

STRATEGIC PLANNING & EXECUTION

Forge provides strategic planning and execution services that allow growing organizations to leverage hands-on strategy application, understanding of best practices from businesses of all sizes, and identifying potential pitfalls to avoid.

Applying these capabilities result in organizations being more focused on achieving their objectives, aligned directly to their mission, vision, and goals.

Forge tailors each engagement to client needs to ensure efficient use of time, determining specific measures of success to maintain focus and adjust direction. By using proven methodologies, Forge delivers consistent planning, deployment, execution, reporting and analysis of strategic, tactical, and operational processes.



STRATEGIC PLANNING

Structured but flexible framework aligned to client needs and availability

- » Assessment of 3-5 year goals

Identification of best practices from similar successful organizations

- » Industry and government expertise

Planning to avoid common pitfalls at each stage of organizational growth

- » Defined milestones and benchmarks

Inclusion of all stakeholders to reduce risk of incomplete or inaccurate strategy

- » Internal and external surveys



STRATEGIC EXECUTION

Strategic plan implementation roadmap

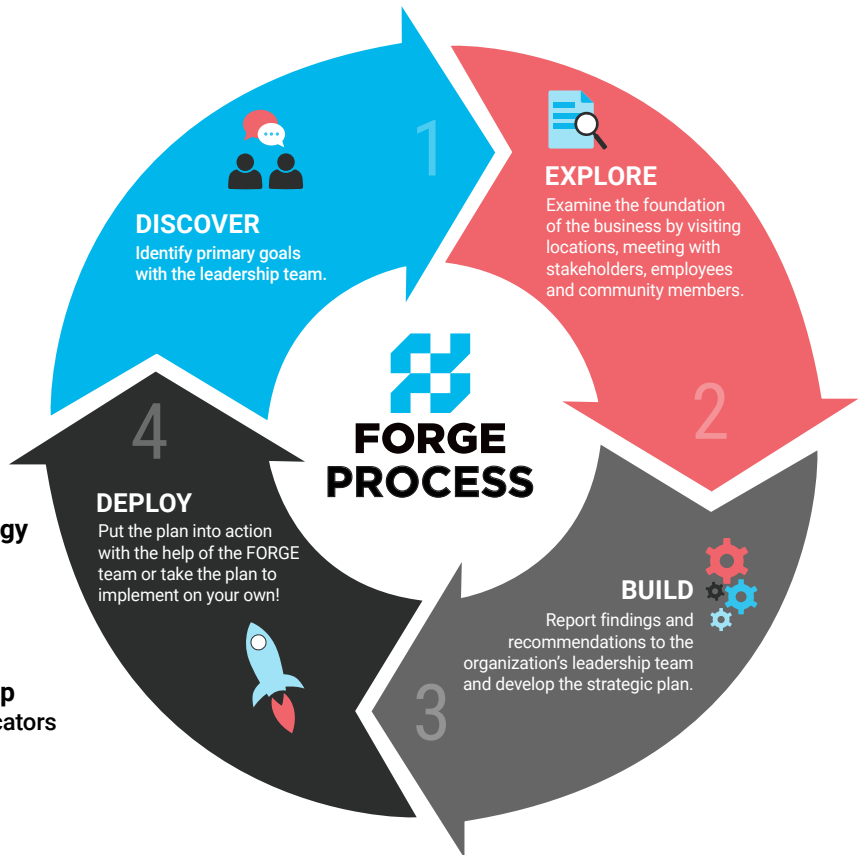
- » Identification of Key Performance Indicators

Management and staff orientation

- » Aligning strategic plan with ongoing business functions and activities

Reporting and Analysis

- » Assessment of plan execution with contingencies to address unexpected issues



OTHER FORGE SERVICES

- » Business Development including Capture Coaching and Proposal Support
- » Training
- » Program/Project Management
- » Lobbying Services – Strategy and Execution

CONTRACTOR SUPPORT SERVICES

Forge provides services to assist organizations in the identification, qualification, and pursuit of growth opportunities. Our structured yet flexible approach provides guidance in making decisions to determine the viability of any opportunity. Forge Contractor Services cover the full spectrum of new business capture from opportunity identification through the proposal phase to contract execution. With over 85 years of combined experience in managing and executing contractor services, our subject matter experts help organizations to free staff from intensive capture and proposal work, allowing them to stay focused on client-based efforts.



GROWTH SUPPORT



Market Identification/Analysis

- » Determining highest return on investment for marketing and business development efforts

Capture Guidance

- » Preparation to pursue an opportunity

Gate Reviews

- » Critical go/no-go decision points

Solicitation Reviews

- » Initial assessment of opportunities for alignment of capabilities and experience

Response Templates

- » Tailorable formats based on type and size of pursuit

Win Theme Facilitation

- » Emphasizing organizational strengths and competitive advantages

Compliance Matrix Development

- » Ensure response meets or exceeds requirements

Storyboard/Solutioning

- » Development of technical, management, and pricing response approaches

Proposal Color Review Facilitation And Participation

- » Structured process to advance each response to completion

Cost Volume Assistance

- » Pricing Strategy – guidance for preparing reasonable, accurate and compliant pricing
- » Pricing Template Development – preparation of pricing spreadsheets, templates and completion of cost volume pricing deliverables
- » Basis of Estimate – ensure accuracy and reasonableness of pricing and alignment with staffing approach
- » Alignment with Technical Volume

TRAINING



- » Capture Process
- » Proposal Development Process
- » Basis of Estimate

PROJECT MANAGEMENT CONSULTING



- » Work Breakdown Structure
- » Earned Value/Performance Management

OTHER FORGE SERVICES

- » Strategic Planning & Execution
- » Leadership Development
- » Government & Community Relations