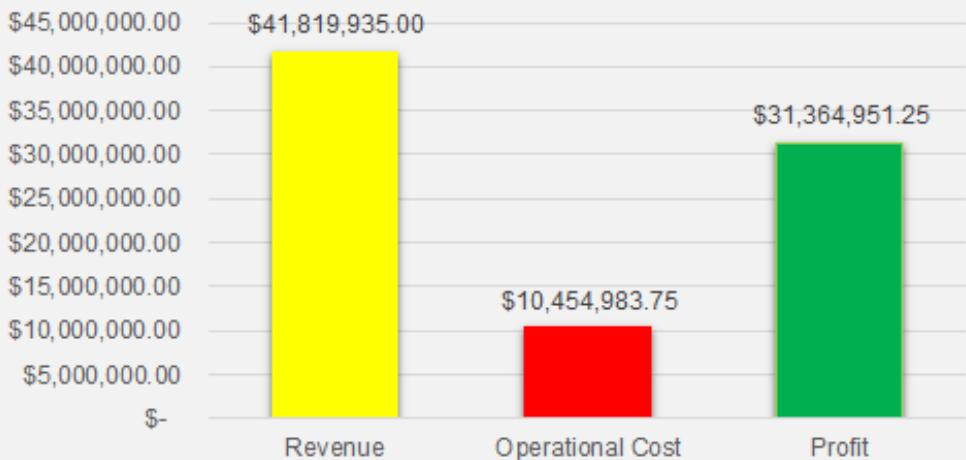
\$375,000

Parking Value

Five Year Growth



Five Year Total Summary



Cost During Testing
\$600,000/ year



**How much is GMU Paying
during rollout?**
25% of every permit
purchased



Five Year Contract



Future of the Project

01



Username login

Integrate patriot web login with the app.

02



Alerts

Send users an alert when there is high traffic in certain parking lots

03



Parking Analytics

Give users a prediction of how busy the parking lots are.(Similar to Waze)

04



Live Feed

Users can view a map of the parking lot and how full it is.

Questions?



Pikachu Consulting, LLC

Appendix

Permit Type	Number of Buyers	Year	Price per Permit	Revenue	Operational Cost	Profit
West	2000	2021	\$ 50.00	\$ 100,000.00	\$ 25,000.00	\$ 75,000.00
General	18000	2021	\$ 200.00	\$ 3,600,000.00	\$ 900,000.00	\$ 2,700,000.00
Premium	8000	2021	\$ 300.00	\$ 2,400,000.00	\$ 600,000.00	\$ 1,800,000.00
Staff	5000	2021	\$ 150.00	\$ 750,000.00	\$ 187,500.00	\$ 562,500.00
West	2200	2022	\$ 50.00	\$ 110,000.00	\$ 27,500.00	\$ 82,500.00
General	19800	2022	\$ 200.00	\$ 3,960,000.00	\$ 990,000.00	\$ 2,970,000.00
Premium	8800	2022	\$ 300.00	\$ 2,640,000.00	\$ 660,000.00	\$ 1,980,000.00
Staff	5500	2022	\$ 150.00	\$ 825,000.00	\$ 206,250.00	\$ 618,750.00
West	2420	2023	\$ 50.00	\$ 121,000.00	\$ 30,250.00	\$ 90,750.00
General	21780	2023	\$ 200.00	\$ 4,356,000.00	\$ 1,089,000.00	\$ 3,267,000.00
Premium	9680	2023	\$ 300.00	\$ 2,904,000.00	\$ 726,000.00	\$ 2,178,000.00
Staff	6050	2023	\$ 150.00	\$ 907,500.00	\$ 226,875.00	\$ 680,625.00
West	2662	2024	\$ 50.00	\$ 133,100.00	\$ 33,275.00	\$ 99,825.00
General	23958	2024	\$ 200.00	\$ 4,791,600.00	\$ 1,197,900.00	\$ 3,593,700.00
Premium	10648	2024	\$ 300.00	\$ 3,194,400.00	\$ 798,600.00	\$ 2,395,800.00
Staff	6655	2024	\$ 150.00	\$ 998,250.00	\$ 249,562.50	\$ 748,687.50
West	2928	2025	\$ 50.00	\$ 146,410.00	\$ 36,602.50	\$ 109,807.50
General	26354	2025	\$ 200.00	\$ 5,270,760.00	\$ 1,317,690.00	\$ 3,953,070.00
Premium	11713	2025	\$ 300.00	\$ 3,513,840.00	\$ 878,460.00	\$ 2,635,380.00
Staff	7321	2025	\$ 150.00	\$ 1,098,075.00	\$ 274,518.75	\$ 823,556.25
				\$ 41,819,935.00	\$ 10,454,983.75	\$ 31,364,951.25

Number of buyers is calculated with a 10% annual growth.





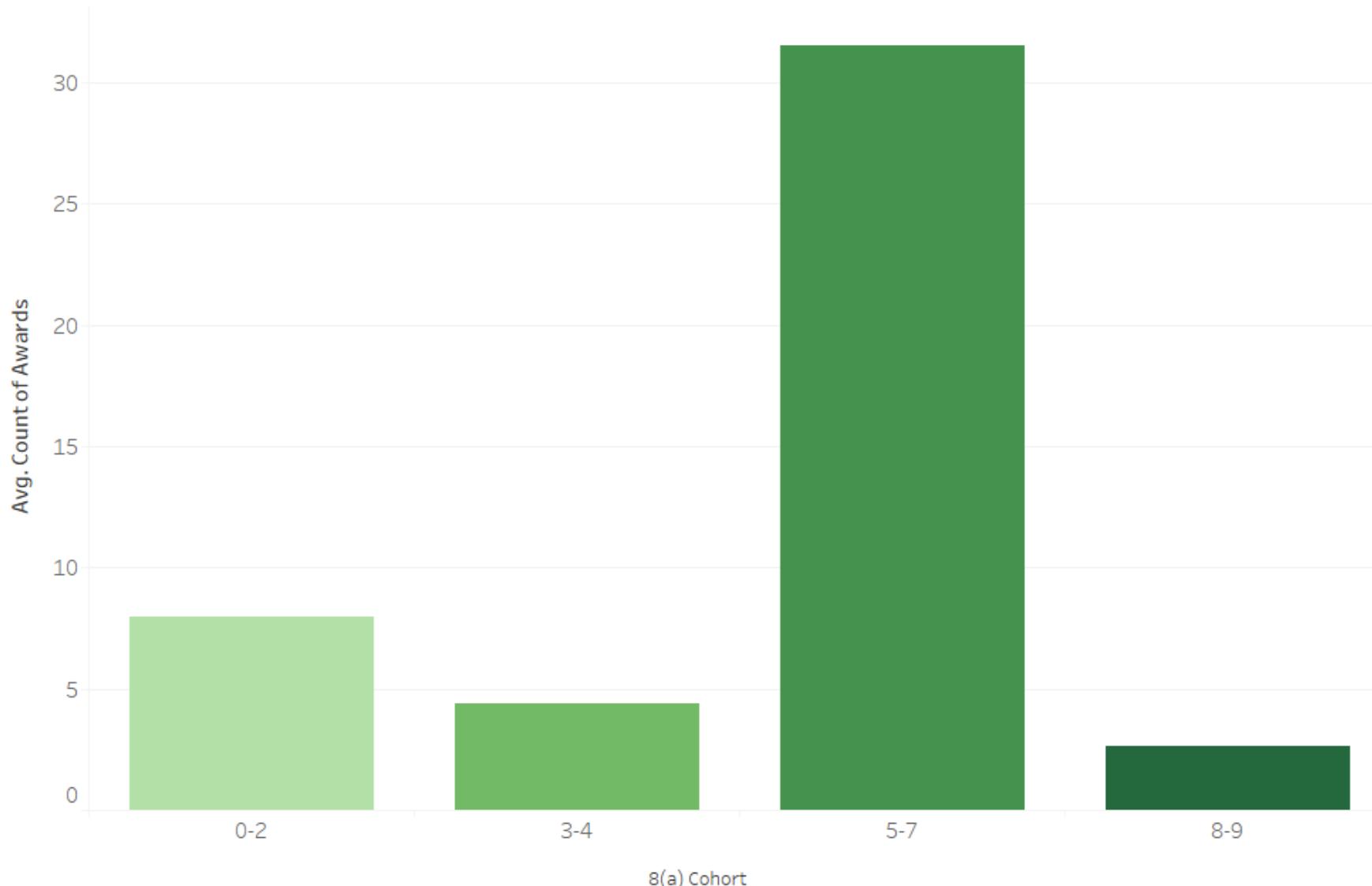
Year 1 Metrics Comparison Report

May 2019 - Dec 2019

Small Business Administration Management and Technical Assistance Training Services for 8(a) Eligible Program

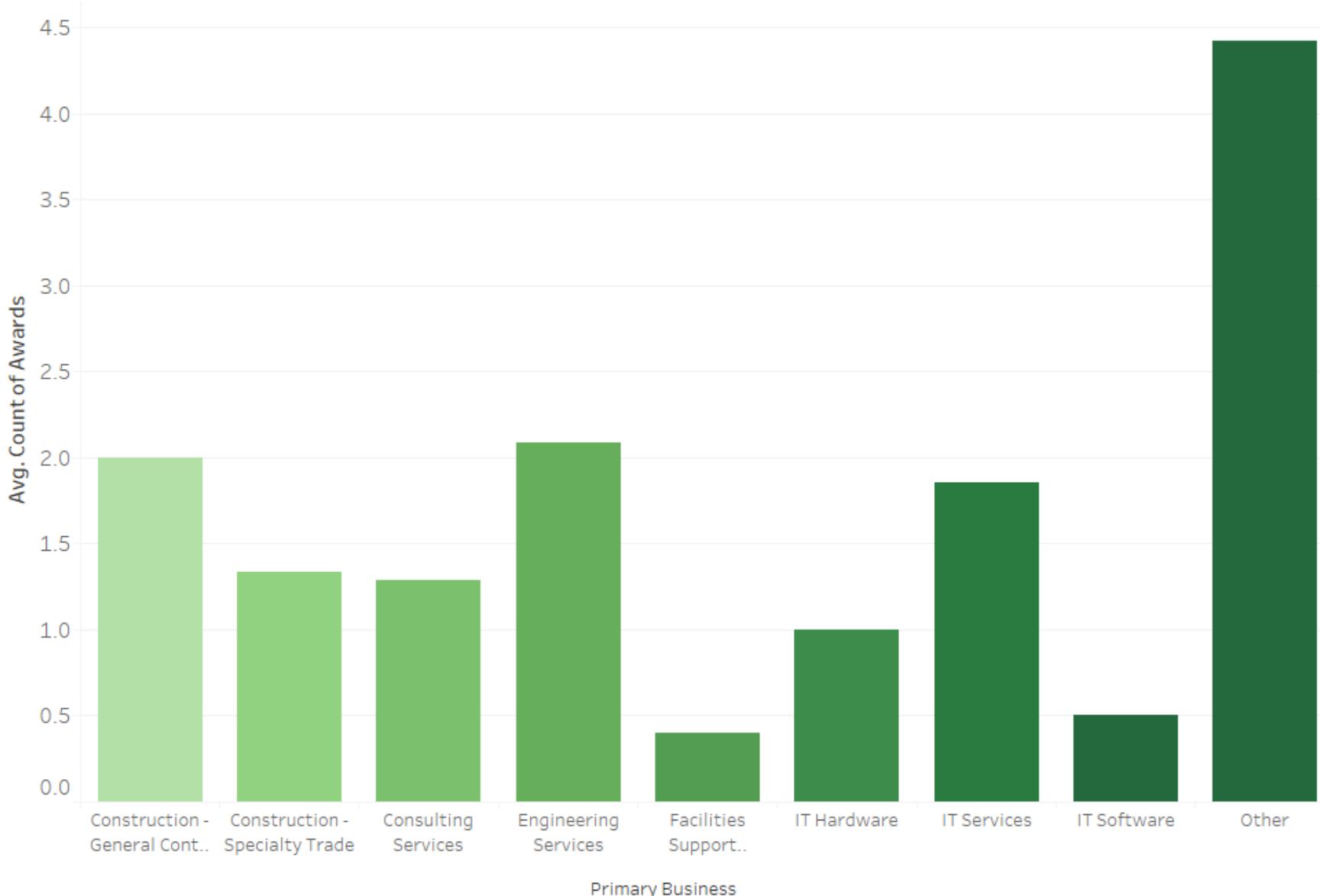


Average Count of Contract Awards Received in Year Leading up to Training by Cohort



Data Source: USA Spending and Post Course Evaluation

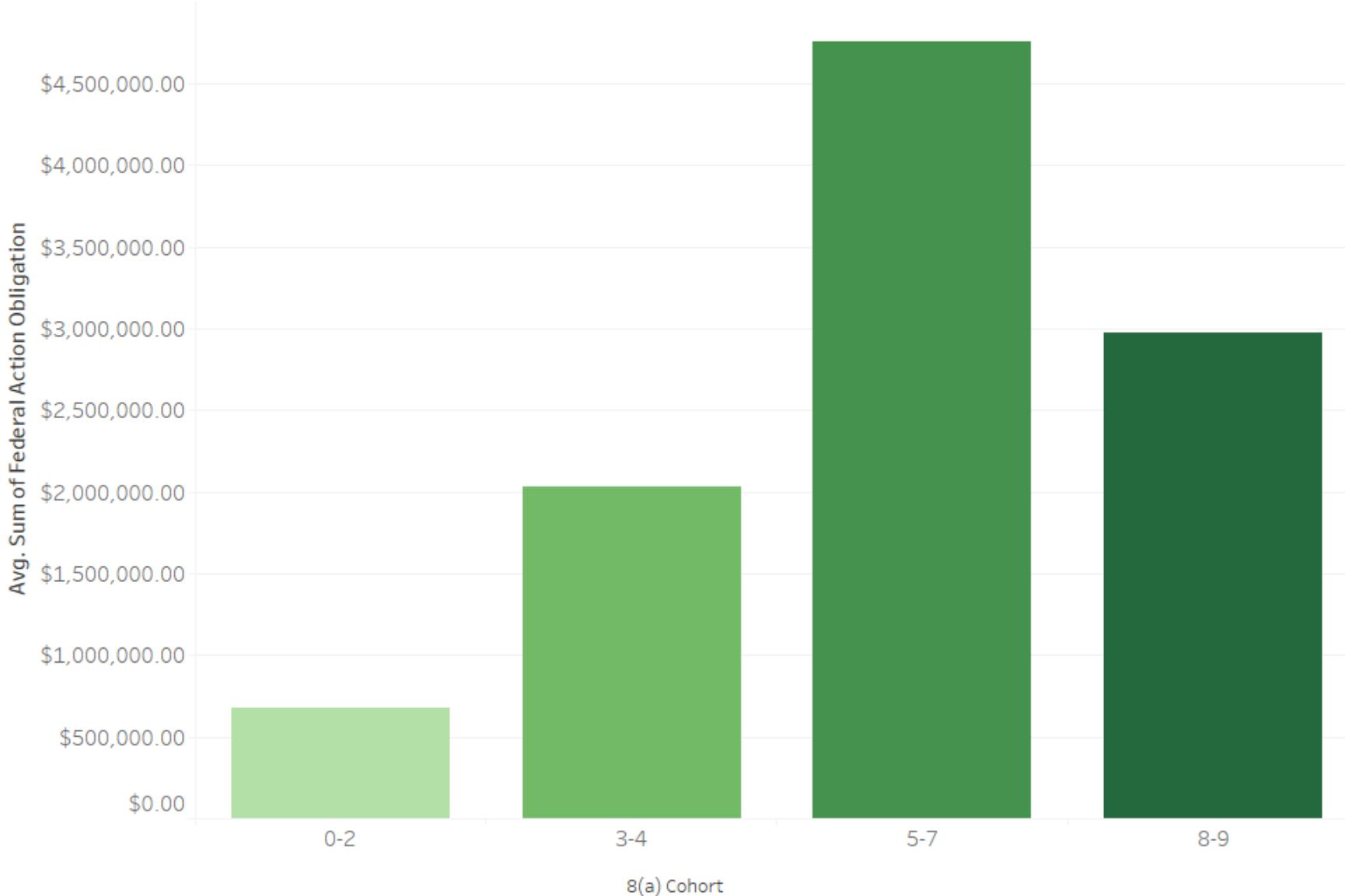
Average Count of Contract Awards Received in Year Leading up to Training by Primary Business



Data Source: USA Spending and Post Course Evaluation

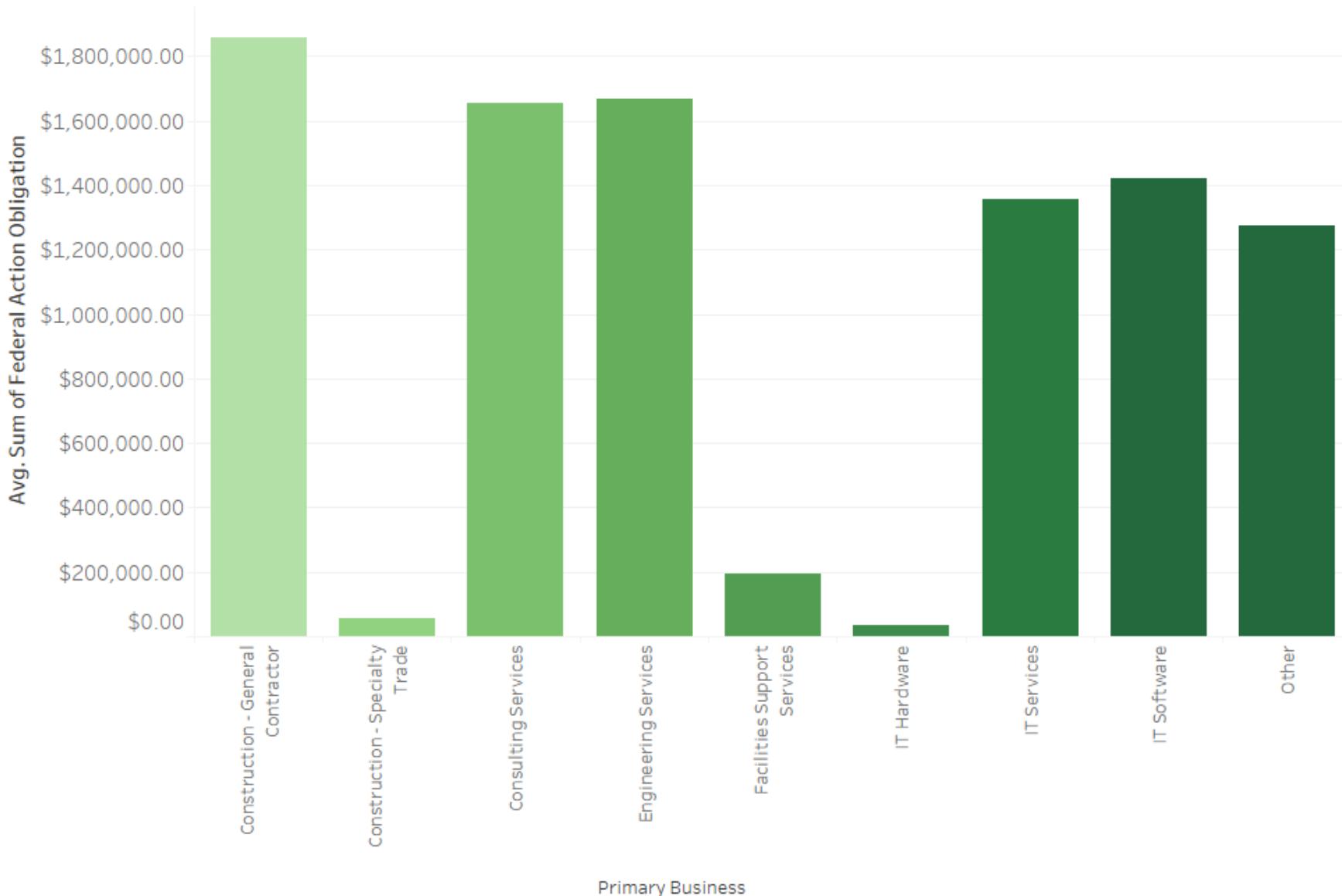
Note: Does not include Primary Business of Null with an average count of 50.9

Average Total Contract Dollars per Company in Year Leading up to Training by Cohort



Data Source: USA Spending and Post Course Evaluation

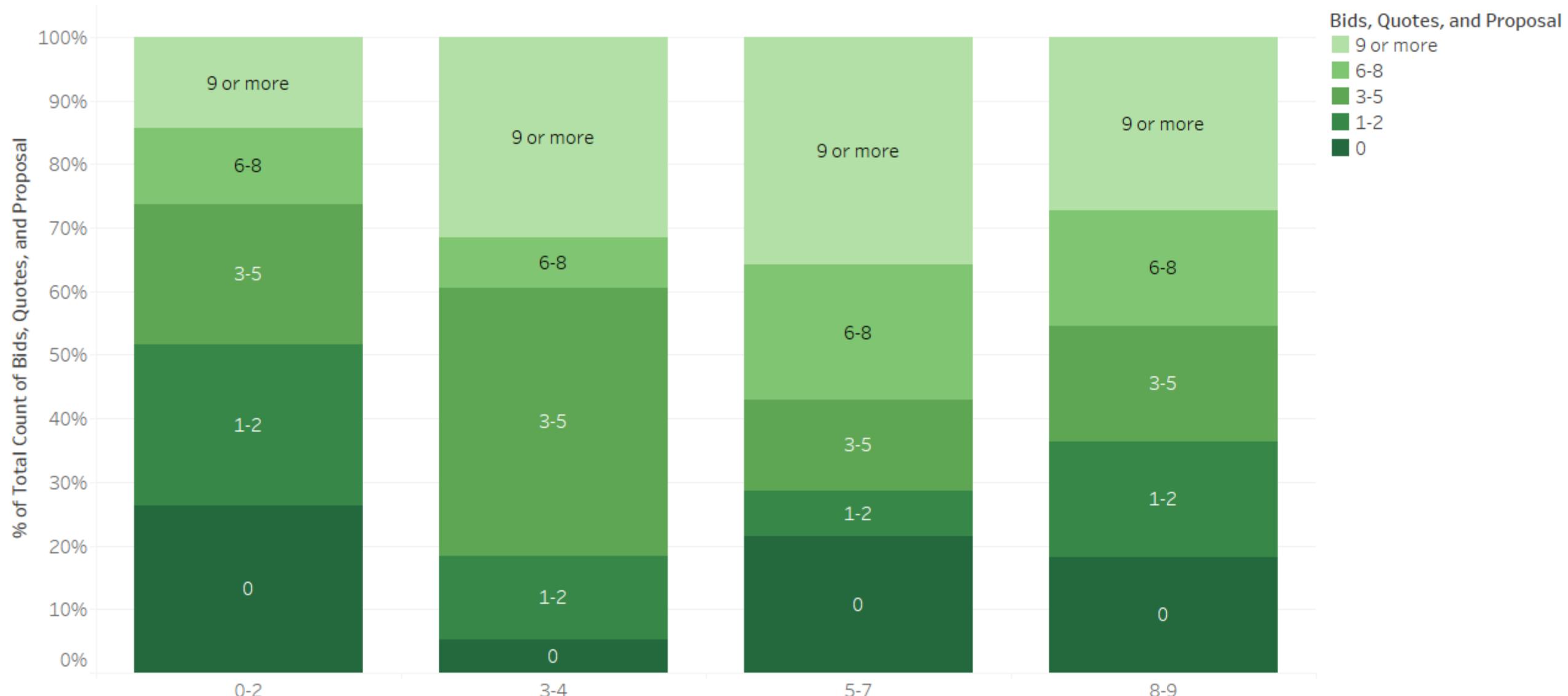
Average Total Contract Dollars per Company in Year Leading up to Training by Primary Business



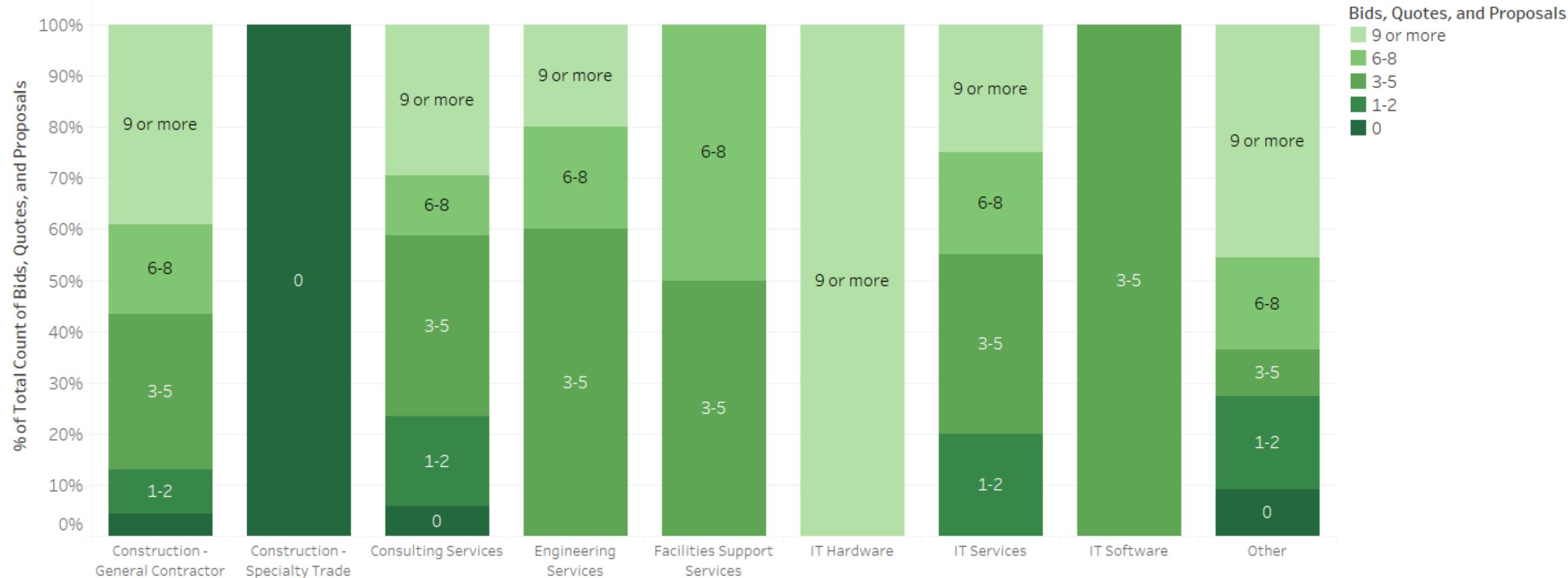
Data Source: USA Spending and Post Course Evaluation

Note: Does not include Primary Business of Null with an average count of \$5.5M

Number of Bids, Quotes, and Proposals Submitted in Year Leading up to Training by Cohort

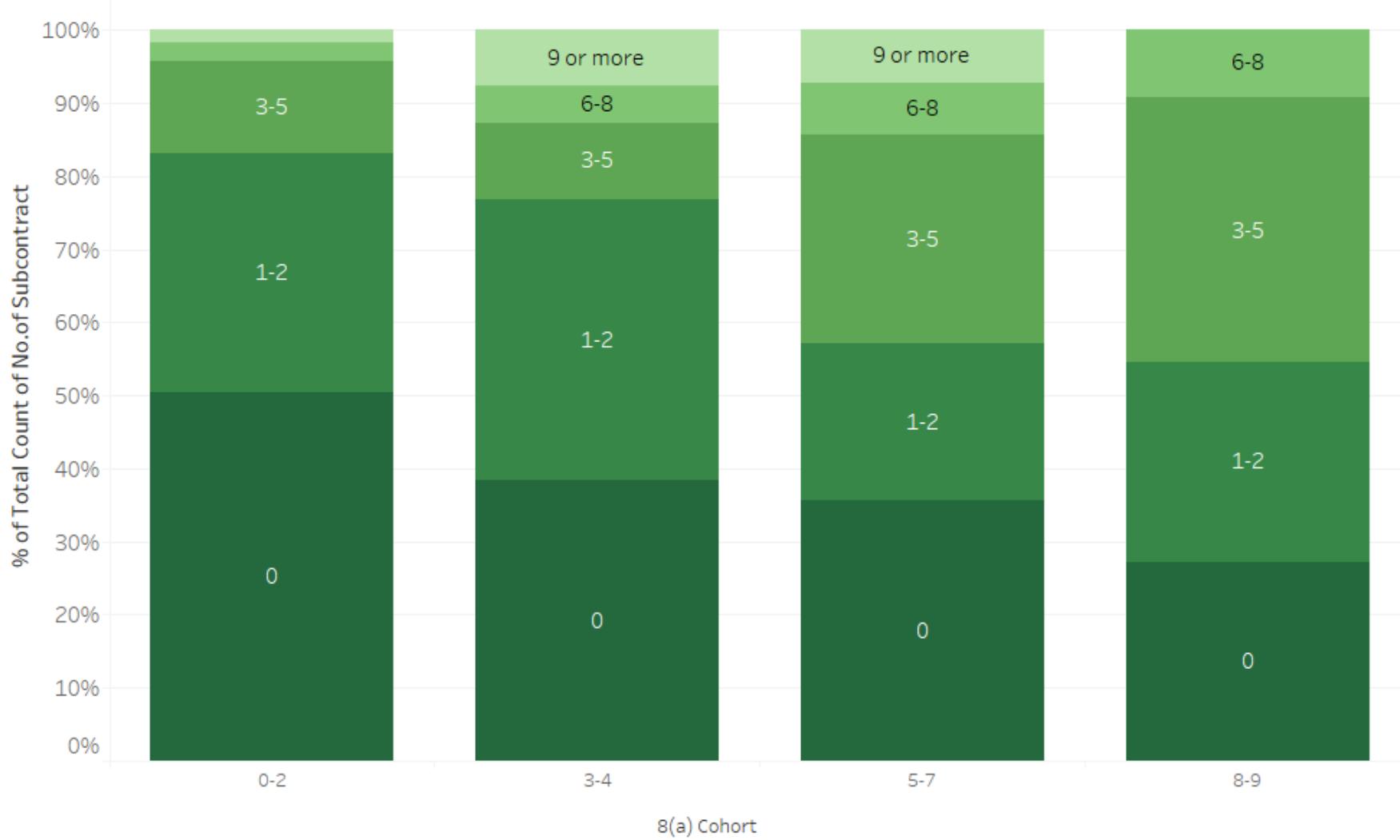


Number of Bids, Quotes, and Proposals Submitted in Year Leading up to Training by Primary Business



Data Source: Post Course Evaluation

Number of Subcontracts in Year Leading up to Training by Cohort

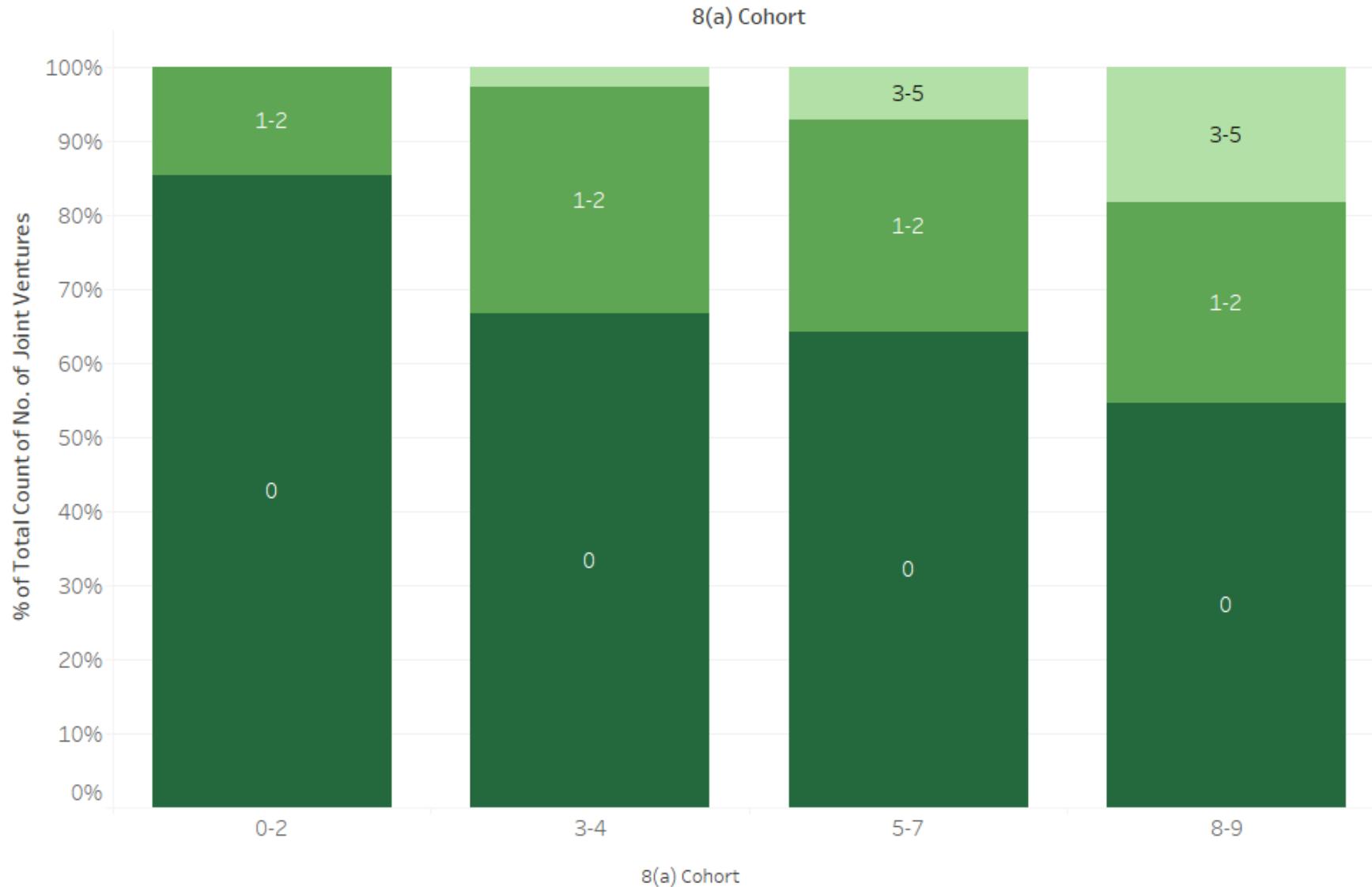


8(a) Cohort

- No.of Subcontract
- 9 or more
 - 6-8
 - 3-5
 - 1-2
 - 0

Data Source: USA Spending and Post Course Evaluation

Number of Joint Ventures in Year Leading up to Training by Cohort



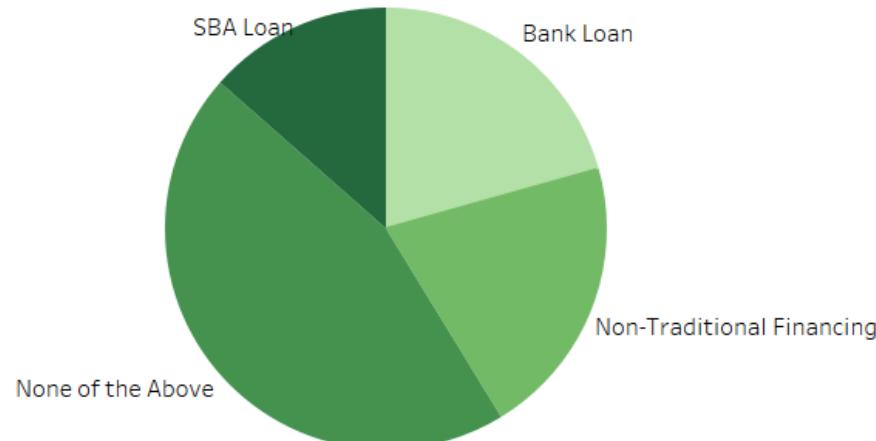
No. of Joint Ventures

- 3-5
- 1-2
- 0

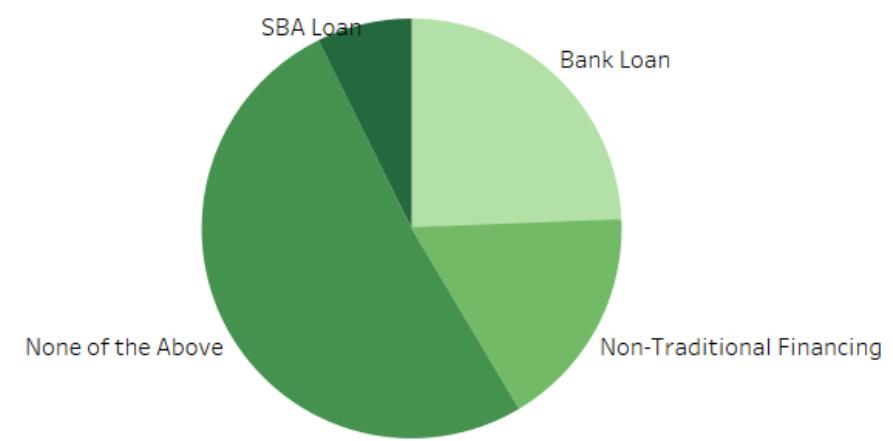
Data Source: USA Spending and Post Course Evaluation

Percentage of Attendees in Year Leading up to Training by Cohort and Type of Business Financing

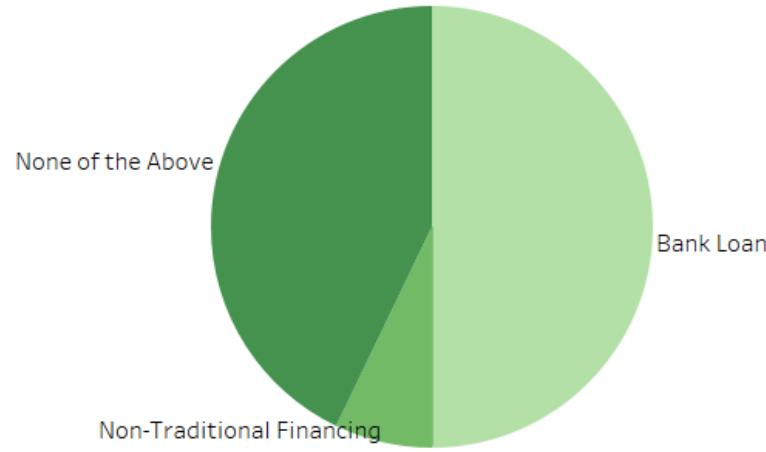
Year 0-2



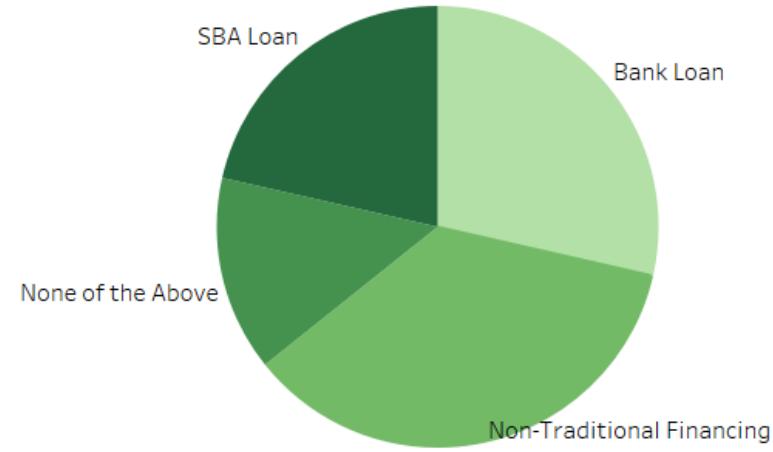
Year 3-4



Year 5-7



Year 8-9

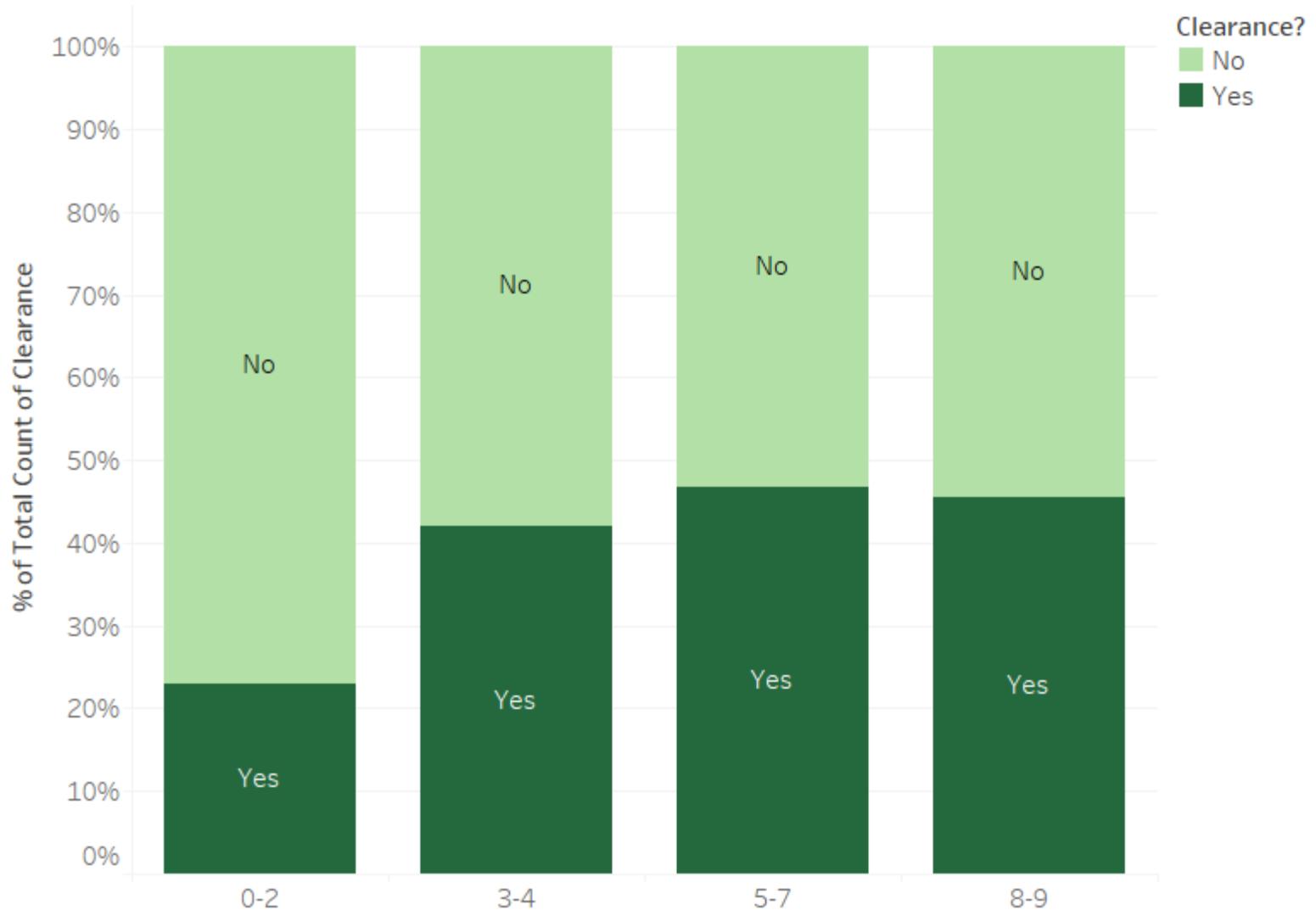


Measure Names

- Bank Loan
- Non-Traditional Financing
- SBA Loan
- None of the Above

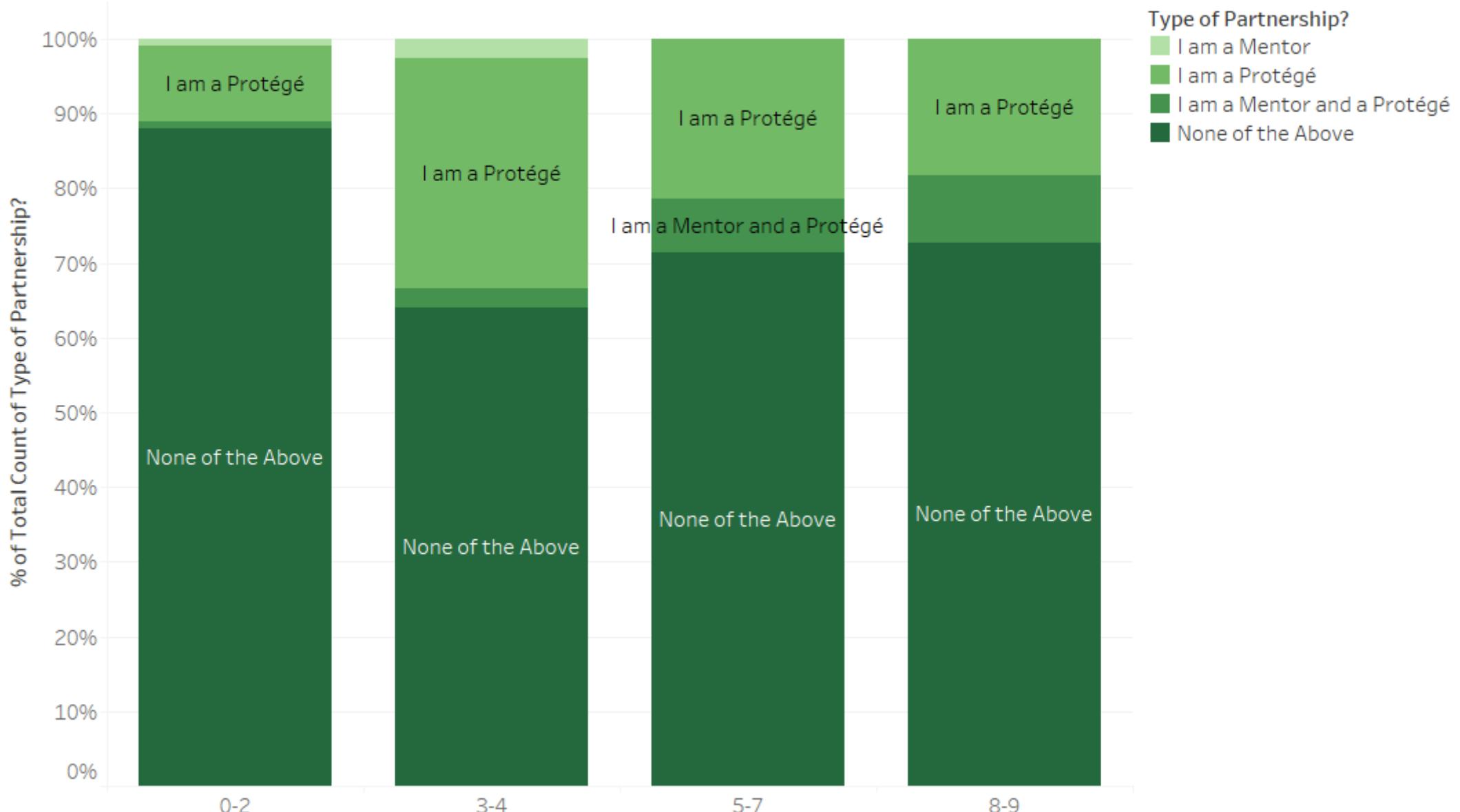
Data Source: Post Course Evaluation

Percentage of Attendees in Year Leading up to Training by Cohort and Facility Clearance



Data Source: Post Course Evaluation

Percentage of Attendees in Year Leading up to Training by Cohort and Type of Partnership



MET Live Attendance by City

