

	Issues	INSIGHT's Services	Client Benefits
<b>Strategy &amp; Tactics</b>	<ul style="list-style-type: none"> <li>Survival—next steps</li> <li>Establishment in community</li> <li>Development of differentiators in service offerings</li> </ul>	<ul style="list-style-type: none"> <li>Strategic analysis/planning</li> <li>Resource allocation recommendations</li> <li>Assessment/realignment of core capabilities relative to marketplace needs</li> <li>Development/definition of unique market differentiators</li> <li>Message development/presentation</li> </ul>	<ul style="list-style-type: none"> <li>Focused business approach</li> </ul>
<b>Business Development</b>	<ul style="list-style-type: none"> <li>Rapid identification and qualification of opportunities</li> <li>Positioning to win</li> <li>Development and submission of winning proposals</li> <li>Contract closure</li> </ul>	<ul style="list-style-type: none"> <li>Relationship building and positioning w/government, prime contractors and subcontractors</li> <li>Opportunity development and qualification</li> <li>Sole source guidance</li> <li>Bid strategies and theme development</li> <li>Presentation development and coaching</li> <li>Proposal review</li> </ul>	<ul style="list-style-type: none"> <li>Pursuit of high payoff opportunities</li> </ul>
<b>Management</b>	<ul style="list-style-type: none"> <li>Project management – ensure success and growth in contract execution</li> <li>General management – manage growth/success and move company to next level</li> </ul>	<ul style="list-style-type: none"> <li>Project management – program review methodology and program reviews</li> <li>General management coaching and mentoring</li> </ul>	<ul style="list-style-type: none"> <li>Reduced execution risk</li> </ul>
<b>Infrastructure</b>	<ul style="list-style-type: none"> <li>Build-up functional organization (HR, F&amp;A, contracts administration)</li> <li>Manage regulatory and compliance issues</li> </ul>	<ul style="list-style-type: none"> <li>Develop/review policies, procedures, compliance plans</li> <li>Analyze and recommend plans and documents (HR, contracts)</li> <li>Analyze competitive financial infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>Strong base to support growth</li> </ul>