



How to Maximize Your Consultant Support

Winson Heng KPMG

Jim Shelton SRA



Why We Are Here

- CSSO vendor conference held in March 00
- Seven vendors provided lessons learned
- We are here to “cut out the middle man”



Where you can use Consultant Support

- Prior to study announcement
- Study Execution
- Acquisition Strategy and Support
- Post Study support



Consultant Support Prior to Study Execution

- Strategic Vision
 - Budgetary Considerations
 - Concept of Ops
- FA vs CA



Consultant Support During Study Execution

- We Are Members of the Study Team!
 - Study Planning and Coordination
 - Team Staffing
 - Roles and Responsibilities
 - You Hired us, Use us!
 - Study Logistics
 - Personnel Access



Study Planning and Coordination

- Step 1 is develop the POA&M
 - Let consultant contribute (We've "been there and done that")
- Don't try to start tomorrow!
 - Successful studies have consultants onboard from Day 1
- Use our skills as workforce Communicators



Team Staffing

- Our team members each bring a skill to the team
 - Not all are A-76/FA experts
- Your team members also each bring a skill to the team
 - Represent their constituents
- Provide a study team leader
 - Our PM's counterpart



Roles and Responsibilities

- We do the study *with* you, not *for* you
- Study work is ongoing even when consultants are not at the client's location
- This is how we bid the work



You Hired Us, Use Us!

- We bring the A-76/FA expertise and experience
- We bring an outside set of eyes and perspective
- We don't know "how you have always done things"



Study Logistics

- Have a dedicated study room
 - Phone, fax, PC, printer, copier
- Give consultants badges to ease movement around the command



Personnel Access

- Introduce consultants to folks under study early
 - They feel better knowing people are working on their behalf
- Introduce consultants to CO early
 - Needs to know and be comfortable with the whole team



Leverage Consultant Expertise in Acquisition Strategy



Consider Post CA Support Requirements



Conclusion

- We Are Members of the Study Team!
- Not just revenue for us!
- We want to win!
 - Helps Navy
 - Helps folks under study
 - Helps us