

MARGIN IMPROVEMENT FOR GOVERNMENT CONTRACTORS



i3 IMPLEMENTATION BENEFITS

Focus on People, Process and Technology

Workflow Automation to Improve Quality, Repeatability, and Efficiency

Analysis Dashboards to Improve Speed and Quality of Decision-making

Lean and Streamlined Process Infrastructure

Evaluation of Strategic Human Resources Needs

GET STARTED RIGHT AWAY

Most companies spend tremendous organizational energy and capital in gaining new sales to grow top line revenue. As companies grow, and especially when they grow suddenly, the back-office infrastructure (people, tools, and processes) is not adequate to support the work demands associated with their revenue growth.

For many companies, the immediate direction is to add staff to overcome the lack of adequate tools and processes. Unfortunately, this response quickly drives down the margin, reduces cash on hand, and can stymie future growth. In turn, companies subsequently cut staff to improve margin, but suffer when basic back office functions (i.e., accounts payable, purchasing, IT) cannot support the demands of the business.

THE i3 APPROACH TO MARGIN IMPROVEMENT

The i3 consulting approach to margin improvement focuses on planning and executing a strategic and scalable back office support solution. We focus on identifying and implementing the right processes and tools to support an efficient and cost effective back office function that is scalable up and down with the demands of the business. Also, we provide support to identify the right skills and qualifications for staff that will be needed to implement an evolving infrastructure.



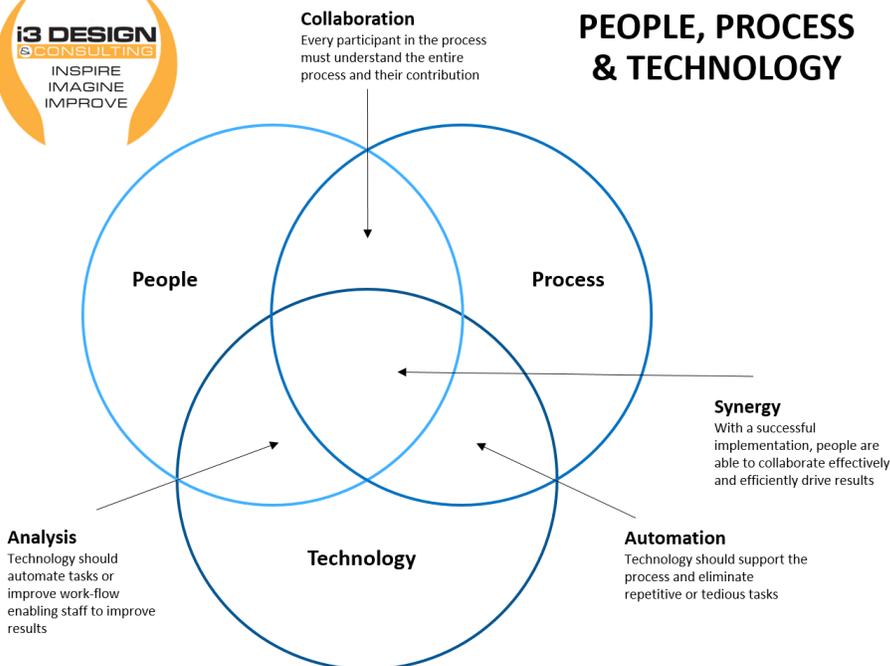
People

As organizations grow, the human resources strategy becomes more complex. Depending on a single person to operate finance and accounting, contracts, and procurement quickly become unworkable as the business grows. We assess your current human resources baseline in the context of your current and future growth plans. Based on that analysis, i3

develops a human resources strategy that makes certain the organization has the right number of people with the right skill sets to be successful, reduces costs, and improves long term margin.

Process

If your process is broken or undocumented, no tool will magically fix it. Well designed and lean processes not only improve the quality and repeatability of the work, but they also define the role of people in the organization enabling them to fully contribute to its success. i3 develops processes based on concepts from lean and agile. We focus on creating methods that are value added, reduce unnecessary steps and waste, and are written at the right level of detail for the type of workforce and activities to be performed.



Technology

Our approach to technology centers on identifying tools and platforms capable of delivering workflow automation, dashboards and analytics, and integrates with your existing business systems. The integration of your lean processes with workflow significantly improves quality, repeatability, and efficiency. This approach reduces costs over the long run as it enables work to be completed with the fewest resources. The dashboard and analytics improve the speed and quality of decision making by creating visibility into the business process. Integration with existing business systems enables data flow to across platforms and enables the establishment of single sources of data reducing the management cost associated with duplicative data in multiple systems.

ACCOMPLISHMENTS

i3 has successfully improved performance and lowered cost for our customers. Examples include:

- ◆ Integrated online access to client internal business services and automated associated processes in contracts, procurement, HR, IT, security, and facilities. Improved customer satisfaction of internal business functions by 94%.
- ◆ Implemented on-boarding/off-boarding automation that cut Human Resource costs for that function by 65%.
- ◆ Introduced paperless content management system to support contracts and procurement organizations reducing space footprint and paper archiving costs by \$75,000 per month.
- ◆ Doubled throughput rates for transactional processing of procurements and vendor payment by automating key business processes and systems in contracts, procurement, and accounts payable
- ◆ Integrated key data element of a case management system with human resources data to reducing data management costs by 38%.



129 Stoneledge PL NE | Leesburg, VA 20176

Phone: 571.334.2110

i3designandconsulting.com