

## DynamicPDF System Test, Evaluation and Effectiveness (STEE)

### P56345-4453-54

Description	Win Strategy																														
<b>Customer</b> DynamicPDF <b>Incumbent</b> ceTe, Inc. <b>ContractType</b> Time and Materials <b>Summary</b> System Test/Evaluation/Effectiveness of DynamicPDF System. Efforts include T&E engineering, technical manual development, custom development support, on-site Test Program implementation, capabilities, limitations, & effectiveness studies, and analysis support.	<b>Technical:</b> Our experience in DynamicPDF makes us visible to this customer. <b>Price:</b> Rate structure is good. <b>Teaming:</b> N/A <b>Issues:</b> Name recognition. <b>Why Bid:</b> Part of the current incumbent team. We have local engineering experience. Also have ceTe corporate strength. Rate structure is good.																														
Competetitive Factors/Risks	Schedules & Financial																														
<b>Competition:</b> test <b>Status:</b> Proposal submitted. <b>Section M:</b> N/A <b>Risks:</b> Competing against test could result in ill will and stressed continued performance under other contracts.	<div><div>Potential Contract Value</div><div>Expected Revenue</div><div>Capital Required</div><div>RFP Released</div><div>Proposal Submitted</div><div>Award Expected</div><div>Period Of Performance</div></div> <div><div>\$2.1M</div><div>\$2.1M</div><div>\$0.2M</div><div>08/24/2001</div><div>10/24/2001</div><div>02/08/2002</div><div>10/01/2002 to 09/30/2003</div></div> <table><tr><th>(\$K)</th><th>2001</th><th>2002</th><th>2003</th><th>2004</th><th>2005</th></tr><tr><td>B&amp;P</td><td>16</td><td>4</td><td>0</td><td>0</td><td>0</td></tr><tr><td>Cap. Req.</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></tr><tr><td>Revenue</td><td>0</td><td>1200</td><td>1500</td><td>1500</td><td>1500</td></tr><tr><td>Earnings</td><td>0</td><td>95.5</td><td>102</td><td>102</td><td>102</td></tr></table>	(\$K)	2001	2002	2003	2004	2005	B&P	16	4	0	0	0	Cap. Req.	0	0	0	0	0	Revenue	0	1200	1500	1500	1500	Earnings	0	95.5	102	102	102
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