

GOVSCIENCE®

TECHNOLOGIES • MANAGEMENT • STRATEGIES



Company Overview

GOVSCIENCE PARTNERS LLC

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BACKGROUND

- Established in 2005 - Metro DC Based
- Privately Held Partnership
- Federal Contractor Registration
- Small Business Enterprise
- Public & Private Sector Experience
- Federal, State & Local Government
- Strategic Alliances & Partnerships
- Value Add Solutions Business Model
- Advisors/Strategists/Managers/Integrators

CORE COMPETENCIES

- Business Planning & Market Analysis
- Contract Development & Negotiations
- Design-Build-Operate-Maintain-Transfer
- Government & Private Infrastructure
- Intelligent Technology-Based Solutions
- Intelligent Transportation Infrastructure
- Program & Operations Management
- Program Development & Financing
- Public-Private Partnerships

KEY MARKETS & CLIENT PROFILES

Federal Government

- Borders, Homeland Security & Military

State & Local Government

- Airports, Highways, Ports, Rail & Transit

Private Enterprise

- Advisors, Consultants & Engineers
- Contractors & Design-Build Partners
- Equity Partners & Venture Capital Firms
- Solution Developers & Service Providers
- Technology Delivery & Business Operations

MISSION

- Provide expert subject matter capital, strategic management support and technology-based solutions for the public and private sector ... worldwide
- Maximize our client's success in achieving their business goals and high-end performance
- Provide thought leadership, management discipline and transparency to our clients
- Operate as a long-term partner and deliver value in every aspect of our client's business objectives

CULTURE & VALUES

- Our clients are our greatest assets and we strive to over-deliver in all areas
- We engage intimately and intensely with our clients and we are authentic in our presence
- We take ownership of our clients objectives and drive with discipline and attention to detail
- We focus on delivering services and solutions that enhance the business value proposition
- We cultivate thought leadership with our partners and synthesize impactful results
- We thrive in a complex business environment with virtual attributes

GOVERNANCE & PARTNERS

	BACKGROUND	FOCUS AREA
Alan Allegretto Managing Partner Tel: +1 571-252-8200 Skype: +1 571-252-7900 aalleg@govscience.com	<ul style="list-style-type: none"> • Xerox/ACS - Group President • TransCore LP - COO • Parsons Corp - SVP • HNTB - PM/Group Director • USAF - Aviator/Engineer (Ret.) • NJ Institute of Technology • Air Force Institute of Technology 	<ul style="list-style-type: none"> • Business Strategy • C-Level Experience • Design-Build • Engineering • Infrastructure • Integrated Systems • Transportation
Partners Private Sector Subject Matter Experts & Firms	<ul style="list-style-type: none"> • Business Strategy • Engineering Design • Construction Management • IT Solutions • Private Equity/Investors • Public & Political Relations • Software Development • Systems Integration 	<ul style="list-style-type: none"> • Infrastructure • Integrated Systems • ITS/ETC/Security • Product Integration • Public Policy • Public Strategy • Solution Delivery • Support Services

BUSINESS PLANNING | MARKET ASSESSMENT

- **Business Development:** Strategic planning; proposal development; business and revenue models; and new venture market penetration.
- **Business Process Outsourcing:** Formulate viable outsourcing alternatives to complex business processes and unique mission elements and facilitate business alliances with private sector service providers, contractors and suppliers.
- **Client Representation:** Serve as an authorized representative for our clients on complex multi-discipline programs or where third-party subject matter expertise is needed to facilitate specific elements of program development, management and implementation.
- **Due Diligence Assessment:** Due diligence assessment of corporate capabilities, project status, financial profile, and staff competencies. Assessment of resource core competencies for utilization across new ventures and business models.
- **Industry Research:** Research public sector and private sector markets, competitive landscape, pricing models, risk profiles, procurement policies and owner contract terms and conditions.
- **Public-Private-Partnerships:** Provide planning, due diligence, strategic partnering, assessment of infrastructure & technical attributes, and business model formulation support.
- **Strategic Partnering:** Develop team composition for complex programs and facilitate business arrangement among constituents.

FINANCIAL | OPERATIONS | PROGRAM MANAGEMENT

- **Claims Management:** Evaluate the quality of deliverables and work performed by contractors, vendors and suppliers; develop compliance matrices based on expected versus actual performance to establish contractual variances; and facilitate contract modifications and negotiations.
- **Contract & Risk Management:** Develop qualitative risk analysis of contractual terms and conditions associated with complex technology and infrastructure delivery programs; and perform focused management oversight to mitigate risks and optimize delivery performance.
- **Cost Estimating & Scheduling:** Detailed cost estimating, scheduling and budgetary planning for complex technology delivery programs.
- **Enterprise Process Management:** Evaluate business process methodologies utilized by business and government; audit and re-engineer organizational structures and communications plans; and optimize business and revenue generating efficiencies within complex organizations.
- **Financial Management & Planning:** Provide financial operating, management and planning support for start-up and established business in the public and private sector enterprise community.
- **Manpower & Workload Analysis:** Detailed evaluation of manpower requirements and workload by work breakdown structure
- **Organizational Effectiveness:** Provide management solutions to enhance business performance and mission effectiveness; and facilitate post-merger and acquisition change management.
- **Project Management:** General management of project development, delivery and execution for technology and infrastructure programs.

INFRASTRUCTURE | TECHNOLOGIES

- **Capital Programming:** Develop financial, schematic and conceptual planning models for complex infrastructure and technology-based programs.
- **Concept & System Development:** Develop conceptual system schematics, hardware & equipment layouts, documentation, and performance specifications defining functional and operational requirements of applied technologies.
- **Implementation Oversight:** Oversight and management of technology delivery, implementation and testing processes; validate the operational performance and quality of systems and related infrastructure; ensure compliance with contract documents and technical specifications; review contractor shop drawings and detailed design documentation; and monitor system acceptance testing.
- **Program Development:** Develop Requests for Proposals (RFP), Requests for Information (RFI), Requests for Qualifications (RFQ); manage and facilitate public procurement processes; assess financial and budgetary requirements; strategic program planning; evaluate and analyze bid proposals; evaluate bidder qualifications; facilitate bidder/vendor selection; develop and negotiate contract performance terms and conditions.

- **Software Development & System Delivery:** Design, develop & implement intelligent technology-based systems.
- **Technology Assessment & Research:** Perform detailed technical analysis and research of hardware, software, products and emerging technology solutions and determine their suitability for use in various government enterprise applications and infrastructure platforms.

SELECTED PUBLIC AGENCY EXPERIENCE

▪ Bay Area Rapid Transit Authority	▪ New Jersey Transit
▪ Buffalo & Fort Erie Public Bridge Authority	▪ New Jersey Turnpike Authority
▪ Burlington County Bridge Commission	▪ New York City Department of Transportation
▪ Delaware Department of Transportation	▪ New York State Department of Transportation
▪ Delaware River & Bay Authority	▪ North Texas Tollway Authority
▪ Delaware River Joint Toll Bridge Commission	▪ Ohio Turnpike Commission
▪ Dulles Greenway	▪ Oklahoma Turnpike Authority
▪ E-ZPass Inter-Agency Group	▪ Orlando-Orange County Expressway Authority
▪ Gasparilla Island Bridge Authority	▪ Pennsylvania Turnpike Commission
▪ Harris County Toll Road Authority	▪ Port Authority of New York & New Jersey
▪ Illinois State Toll and Highway Authority	▪ Rhode Island Turnpike & Bridge Authority
▪ Maine Turnpike Authority	▪ Richmond Metropolitan Authority
▪ Massachusetts Bay Transportation Authority	▪ South Jersey Transportation Authority
▪ Massachusetts Port Authority	▪ Transportation Corridor Agencies
▪ Massachusetts Turnpike Authority	▪ US Air Force Civil Engineering Agency
▪ Metropolitan Transit Authority (NYC)	▪ US Air Force HQ Air Combat Command
▪ New Castle County Airport	▪ US Air Force HQ Air Mobility Command
▪ New Hampshire Department of Transportation	▪ US Air National Guard
▪ New Jersey Consortium	▪ US Army Corps of Engineers
▪ New Jersey Department of Transportation	▪ US Navy Air Systems Command
▪ New Jersey Highway Authority	▪ Virginia Department of Transportation
▪ New Jersey Sports & Exposition Authority	▪ West Virginia Parkways Authority

SELECTED BUSINESS MODELS

- Negotiated fixed-fee agreement for unlimited access to firm services for specific client scope
- Retainer agreement for services supporting client’s general business objectives amended as needed for scope modifications
- Billing rate agreement for services supporting anticipated client scope with flexible timelines
- Negotiated success-fee agreement with monthly overhead retainer for unlimited access to firm services for new business pursuit(s)

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