



A TRACK RECORD OF SUCCESS

VIP delivers management consulting services based on our understanding of the nuances that drive your organization—knowledge that only comes from experience. Our clients include organizations such as New York Police Department, Pacific Gas & Electric, California Department of Motor Vehicles, California Franchise Tax Board, New York City Department of Environmental Protection, U.S. Federal Bureau of Investigation, and U.S. Army.

VISIONARY INTEGRATION
PROFESSIONALS

2001 Edmund Halley Drive
Suite 400
Reston, VA 20191
703-322-9565
www.trustvip.com

Management Consulting

Clients trust VIP to deliver successful projects, solve business problems and manage change through the balanced use of people, processes, and tools.

Whether you are contemplating an upcoming acquisition and implementation of a new enterprise system, looking to evaluate your organization's current business processes for improved efficiencies, or wanting to ensure that your projects are run and implemented effectively with the least risk to your organization, VIP can help.

VIP's Management Consulting practice delivers strong project management, repeatable proven processes, and integration of technology to businesses and government agencies. We understand the science of project management and the art of balancing demands for people, budget, and speed. We have a thorough understanding of what it takes to project manage and deploy business critical system integration projects such as client/server development, open systems design, enterprise solution implementation, legacy systems maintenance, and multi-site deployment.

What sets VIP apart in the IT management consulting field?

VIP has the agility of a small business and the mature infrastructure and proven processes of a large firm. We deploy the same level of expertise as larger consulting firms, but our streamlined business model allows us to offer rates that deliver a much better return on your investment. For each engagement, VIP's highly qualified resources take a hands-on approach to collaborating with our clients to deliver projects on-time and within budget. The results are successfully executed and implemented plans and technology solutions that achieve your mission and business goals.

With VIP as your partner, we can help you achieve all project initiatives related to scope, quality, time, cost, and stakeholder satisfaction. Clients and systems integrator partners trust our experience and ability to manage large-scale IT projects because we have successfully supported engagements ranging in value from \$2 million to over \$1 billion.



Our services, people, and methodologies

VIP has extensive experience assisting business, government agencies, and system integration partners with a full range of management consulting services including:

- Project Management Office (PMO) Support and Deployment
- Systems Integration Project Management
- Program and Portfolio Management
- Independent Project Oversight (IPO)
- Independent Verification & Validation (IV&V)
- Project Quality Assurance
- Business Case Analysis, Feasibility Study Reports, and Cost-benefit Justifications
- Acquisition Management and RFP Development
- Strategic Planning
- Commitment to industry standards and delivery of highly qualified resources

When we are engaged to provide recommendations, they are practical, specific and well documented. Our recommendations consider your organization, environment, constraints and resources. We strive to optimize your organization's business processes, improve service, and strengthen the bottom line.

VIP's services can scale up as quickly as necessary to accommodate your changing requirements, whether we are providing a short training course or the infrastructure to justify, plan, manage and deliver a \$200+ million project. We can manage complex, document-intensive processes as well as the acquisition of new technology. We lower the risk of project delays and budget overruns by ensuring that the necessary success factors are in place, including best practices, appropriate staffing and accurate metrics.

Increase Efficiency and Mitigate Risk of Project Failure

VIP's management consulting services include:

Project Management Office Support and Deployment

Establishing a project management office (PMO) adds a key ongoing, in-house resource to strengthen all project initiatives and increase the likelihood of project success. A PMO provides an across-the-board methodology to manage and improve projects in any department or division with consistency and focus. This approach improves project efficiency, reduces the chance of failure, and minimizes costs. When VIP completes an engagement, the client has the added value of enhanced PMO procedures and practices in place.

VISIONARY INTEGRATION
PROFESSIONALS

2001 Edmund Halley Drive
Suite 400
Reston, VA 20191
703-322-9565
www.trustvip.com



VISIONARY
INTEGRATION
PROFESSIONALS

Hands-on Project Management

VIP delivers the robust guidance critical to success in any IT project. We work side-by-side with your team, regardless of project size. Our role can span a five-day training course and mentorship, to delivery of an entire PM team with the associated infrastructure to manage a \$100+ million project.

Systems Integration Project Management

Through our extensive experience, we have gained a unique perspective of technical and business challenges that are associated with integrating custom software, hardware solutions, telecommunications networks, commercial off-the-shelf (COTS) and government off-the-shelf (GOTS) applications and business procedures. We regularly partner with large systems integrators (SIs) early in the procurement lifecycle and during the proposal stage to help ensure success at lower costs for both the client and the SI partner. We reduce the project delivery risks and commit experienced resources, eliminating any learning curve delay.

Program and Portfolio Management

VIP implements solutions that help compare the programs and projects within your organization's portfolio to determine which are cost-effective and risk-justified, and which should win the battle for your available resources.

Independent Project Oversight (IPO)

VIP monitors risks, issues, schedule, and budget. We establish and report on metrics to track and monitor project performance. We leverage the Institute of Electrical and Electronics Engineers (IEEE) standards for systems engineering and application development, and the Project Management Body of Knowledge (PMBOK) for project management. Our approach to IPO is collaborative, not combative, with an unwavering focus on project success with thorough communication and understanding between the client project stakeholders, system integration vendors, and the IPO vendor. VIP provides facts in reports, not opinions. We deliver detailed results instead of broad statements.

Independent Verification & Validation (IV&V)

We provide independent assurance and testing (verification) that the final product satisfies the system requirements (validation). Throughout our over 100 IV&V engagements, we have developed a complete set of checklists, processes, and methods based on industry standards. These standards include: IEEE, CMMI, PMBOK, and various standards associated with particular software platforms. VIP identifies areas that can be improved and provides detailed recommendations for implementing the suggested changes.

Project Quality Assurance (QA)

VIP provides a comprehensive set of best practices for project planning and control that is focused on administration of the environment in which you develop and maintain software. Project QA helps ensure the adequacy of the methods, standards, and procedures used in your software development project. For example, we assess the performance of your PMO plans, policies, and procedures for project health and alignment with standards such as PMBOK and IEEE.

VISIONARY INTEGRATION
PROFESSIONALS

2001 Edmund Halley Drive
Suite 400
Reston, VA 20191
703-322-9565
www.trustvip.com



VISIONARY
INTEGRATION
PROFESSIONALS

Business Case Analysis, Feasibility Study Reports, Cost-Benefit Justifications

VIP helps clients build business cases and feasibility studies that pinpoint the cost-benefit justification for each initiative. We seek repeatable processes with clearly defined outcomes to achieve a higher return on investment, save time, and better align initiatives with your strategic business goals.

Acquisition Management and RFP Development

VIP has extensive experience assisting federal, state, and local government agencies with acquisition leadership, planning, requirements and strategy. We also handle acquisition documents, RFP/RFQ development, cost and budget estimating, market research, analysis and evaluation, source selection, contract management, close-out and post-award support, program and project management, and quality assurance services. We understand Federal Acquisition Regulation (FAR), Defense Federal Acquisition Regulations (DFAR), and other government procurement processes.

Strategic Planning

Trust VIP to help you successfully tackle business or technology changes by developing a strategy that aligns with your objectives, and defines how success will be measured. We help turn a strategy into tactical action plans.

VISIONARY INTEGRATION
PROFESSIONALS

2001 Edmund Halley Drive
Suite 400
Reston, VA 20191
703-322-9565
www.trustvip.com