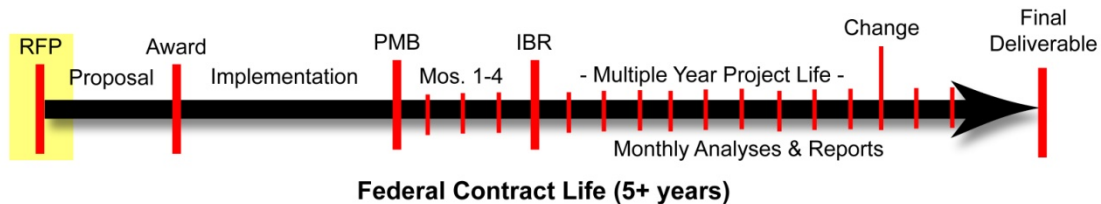


## *EVMServices at Six EVMStages*

The ANSI 748-B EVMS Standard imposes extensive performance management requirements upon both federal agencies and contractors throughout a contract's life – from the RFP to the last deliverable. **EVMServices** offers assistance to federal agencies and contractors at these major stages:

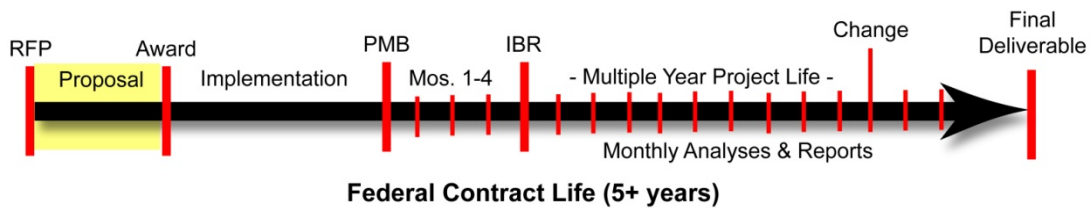


### **EVMSStage #1:**

#### **Request For Proposal**

Most federal agencies are in the early stages of assembling and training EVMS staff that will be able to develop RFP criteria and specifications for contracts requiring EVMS. Agencies are calling for the commercial development of program management training and support services that will assist them in their adaptation to their EVMS responsibilities. EVMServices.com offers a one-stop-shop of de facto standard training, implementation services and EVMSoftware products.

**The EVMServices Management Team** is comprised of nationally-recognized experts in the field of federal agency adaptation to the EVMS Standard. Our portal-based performance management system, services and software provide federal agencies a one-stop-shop for simultaneous training, certifying and performing of EVMS responsibilities – beginning with RFPs.



## ***EVMStage #2:***

### **Proposal**

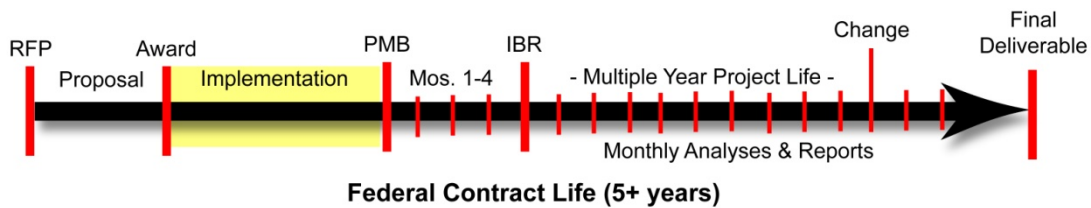
A contractor's proposal must demonstrate to the federal agency that the contract will be managed throughout its life in a manner conformant to the EVMS Standard. This is a critical stage – particularly for a contractor seeking an award of a contract subject to the EVMS Standard for the first time.

Although the contractor may otherwise be familiar with the federal RFP process, inappropriately presented EVMS Standard-conformant criteria can cause the contractor to lose a contract award or worse, to be awarded the contract at a price that will not sufficiently reflect the first-time costs associated with Standard conformance, causing significant financial hardship.

***EVMServices*** provides contractors a way to maximize the use of every dollar during the high-risk proposal stage. Our portal-based technology guides contractors in concentrating valuable staff and related capital resources to simultaneously acquire and apply EVMS design expertise.

With the ***EVMServices*** approach, every relevant EVMS consideration is automatically checked and double-checked – freeing the contractor to rely on historical technical data with the knowledge that ***EVMServices*** has provided the EVMS conformance costs and has provided the documentation that will prove an EVMS-conformant design.

At the same time, the ***EVMServices*** approach assists federal agencies by helping EVMS staff to better identify and evaluate the EVMS design criteria offered by the contractor. ***EVMServices*** provides the agency contracting officer an ability to efficiently apply hundreds of EVMS performance criteria in determining the quality and likelihood of success of the contractor design proposal.



### ***EVMStage #3:***

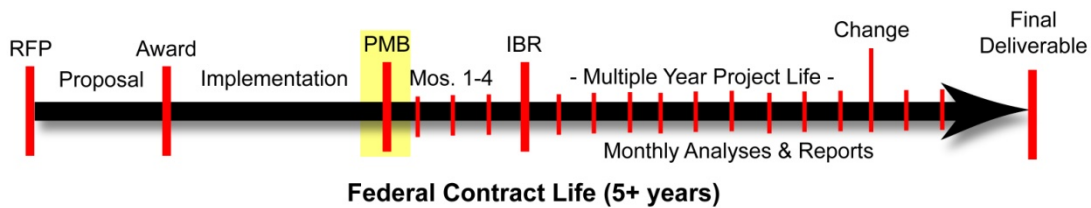
#### **Implementation**

'Implementation' is a term that refers to the post-award period in which contractors initiate EVMS Standard conformance in concert with implementation of a federal contract. This involves extensive adaptation of the contractor's financial and project management systems, policies, practices, business cultures, and training.

Implementation is and a period of time in which the contractor is highly dependent upon experts who are able to guide the organization step-by-step through the process.

Data from the 40-year history of the EVMS Standard in the DoD reveals that implementation costs have been 7-10% of the total baseline cost of the contract.

The ***EVMServices*** portal-based system provides contractors a one-stop-shop for implementation of all EVMS functions – including document development, necessary performance management procedures, ***EVMSoftware***, training and certification. For those contractors who utilize ***EVMServices*** during the proposal stage, their EVMS design will be activated and ready for implementation. Organizations that are initiating ***EVMServices*** at this implementation point are assisted in activating their EVMS design within the portal-based system with ***EVMSpecialist*** Services.



#### ***EVMS*Stage #4:**

##### **Performance Measurement Baseline**

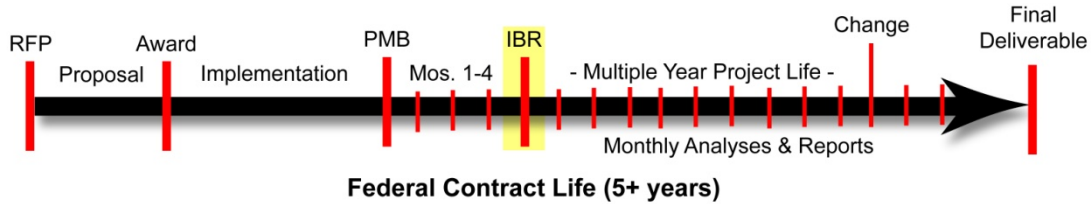
In order for the contract to be 'turned on' by the federal agency, EVMS requires the contractor to integrate the contract's technical, cost, and schedule requirements into a unified matrix of budgeted costs, task durations, and resource assignments called the Performance Measurement Baseline (PMB). The PMB is the commitment by the contractor of what money will be spent by whom and when.

All actual expenditures and technical accomplishments spread out over time will be measured against this baseline. This three-dimensional technical, cost, and schedule commitment is further complicated by subcontractor responsibilities and budgets.

The contractor is typically well-prepared in the technical aspects of the PMB but is usually only vaguely cognizant of the EVMS Standard-conformant cost and schedule implications of the PMB. Once the PMB is approved by the awarding federal agency, the contract is funded and begun.

***EVMS*Services** provides contractors and federal agencies a way to fully manage a PMB. All members of the contractor Management Team will be cognizant of their responsibilities and will be given the tools for simultaneously overseeing technical, cost and schedule commitments. Contractor program managers will have the visibility and the means of measuring and directing performance of lower management EVMS tasks. They will have the assurance that all members of the contractor Management Team are properly skilled and are working with consistent, up-to-date procedures.

***EVMS*Services** provides federal agencies a means to holistically evaluate contractor documentation to better ensure that the PMB is based upon a complete EVMS rationale.



#### ***EVMS*Stage #5:**

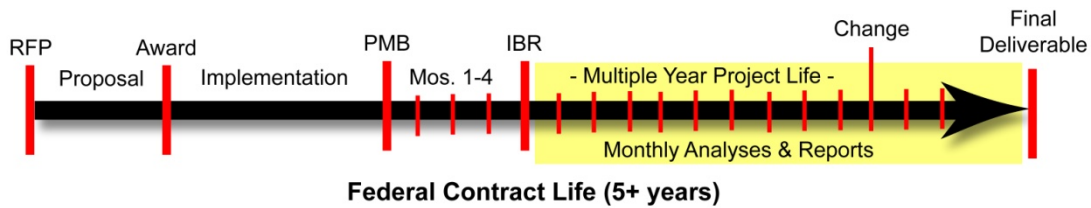
##### **Integrated Baseline Review and EVMS System Certification**

A short time after contract work begins, the contractor must survive an arduous process known as the 'Integrated Baseline Review' (IBR). The IBR is timed to begin four or five months after approval of the PMB in order to verify that real contract work is being performed and actual cost figures are being collected.

During the IBR, federal agency representatives interview contract managers regarding technical, schedule and cost risks of the contract to ensure that the personnel are trained, equipped, and prepared to manage those risks in a manner compliant with the EVMS Standard. Preparation for an IBR can be as long as a four-month process. The magnitude of IBR action items is relative to the federal agency representatives' confidence that contractor and subcontractor personnel understand and conform to the EVMS Standard in a unified, effective manner.

Parallel to the IBR, many federal contractors also submit to an EVMS Compliance Review. In this review, agency representatives inspect every aspect of the contractor's Performance Management system to ensure system conformance to the EVMS Standard.

***EVMS*Services** provides the necessary implementation services, training, performance tools and ***EVMS*Software** to assist the contractor Management Team and the federal agency EVMS staff in preparation for a successful IBR and System Compliance Review.



#### ***EVMS*Stage #6:**

##### **Project Life**

Ongoing multi-year conformance to the EVMS Program Management Standard requires adaptation at the business “culture” level and requires the collective efforts of all project workers. All data has to be collected, analyzed and reported in the formats imposed by the EVMS Standard. Data collected from subcontractors must be converted to the EVMS Standard format and analyzed. The federal agency reviews the contractor’s ongoing EVMS Standard-conformant management. In this review, the validity of performance data is tested and scrutinized.

***EVMS*Services** provide the contractor Management Team and the federal agency EVMS staff the skills, certification and the performance management tools that are necessary for ongoing management of the contract in an EVMS-conformant manner. ***EVMS*Services** proactively ensures the contractor and the federal agency staff the real-time, long-term commitment that will maximize performance management throughout the contract life.