



Building Winning Proposals – Capture Planning and Proposal Support

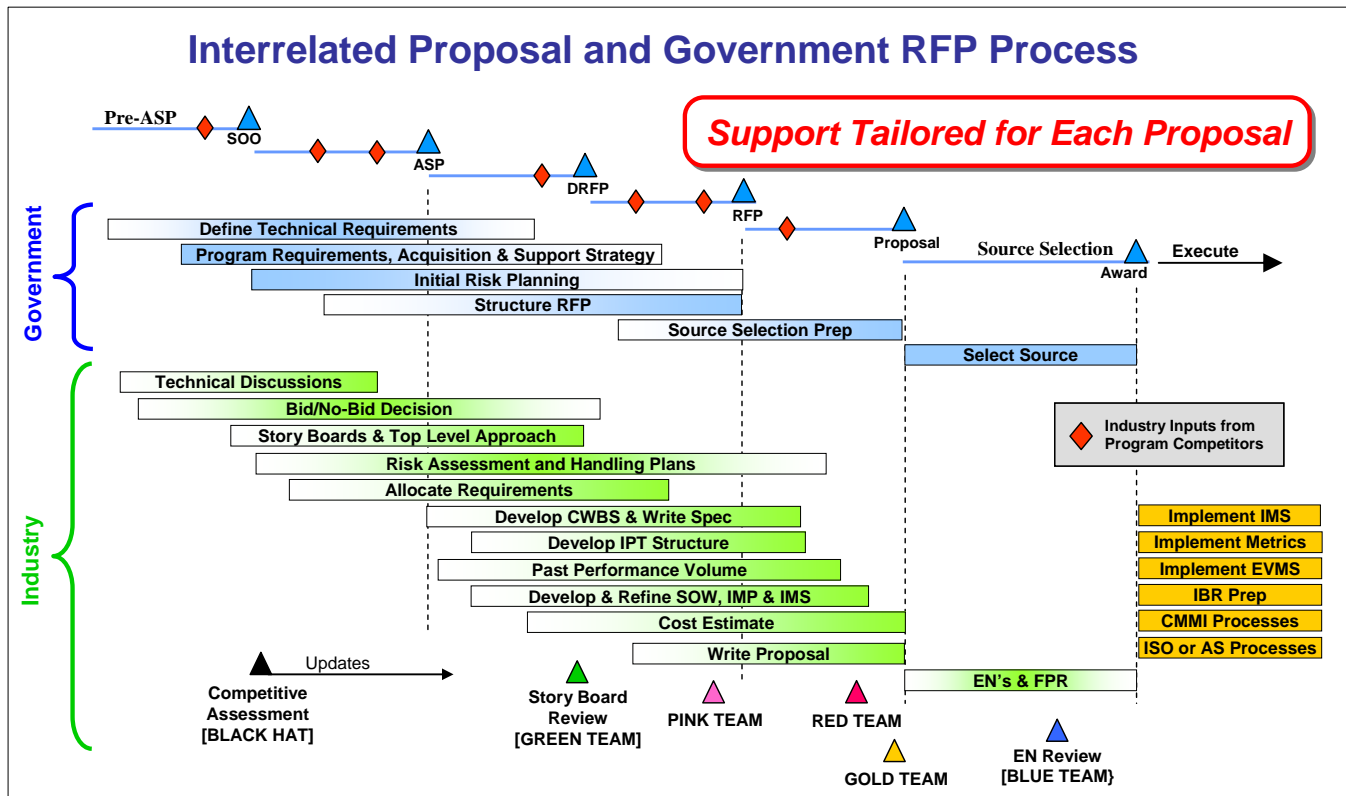
Dayton Aerospace proposal management consultants are **seasoned experts** who have led and participated in numerous Government source selections and industry proposals. Each is retired from a Government senior-level acquisition position and has extensive industry experience, highly qualified to work all proposal development phases.

Our Proposal Consultants are both **proposal and subject matter experts** - *a powerful combination*. Support is tailored to specific client and proposal needs. We work shoulder to shoulder with company experts to build winning proposals.

Interrelated Government & Industry Activities

The key to a winning proposal is integrating and focusing the proposal team, and then using a disciplined and structured proposal process:

- 1) **Tailoring support** to specific, and changing, customer requirements,
- 2) **Integrated with the Government RFP process**
- 3) Focused on the **RFP requirements and source selection discriminators**,
- 4) Following **disciplined processes** and ensuring all proposal parts are **integrated and tightly correlated**.



Full-Spectrum Proposal Support

- Capture Planning (Price-to-Win, etc)
- Competitive Assessments (win discriminators)
- Proposal Manager – total proposal integration
- Volume Leads and Writers – highly experienced
- Cost Volume Integration (cost estimates, BOEs, etc)
- Past Performance Volume (relevancy matrix, etc.)
- Subject Matter Experts (SMEs) in all areas
- Just-in-Time Training tailored to specific needs
- IMP & IMS Experts lead program planning
- Risk Assessments and Risk Mitigation Planning
- Process Narrative Descriptions
- Earned Value Management (EVM) Planning
- IPT Training tailored for program specific relevance
- Integrated Baseline Review (IBR) preparation
- Proposal Review Teams – Leading and participating
- Program Execution Planning and Assistance

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