

COMPANY PROFILE

DUNS #: 015856333 **CAGE CODE:** 6ESH9
TAX ID: 27-4537920 **STATUS:** Small Business
PRIMARY NAICS: 541611 - Administrative Management and General Management Consulting Services

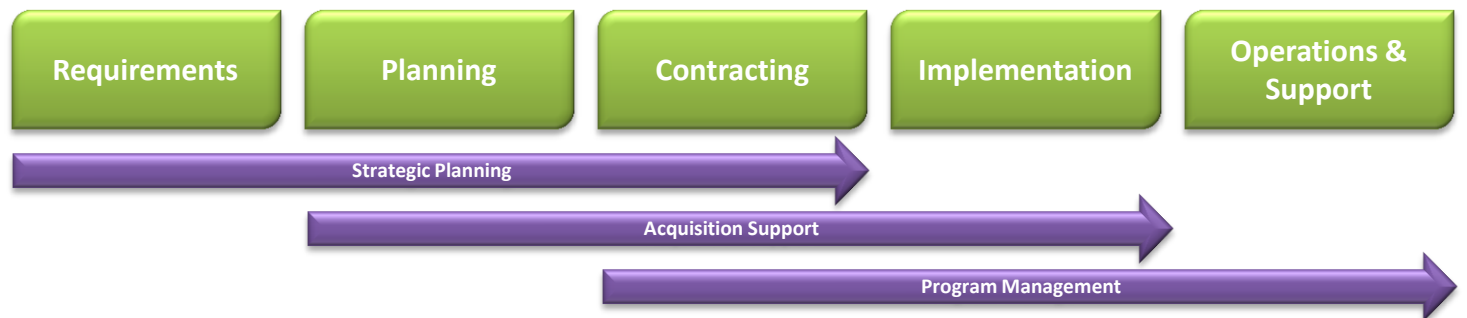
COMPANY SUMMARY

ZYGOS Consulting is a management and technology consulting firm specializing in **Strategic Planning, Acquisition Support, and Program Management**. ZYGOS was founded by consultants with experience at top-tier consulting firms such as Gartner and Ernst & Young. Our industry veterans are complemented by retired Military officers and Government civilians who offer their decades of experience and lessons learned to our clients. ZYGOS provides high-end advisory consulting at a fraction of the cost of traditional firms, and our status as a small business allows us to move with agility to meet client needs.

Our Mission is to help IT leaders make The Right Decisions Right Now with relevant strategic support across the IT lifecycle.

In our role as trusted advisors ZYGOS leverages collective experience on over 100 projects to help our clients make critical decisions based on rigorous methodologies and discipline. ZYGOS' leadership has engrained unprecedented quality into its culture through relentless focus and proven practices. ZYGOS' recommendations stand up to the highest level of scrutiny and provide our clients with a comfort level that their decisions will be timely and supported by accurate, objective, and detailed analysis.

ZYGOS SERVICE OFFERINGS SPAN THE ENTIRE PROGRAM LIFECYCLE



STRATEGIC PLANNING

- **Business Strategy:** Development of organizational direction and priorities that drive programs to meet stakeholder needs and ensure mission success.
- **IT Strategy and Planning:** Approach for the utilization of technology in support of the Business Strategy.
- **Analysis of Alternatives:** Highly structured methodology to objectively evaluate potential courses of action and make informed decisions.
- **Business Case Analysis:** Analysis of potential investments to determine quantitative and qualitative costs and benefits in support of critical decisions.
- **Portfolio Management:** Application of systematic management to enterprise capabilities to enable measurement and objective evaluation of investments.
- **Governance Support:** Definition of the policy, structure and process for making the right decisions at the right levels and properly distinguishing governance from management.

ACQUISITION SUPPORT

- **Acquisition Strategy and Planning:** DoD 5000 Series and DoD Framework for the Acquisition of Services compliant programmatic milestone and acquisition planning documentation.
- **Market Research:** Assessment of potential sources to determine capabilities and deliver high quality Market Research Reports that provide the critical foundation for the acquisition strategy and planning process.
- **Contract Vehicle Selection:** Assessment and recommendation of most appropriate vehicle based on Business Case Analysis and Analysis of Contracting Alternatives developed leveraging the proven ZYGOS Analysis of Alternatives methodology.
- **Solicitation Development:** Development of Acquisition Requirements Packages to include Performance Work Statements (PWS), Better Buying Power initiatives (e.g., reducing contractor indirects, tying fee to performance), support for Independent Government Cost Estimates and Services Contract Approval Requests, proper contract types and incentive structures.
- **Source Selection Advisory Support:** Technical, management, and advisory expertise to assist in evaluation of proposals and ensure the best value to the government.
- **Contract Administration:** Assistance to ensure contract performance requirements are met and customer requirements are delivered. Independent Verification and Validation (IV&V) support to objective assessment of vendor and/or system performance (e.g., Contractor Performance Assessment Reporting System [CPARS]) to improve outcomes and maximize benefits realization.

PROGRAM MANAGEMENT

- **Requirements Definition and Management:** Facilitation of requirements identification, documentation and traceability through the program lifecycle.
- **PMO Stand-up and Operations:** Full life-cycle PMO support including: Program Integration, Schedule Management, Earned Value Management (EVM), Quality Assurance, Risk Management, Issue Management and Knowledge Management.
- **Organizational Change Management:** Stakeholder Analysis and Management, Change Leadership, Communications, Training, Solution Adoption.
- **Program Assessment:** Structured program health check to identify strengths, weaknesses and opportunities with focused recommendations.

PAST PERFORMANCE

 <p>Defense Security Cooperation Agency (DSCA)</p>	<p>ZYGOS provides acquisition consulting to DSCA in support of the Security Cooperation Enterprise Solution (SCES) program, a Tri-Service Enterprise Resource Planning (ERP) solution for Foreign Military Sales (FMS) case execution. ZYGOS provided SCES with acquisition planning and support services starting with development of the program's Acquisition Strategy and continuing through to award of development contracts. Services include acquisition planning, market research, contract vehicle analysis and selection, and acquisition package development (including Market Research Reports, Performance Work Statements, Cost Estimates, Incentive Fee Plans, Source Selection Evaluation Plans, and Quality Assurance Surveillance Plans). ZYGOS also acted in the capacity of technical advisor to the source selection boards.</p>
 <p>Army Enterprise Systems Integration Program (AESIP)</p>	<p>Army War Reserve Deployment System (AWRDS) Analysis of Analysis (AoA) and Business Case Analysis (BCA): ZYGOS leveraged its successful AoA methodology to conduct an AoA and BCA on the Army Pre-Positioned Stock (APS) functionality of AWRDS. The study assessed the current APS functions in regards to two possible courses of action, each with subtle pros and cons that had to be drawn out through the analysis. ZYGOS' recommendation enabled the Army to make an informed decision based on objective analysis, taking all appropriate factors into consideration.</p> <p>Army ERP Services Support: ZYGOS provides the Army ERP programs with acquisition planning and support services, which started with the development of an Integrated Project Team (IPT) Charter and continued by following and documenting each step in the DoD Seven-Step Framework for a Services Acquisition. ZYGOS aided our client with tools, techniques, methodologies, and hands-on support to develop a Market Research Report and an Office of Management and Budget (OMB)-directed Business Case and Analysis of Contracting Alternatives. ZYGOS' subject matter experts are integrally involved in development of the Acquisition Strategy and Acquisition Requirements Package documents to include participation in the Service Acquisition Workshop (SAW) and utilization of the Acquisition Requirements Roadmap Tool (ARRT). To further a Better Buying Power culture ZYGOS has provided advice and recommendations on strategic sourcing, reducing indirect costs, increasing utilization of Small Business, maximizing competition, shortening award and task order cycle times, and centralizing contract planning and administration.</p>
 <p>Global Combat Support System - Army (GCSS-Army)</p>	<p>Global Combat Support System-Army (GCSS-Army) AoA and BCA: ZYGOS conducted a Congressionally mandated AoA and BCA on the \$4B ACAT I GCSS-Army program. The study leveraged ZYGOS' seven-step AoA methodology that included development of a weighted evaluation model with rigorous assessment criteria to compare the current program and three alternative courses of action as directed by the Congress (modifying legacy systems, hybrid GCSS-Army and legacy systems, Army adoption of GCSS-Marine Corps). As part of this project, ZYGOS developed a detailed cost and benefit estimating model to support the analysis and recommendation. The analysis was vetted and approved by the Deputy Assistant Secretary of the Army for Cost and Economics (DASA-CE) and the Army's Cost-Benefit Analysis Review Board.</p> <p>GCSS-Army Acquisition Support: ZYGOS provides GCSS-Army with acquisition planning and support services to include: Acquisition Planning and Strategies, Contracting Negotiations and Courses of Action, Risk Management, development of Performance Work Statements and Intellectual Property Strategies.</p>
 <p>Army Logistics Modernization Program (LMP)</p>	<p>ZYGOS supports the Army's LMP as a Subject Matter Expert (SME) for the development and management of LMP's Increment 2 Milestone B documentation under the guidelines and governance of the DoD's Business Capability Lifecycle (BCL) process. ZYGOS developed, coordinated, and managed documentation including the Systems Engineering Plan (SEP) and Technical Data Rights Strategy (TDRS) to support the Prototyping Phase of the BCL and progression through Milestone B. Through active coordination and management of this documentation with stakeholders across various echelons of Army and DoD, ZYGOS promoted efficient review activities that reduced the need for rework, ensured a high level of quality in each of the deliverables, and decreased review and staffing timelines.</p>
 <p>United States Department of Agriculture (USDA)</p>	<p>ZYGOS led an AoA to select the most appropriate alternative for implementing acreage reporting/inventory reporting (AR/IR) at USDA. Alternatives analyzed included a modified version of the legacy system currently providing the functionality, an SAP ERP based solution, and a new Commercial-Off-The-Shelf (COTS) solution. The project leveraged ZYGOS' seven-step AoA methodology that included development of a weighted evaluation model with rigorous assessment criteria to compare the three alternatives. The recommended strategy aided USDA in the deployment of faster, better AR/IR functionality at a reduced cost.</p>