

ICP International

Corporate Briefing

www.icpinternational.net

Contents

- Company Overview
- Solutions
 - Strategy Development & Deployment
 - Lean Six Sigma (LSS)
 - Systems Requirements Design & Application Development
 - Business Process Reengineering
 - Program & Project Management
- Clients
- Contracting Opportunities

Company Overview

- Led by former practices leaders of PwC's (and later IBM's) Lean Six Sigma & Organizational Transformation Practice
 - **Jerry Blakeslee** – Partner, co-author of *Strategic Six Sigma – Best Practices from the Executive Suite*; John Wiley & Sons 2002
 - **Gerard Sequeira** – Former PwC Director – Lean Six Sigma and Organizational Transformation practice
 - **Dick Smith** – Partner-in-Charge, co-author of *Strategic Six Sigma – Best Practices from the Executive Suite*; John Wiley & Sons 2002
- Deep expertise in organizational change, quality, performance metrics
- Boutique consultancy focused on results and client's ROI
- Big firm depth with small firm agility – more than 15 senior consultants, with deep experience in solving complex operational and strategic problems
- GSA Schedule holder – MOBIS
- Website: www.icpinternational.net

What We Believe...How We Work

- We believe management consultants should help solve their clients' most pressing strategic and operational problems...
 - Consultants that become *de facto* employees offer few fresh insights
- Clients benefit from the technical expertise of consultants, so the experience of the consultants is the critical success factor
- Consultants whose experiences are deep and wide offer fresh insights for solving seemingly intractable problems
- We do not sell *our experience* and then staff the project with youthful inexperience...our team consists of senior people, each with more than 15 years of consulting and corporate experience

The Challenges Our Clients Typically Face

- **Complexity** – work done in a relative vacuum upstream creates downstream complications
- **Information Quality** – incorrect information leads to incorrect decisions and poor customer service
- **Productivity** – significant time spent on chasing down information, checking for errors, and on multiple reviews
- **Inconsistency** - products and services that fall short of customers' needs
- **Risk** – financial, reputational, operational
- **Delays** – cumbersome processes with little value added that lead to long cycle times

Solutions – Strategy Development & Deployment

Achieved Client Benefits: Cohesive Strategy, Organizational Alignment, Cascaded Metrics

- Balanced Scorecard
- Leadership Facilitation & Coaching
- Breakthrough Strategy Creation
- *Value Chain Analysis*
- Communication Planning & Execution
- Implementation Planning



LSS Solutions – Lean Six Sigma Consulting

Achieved Client Benefits: *Rapid results, High ROI, Small Investment*

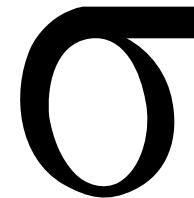
- Clarity on customer's goals & objectives
- Fact-based Analyses
 - Process analysis
 - Performance data
- Unique Insights – from hundreds of client experiences
- Innovative solutions



LSS Solutions – Lean Six Sigma Training

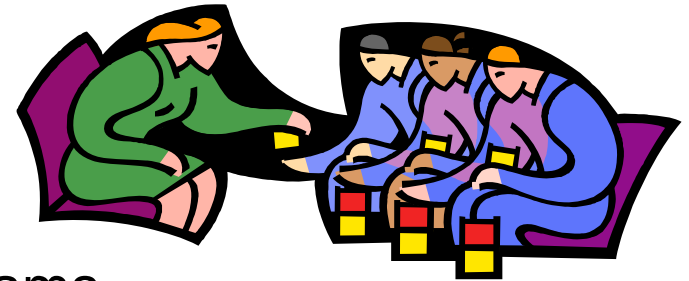
Achieved Client Benefits: High performing organization, Engaged Employees, Data-based problem solving

- Suite of proprietary materials for Lean and Six Sigma
 - Accelerated Black Belt
 - 5-day Lean Green Belt
- Materials customized – never generic – to fit client’s unique organizational culture and operating environment
- Training and certification for all levels from Yellow Belts to Master Black Belts
- Executive Sponsor training, Champions training, Process Owner training
- **Hands-on Simulations** for Lean, Customer Excellence, Process Excellence



LSS Solutions – Project Mentoring

Achieved Client Benefits: *Employee Engagement, Sustainability, High Client ROI, Zero Defect Culture*



- Get in the trenches with LSS project teams
- Bias toward effective application of DMAIC framework
- Guide teams on appropriate use of process analysis techniques and advanced statistics for data analysis
- Focus on measureable **results** and successful project closure

Achieved Client Benefits: *Integrated Applications, Defect-free Processes*

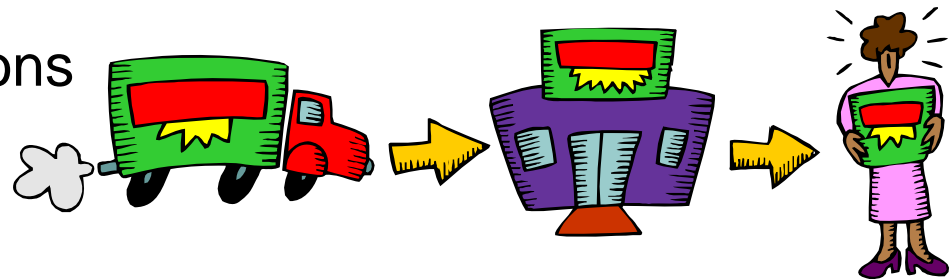
- Optimized Work Flows
- Use Cases & Scenario Design
- IDEF Diagrams
- Activity Diagrams / Class Diagrams / Sequence Diagrams
- Custom Applications Development



Solutions – Business Process Reengineering

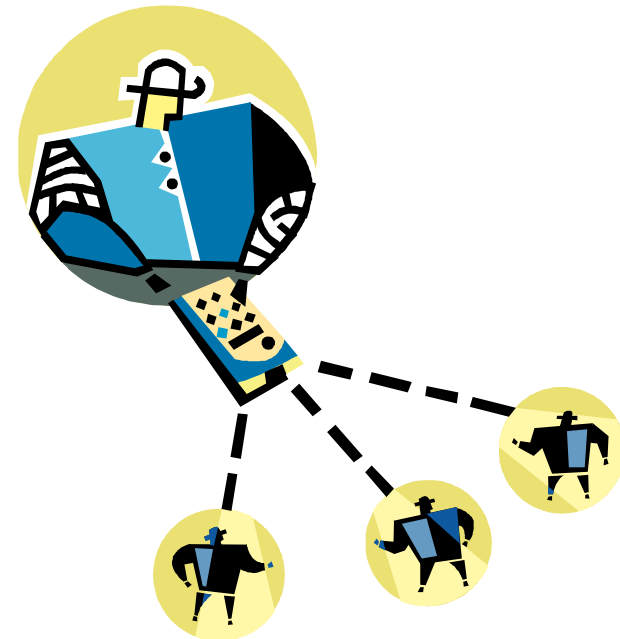
Achieved Client Benefits: Quick Results, Low Investment, Easily Scalable

- Clarification of Strategic Objectives
- Key Business Driver Analysis
- As-is Process Mapping
- Quick Win Recommendations
- To-Be Process Mapping
- New Processes & Procedures
- Sustainment Plan



Achieved Client Benefits: Results Tracking, Lessons Learned, Institutional Memory

- Establish / Manage PMO
 - Metrics
 - Portfolio Management
 - Communications
 - Leadership Tollgate Reviews
- Project Management Training
- PMP Certification Preparation



Solutions – Other

- Benchmarking
- Measurement & Dashboards
- Process Management
- Survey Design & Analysis



Select Clients



U.S. GOVERNMENT PRINTING OFFICE | Keeping America Informed
782 North Capitol St. NW ■ Washington, DC 20401 ■ 202.512.0000



Contracting Opportunities

- GSA Schedule: MOBIS
- MOBIS Number: GS-10F-0145S
- DUNS: 083585377
- POC: Gerard Sequeira
- POC Phone: (703) 528-1759
- POC Email: gsequeira@icpinternational.net
- URL: <http://www.icpinternational.net>