



**Review current
operational data to
gather requirements**

**Assess acquisition
operations against
the GAO Framework**

Integrated Assessment Deliverables

- Requirements Analysis
- Organizational Assessment
- Policy & Process Review
- Workforce Analysis
- Knowledge/Information Sharing Assessment

Integrated Assessment

Invest in Delivering Superior Acquisition Outcomes

Public sector acquisition consists of a complex array of touch-points, work and communications flows, rules and regulations, cultural factors, and finite resources—a challenge to keep operating at top efficiency. A comprehensive, integrated assessment provides a 360° view of your operations that lays the foundation for improving acquisition performance using the cornerstones of the *GAO Framework for Assessing the Acquisition Function at Federal Agencies*.

Requirements Analysis

The Integrated Assessment starts with a comprehensive requirements analysis. This process collects and categorizes your organization's existing spend data, current business rules, and the criteria your organization uses to manage demand. The requirements analysis identifies strategic objectives for acquisition activities as well as the unique set of constraints within which your agency must operate to achieve those objectives.

Organizational Structure & Leadership

With the basic organizational requirements defined, the Acquisition Solutions team will assess the impact of organizational structure and leadership on acquisition efficiency and effectiveness. The team combines documentation reviews, observation, and interviews to identify the “as-is” state of your organization, including any bottlenecks in information flow and glitches in decision-making, as well as the strengths that can be built upon. This cornerstone of the GAO Framework provides the underpinnings necessary for developing and maintaining stakeholder buy-in by evaluating your acquisition organization structure and leadership roles within the context of your agency's decision-making hierarchy.

Policy & Process Review

The Acquisition Solutions team collects and reviews existing policy guidance, with a focus on assessing its currency with regulatory requirements and management directives. In addition, the team examines how effectively your current processes map to policies and how well policies and processes are incorporated into daily operations, with an eye toward process improvement recommendations that achieve mission alignment. The Policy & Process review not only promotes

Identify resource needs and competencies

Evaluate knowledge capture, transfer, and reuse to promote compliance and optimize performance

compliance, but it also supports efforts to align acquisition operations with your agency's overall mission and objectives.

Workforce Analysis

A critical piece of our Integrated Assessment approach, workforce analysis includes a thorough analysis of current staffing levels, competencies, and mix. This analysis identifies gaps and weaknesses in the workforce structure and development plans, and well as strengths that can be capitalized upon in creating and implementing workforce performance improvement, satisfaction, and retention programs. The Acquisition Solutions team also looks at succession planning to determine longer-range resource allocation needs and leadership development requirements. Taken together, these analytics provide a roadmap for comprehensive organizational development efforts.

Knowledge & Information-Sharing Assessment

Effective communications flow ensures that improvements and new initiatives can be successfully executed. This phase of the Integrated Assessment identifies and evaluates how knowledge is moved throughout your acquisition operations and how effective communications flows are in supporting knowledge capture, transfer, and reuse.

Multiple factors, both internal and external to your agency, present enormous challenges to acquisition operations. Consider investing end-of-year funds in an Integrated Assessment from Acquisition Solutions. We can conduct an Integrated Assessment within a 3- to 6-month time frame, providing you a comprehensive review and actionable recommendations to spur your organization towards superior acquisition outcomes.

No Conflicts of Interest

Acquisition Solutions consults exclusively with public sector clients to structure and execute innovative, high-performing acquisition operations that deliver superior mission outcomes. Adhering to a strict corporate policy to avoid conflicts of interest, we do not consult, market, or lobby for commercial clients that could benefit from privileged information to which we might have access in the course of providing acquisition support. Nor does the firm have divisions or other internal organizations that compete for Government contracts other than those for acquisition and program management support.

Your Partner in Improving Acquisition Outcomes

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