

PRICE Systems Cost Expertise Arms a Leading Systems Integrator to Capture over \$400 Million in IT Task Orders.

Strategic cost solutions and consultancy expertise by PRICE Systems enables Systems Integrator to submit affordable and on-target bids to provide business and technical transformation services.

In highly competitive markets winning new business is time consuming and expensive. Systems Integrators are faced with the challenge of providing data-defensible proposals that are priced-to-win; while making it easy for the government to evaluate the technical performance and cost.

So in order to achieve a measurable competitive edge within bid and proposal environments, Systems Integrators must modernize their business processes for better control. Further, they must modernize their business procedures so that delivery of bid proposals can be implemented quickly.

Why? Implementation teams for these types of bids are often assembled in an ad-hoc fashion. Therefore it is critical that organizations have a way to integrate and communicate the cost and investment analysis of technologies within a common framework.

The Challenge

Recently, an Agency within the Department of Defense sought to achieve a key step in its logistics modernization effort by standardizing an Oracle-based solution for an Enterprise Resource Planning system. This system would unify logistics systems by integrating financials, order management, purchasing, inventory management, distribution, and other business functions onto one platform.

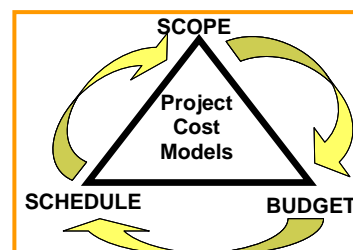
The Agency issue a Request for Proposal (RFP) directed at IT Systems Integrators. In order to prepare a realistic and cost effective proposal for this bid, one leading systems

integrator sought out PRICE Systems' cost proposal and consultancy expertise.

The Solution

With the TruePlanning 2007 IT Life Cycle Cost Estimation Suite, PRICE Systems' was able to build a calibrated cost model based on internal history and industry-wide cost data. They were able to establish the budgetary parameters for the project and use the calibrated model to form the cost basis for the bid and proposal with the available data.

The model allowed the team to establish an explicit link between the cost, schedule, and scope of the commercial-off-the-shelf solution as well as analyze typical risks for this type of implementation. We refer to this as "Respecting the Triangle".



Given the improved internal workflow and communication, the Systems Integrator implementation team could update the proposal to the desired conclusion of the federal contract using a standardized and repeatable business process.

Achieving Winnable Contracts

TruePlanning 2007, by PRICE Systems, provided justifiable data and insight. This enabled a more sophisticated dialogue internally in terms of the review of the cost estimate for the government bid. It also helped clarify the structure of the proposal and made it easier for the government to review the proposal and ultimately chose this Systems Integrator as the winner of the \$400 million bid.

By utilizing a combination of the TruePlanning product suite and consulting efforts, PRICE Systems built a repeatable capability to estimate new information technology initiatives using data from previous efforts for this Global IT services integrator.

PRICE Systems provides users and stakeholders with visibility and improved communication around the critical issues which drive project scope, cost, and schedule. Faster decisions, better decisions, and effective communication of this data from PRICE Systems between people, process, and technology were combined to create a new innovative business strategy in bid proposals.

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