


# The Business Performance Group

<p><b>OUR FOCUS</b></p>	<p><i>In today's increasingly competitive market, the Business Performance Group focuses on identifying business opportunities that match our client's core competencies and winning the business.</i></p>			
	<p>The <i>Business Performance Group (BPG)</i> specializes in <i>Services, Content, and Technology Solutions</i> that improve new business win rates and enhance contract performance. We assist you in:</p> <ul style="list-style-type: none"> <li>❑ <b>Planning your business,</b></li> <li>❑ <b>Capturing contracts that support your plan, and</b></li> <li>❑ <b>Performing profitable projects.</b></li> </ul> <p><i>BPG</i> provides knowledge-based solutions to improve business capture rates and enhance customer service. As a leading provider of integrated business services and processes, <i>BPG</i> supports its clients to more effectively and efficiently conduct business planning, capture business, and manage projects. Our purpose simply stated is <b>to improve our clients' success rate in the business pipeline</b> as shown below:</p> <div style="text-align: center;">  <pre> graph LR     A[Business Planning] --&gt; B[Business Capture]     B --&gt; C[Project Management]             </pre> </div> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 33%; vertical-align: top;"> <ul style="list-style-type: none"> <li>▪ Business Analysis</li> <li>▪ Gap Analysis</li> <li>▪ Strategy Development</li> <li>▪ Action Planning</li> <li>▪ Prioritization</li> <li>▪ Plan Integration</li> </ul> </td> <td style="width: 33%; vertical-align: top;"> <ul style="list-style-type: none"> <li>▪ Opportunity Assessment</li> <li>▪ Capture Planning</li> <li>▪ Proposal Planning</li> <li>▪ Proposal Management</li> <li>▪ Proposal Support</li> <li>▪ Project Transition</li> </ul> </td> <td style="width: 33%; vertical-align: top;"> <ul style="list-style-type: none"> <li>▪ Requirements Analysis</li> <li>▪ Project Planning</li> <li>▪ QA /QC Plans &amp; Procedures</li> <li>▪ CM Planning</li> <li>▪ Project Reviews</li> </ul> </td> </tr> </table>	<ul style="list-style-type: none"> <li>▪ Business Analysis</li> <li>▪ Gap Analysis</li> <li>▪ Strategy Development</li> <li>▪ Action Planning</li> <li>▪ Prioritization</li> <li>▪ Plan Integration</li> </ul>	<ul style="list-style-type: none"> <li>▪ Opportunity Assessment</li> <li>▪ Capture Planning</li> <li>▪ Proposal Planning</li> <li>▪ Proposal Management</li> <li>▪ Proposal Support</li> <li>▪ Project Transition</li> </ul>	<ul style="list-style-type: none"> <li>▪ Requirements Analysis</li> <li>▪ Project Planning</li> <li>▪ QA /QC Plans &amp; Procedures</li> <li>▪ CM Planning</li> <li>▪ Project Reviews</li> </ul>
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<p><b>WHO WE ARE</b></p>	<p><i>Our seasoned business principals each have over thirty years of technology development, marketing and sales, operations, business acquisition, and project management experience.</i></p>			
	<p>We have extensive public and private sector experience. In addition to serving as senior managers with firms such as SAIC, Advanced Technology/PRC, Westinghouse, and Black and Decker, we have significant start-up experience with information technology, instrumentation, energy, and environmental firms. Furthermore, our private sector market experience includes major firms such Progress Energy, American Express, Citibank, DynCorp, British Petroleum, and others. Our public sector experience includes the Department of Defense, Department of Energy, National Aeronautics and Space Administration, and the Environmental Protection Agency. We have proven success capturing and managing business in several markets: information technology, energy, environmental, government operations, and financial services.</p> <p>In total, our team has directed or participated in the capture of more than \$10 billion of new and repeat business, managed multi-million dollar firm-fixed price contracts and sustained over thirty per cent annual revenue growth rates with profitable business units.</p>			

<b>WHAT WE DO</b>	<i>BPG uses its extensive executive experience and proprietary tools and techniques to quickly assimilate relevant business information and intrinsic staff knowledge. We then use this to produce sustainable market advantages.</i>
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We offer the following **Core Services**:

- ❑ **Preparing Business and Strategic Plans,**
- ❑ **Identifying and Selecting Business Opportunities,**
- ❑ **Developing and Implementing Marketing Plans,**
- ❑ **Developing and Implementing Contract Capture Plans and Strategies,**
- ❑ **Managing and Supporting Proposals,**
- ❑ **Transitioning and Starting up Major New Projects and Contracts, and**
- ❑ **Developing Project Management Plans and Performing Project Audits.**

As shown below, we complement these **Core Services** by providing our clients with **Content** (proven business process models and training) and **Technology Solutions** (e.g., stand-alone and web-based products). **Content** and **Technology Solutions** directly support Business Planning, Business Capture, and Project Management.



Training programs support effective implementation of the **Core Services**. Training is often integrated as part of the **Core Services** and can be presented as short courses (half-day duration) or full courses (1-2 days duration). We structure our **Content** delivery around process models that are implemented using a “job aid template” that divides the processes into easily understood and manageable segments. Finally, we web enable **Technology Solutions** so that you can easily scale to hundreds of users and implement your business pipeline processes across the enterprise.

**WHY BPG?**

*The Services, Content and Technology of BPG systematically address the five factors critical to enhancing your business performance.*

**BPG** focuses on ensuring that managers and businesses are well prepared to improve their success rate in their business pipeline. Our approach specifically addresses the following factors that increase the probability of your business success:

- **Successful Business Managers.** With over thirty years of experience each, the principals of Business Performance Group have successfully managed complex businesses. We have Executive level management experience and profit and loss responsibility in both private and publicly held companies ranging in size from \$1.5 million to over \$6 billion in annual revenues. In addition, our team has proven credentials developing technology for leading R&D organizations and commercializing technology developed by the government and universities.
- **Significant Business Development Experience.** Over the last thirty years, our team has directed or participated in the capture of over \$10 billion in new and repeat business. We match your need to our team members who have proven capabilities in your market segments. Our staff and Associates have no less than twenty-five years of successful experience addressing your specific needs. We have demonstrated business skills, abilities and proven, practical knowledge.
- **Proven Integrated Business Processes.** We use business processes based upon a consistent, proven **Five Step Process Framework** comprised of **Analyze, Design, Develop, Implement, and Control** to develop and implement services and solutions. Over the last twenty-five years, we have successfully implemented this process framework in many business venues – from business planning through managing projects. While all steps are important, we distinguish ourselves from competitors by our **Analyze** and **Control** steps. The **Analyze** step ensures that you gather the necessary background material before proceeding to take action and **Control** provides the feedback necessary to make mid-course corrections. By consistently using this **Five Step Process Framework**, we provide fully integrated repeatable solutions using a proven methodology.
- **Solid Business Relationships and Contacts.** We provide services that address the business competencies needed to be a top performer. We will support your organization by developing the right business relationship or partnership that enhances your success in the market place. BPG coupled with our team of over forty Associates provides you access to a broad network of individuals and companies.
- **Development of Your Team’s Skills.** We work with you to enhance your team’s skills. We provide sufficient training resources and content to greatly improve the probability of successfully closing on and performing business. We have worked with leading human resource experts to identify the critical competencies that distinguish the top

ten per cent performers. By using our seasoned business experienced staff to present relevant, competency based training programs, in the context of proven process models, we enhance your success rate. At the same time, we minimize your investment in training program development and delivery.

Partners in our business include:

- L. John Hoover, Ph.D.
- Kris Allen, P.E.
- Jim Dilmore
- Nick Trentacoste, Ph.D.

In addition to our team, we work with a network of associates, each with 25+ years of experience.

**Please contact us at:**

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