



THIRD PARTY ASSESSMENT

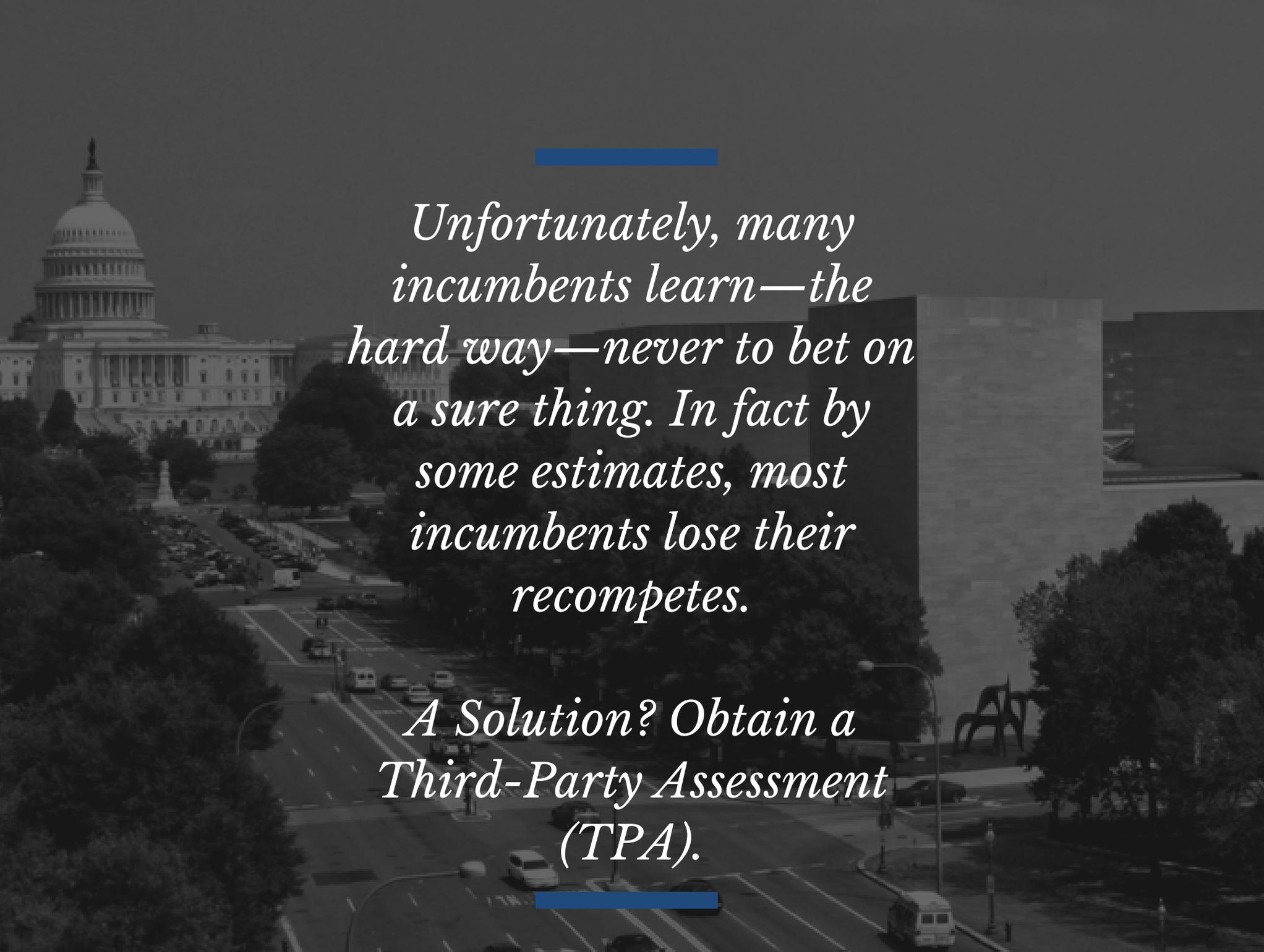
A Capture Service by AOC Key Solutions, Inc. (KSI)

Your contract ends soon, and your customer will issue a new RFP.

Who's worried? Over time the scope has increased, and the contract is now a significant element of the customer's business model. You've performed successfully, avoiding or quickly resolving problems, receiving frequent praise.

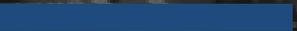
This proves the customer loves you, right?



An aerial, grayscale photograph of the U.S. Capitol building in Washington, D.C., with a blue horizontal bar above the text. The Capitol's dome is prominent on the left, and the surrounding streets and trees are visible. The text is centered in a white, italicized serif font.

Unfortunately, many incumbents learn—the hard way—never to bet on a sure thing. In fact by some estimates, most incumbents lose their recompetes.

A Solution? Obtain a Third-Party Assessment (TPA).

A blue horizontal bar located at the bottom center of the page, below the text.

A close-up, grayscale photograph of a hand holding a dark pen, drawing a checkmark inside a rectangular box on a document. The document has several other rectangular boxes, some containing checkmarks and others empty. The background is a solid blue color.

WHY GET A TPA?

1. To Win Your Re-compete

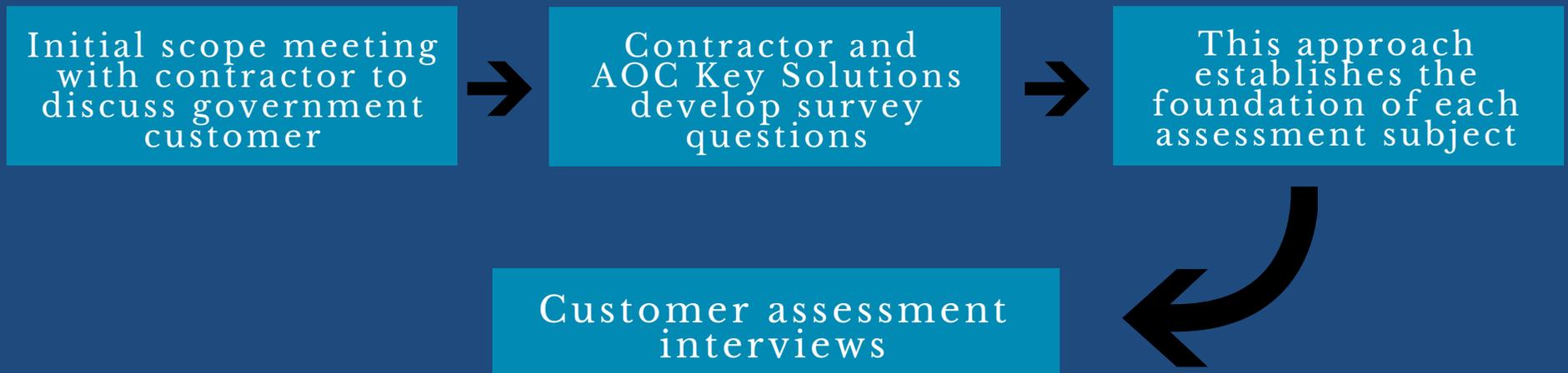
- Improve overall customer relationships
- Identify program improvements
- Reinforce program success
- Strengthen capture process
- Allows for early course correction
- Gather strategic and tactical intel

2. Customer Opinion Matters. Perception is reality

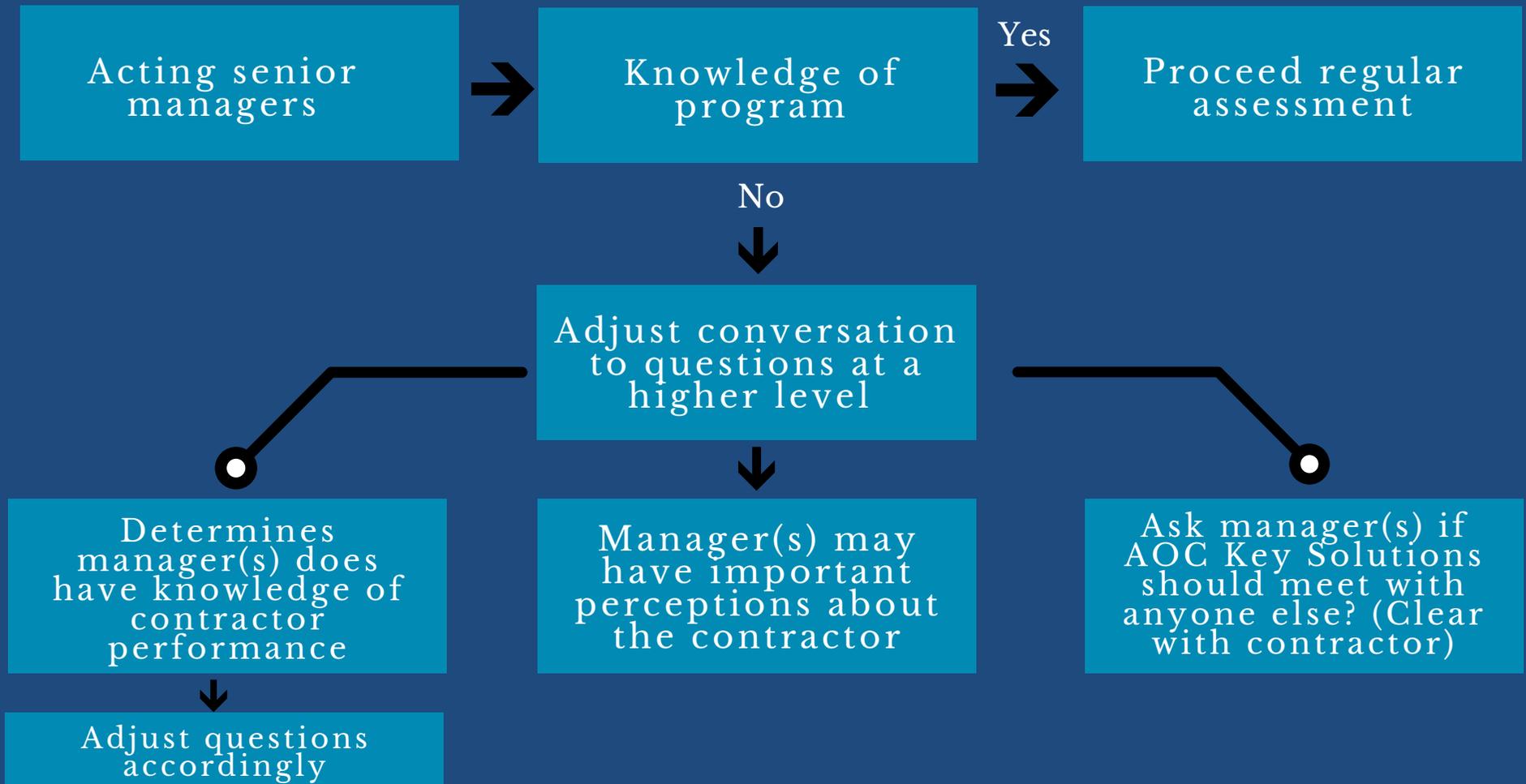
3. Augment quality assurance program

HOW DOES IT
WORK?

APPROACH TO PERSONAL INTERACTIVE DISCUSSIONS



DISCUSSIONS WITH ACTING SENIOR MANAGERS



FREQUENTLY ASKED QUESTIONS



How would AOC Key Solutions obtain participation with an unwilling/non responsive client?

- Meet with key government decision makers
- Include them as part of the process so they embrace the Assessment
- Copy of introduction letter early in the process
- Make sure benefits of TPA are clearly articulated

How would AOC Key Solutions manage the process when dealing with several "acting" managers?

- Communicate major topic areas and benefits of exploration
- Reassure them that the Assessment will identify opportunities for contractor improvement and improve program performance





"We won the \$40M re-compete.

*Your assessment proved to be
pivotal as our team was
drinking its own bathwater
prior to it."*

CLIENT: SAIC



"We just received notification that we were successful in the award valued at a little over \$80 million."

The Assessment allowed us to focus on those areas that were in need of improvement in time to make a difference. It certainly helped make our proposal stronger."

CLIENT: AMEC

AOC Key Solutions is a consulting firm that helps companies win government contracts through proposal development, capture, and market assessment services.

To learn more visit: www.aockeysolutions.com

