



ACQUISITIONS MANAGEMENT **WHITE PAPER**

The Power of Strategic Acquisition Planning and Management

Prepared by TeleSolv Consulting

Phone: +1-202-844-6400

Email: info@telesolvconsulting.com

Website: www.telesolvconsulting.com

TeleSolv Consulting is at the forefront of providing expert strategic acquisition planning and management solutions tailored to meet the needs and challenges faced by federal organizations. This white paper explores the importance of strategic acquisition planning and management, highlights best practices, and showcases how TeleSolv Consulting's comprehensive services ensure project success.

Potential Benefits of Effective Strategic Acquisition Planning and Management

Strategic acquisition planning and management are the key to successfully achieving the organization's mission. When done well, the agency's limited resources can go further and the whole organization can operate more efficiently and effectively. Effective acquisition planning and management can achieve the following nine goals (at a minimum):

1. Accelerate the acquisition process
2. Create measures of success during and after implementation
3. Reduce costs
4. Decrease in the number of contracts
5. Align acquisitions with agency priorities
6. Increase the efficiency of services provided
7. Increase collaboration between strategic partners
8. Alignment with industry service delivery best practices
9. Standardize acquisition processes and procedures

Challenges to Effective Strategic Acquisition Planning and Management

While there are many significant benefits, the road to achieving them is fraught with challenges.



Poor planning: Planning is at the forefront of effective acquisitions. Agencies are sometimes organized into silos, or their efforts are uncoordinated, and planning suffers as a result. Contracts are often redundant, significantly increasing the administrative burden and inefficiency.

Ineffective requirements definition: Requirements are often poorly defined, which leads to poor contracts that require significant modifications or being cancelled outright before completion.

Lack of standardized processes and procedures: Lack of standardization in processes and procedures produces inefficiency through poor communications and inconsistent results.

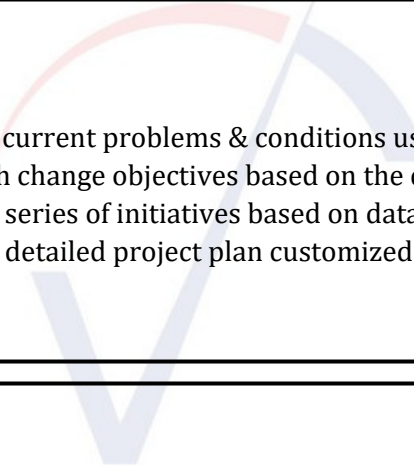
Inadequate vendor engagement and market research skills: Not properly engaging vendors during the acquisition process can lead to a poor understanding of market factors that affect the acquisition and the inability to accurately estimate costs.

Inexperience in planning and performing technical evaluations: Planners are often unfamiliar or untrained in developing Source Selection Plans (SSPs) and evaluation factors. This can make technical evaluations difficult and lead to increased costs, delays and schedule overruns in contract performance, quality issues, increased risk of protests, lack of accountability, and/or reduced competition.

Inconsistent adoption of category management across government: Many agencies experience challenges in fully adopting category management such as data integration issues and the need for ongoing training and support.

The TeleSolv Consulting Approach

TeleSolv Consulting understands these challenges and offers tailored Strategic Acquisition Planning and Management. Our approach takes a comprehensive approach and is based on the Plan-Do-Check-Act (PDCA) cycle. The Plan-do-check-act cycle is a four-step model for carrying out change. Just as a circle has no end, the PDCA cycle will be repeated to maintain a continuous process improvement cycle. TeleSolv will employ this process and train your teams on our model to help you make CPI a part of your culture.

The TeleSolv PDCA Cycle	TeleSolv Consulting's Experience Based Approach
Plan	 <ul style="list-style-type: none"> ·Analyze current problems & conditions using your agencies procurement data ·Establish change objectives based on the data – data drives the decisions ·Define a series of initiatives based on data ·Create a detailed project plan customized to your agencies needs
Do	<ul style="list-style-type: none"> ·Implement the plan ·Develop measures of success ·Gather data
Check	<ul style="list-style-type: none"> ·Evaluate the data ·Identify deviations between the planned and the actual results
Act	<ul style="list-style-type: none"> ·Standardize the solution across the agency ·Review and define the next set of issues

Why Choose TeleSolv Consulting?

TeleSolv Consulting offers unparalleled expertise in managing projects of all sizes and complexities. Our team's extensive experience and commitment to excellence position us as a trusted partner for organizations seeking to optimize project delivery. Here's why federal agencies and companies we partner with choose us:

Proven Success: TeleSolv has a methodology that has proven successful over multiple PDCA cycles.

Custom Solutions: We understand that every organization is unique. Our solutions are tailored to meet the specific needs and challenges of each client.

Expert Team: Our acquisition professionals are certified, experienced, and passionate about driving results.

Innovative Tools: We utilize the latest innovative acquisition tools and techniques to enhance project visibility, efficiency, and collaboration.



Awards & Certifications



ISO 9001:2015 Standard Certificate Number: GQ-190924

ISO/IEC 20000-1:2018 Standard Certificate Number: GIT-200190

ISO/IEC 27001:2022 Standard Certificate Number: GI5241023

TeleSolv Consulting is proud to have received several prestigious recognitions:

- **Inc. 5000:** Listed among the fastest-growing companies in our sector, showcasing our innovative and strategic growth.
- **EPA Administrator's Award:** Honored by the U.S. Environmental Protection Agency for our commitment to sustainability and environmental responsibility.
- **US Immigration and Customs Enforcement:** Award of Excellence for its Information Management work for the U.S. Immigration and Customs Enforcement Agency

Company's Mission and Vision

- The Company's Mission is to combine its profound insight into business processes with the capabilities and technologies necessary to support our clients in achieving optimal performance.
- The Company endeavors to continually strengthen its commitment to the success of its clients. We strive to present the right people and solutions to solve our client's most pressing organizational challenges.

TeleSolv Consulting's Values

At TeleSolv Consulting, our ethos is not merely about conducting business but about elevating it through unwavering principles. Our foundation rests on a bedrock of core values, illuminating the path for our management practices and decision-making processes across a spectrum of client environments, industries, and business functions. These values are not just pillars but the very air we breathe, essential to nurturing our consultants and organization's growth and success. Rooted in the highest standards of ethics, integrity, and quality, TeleSolv Consulting pledges an unbreakable commitment to professional excellence. This pledge is not passive; it is actively maintained through rigorous ethics and compliance policies, including a set of service principles that serve as the compass for our ethical and professional behavior. Our consultants, guided by these standards, embody honesty and integrity in every action, reaching beyond legality to grasp what is unequivocally right. Our ethos is a testament to our dedication to doing business the right way, ensuring that every step we take is aligned with the values we hold dear. This dedication is TeleSolv Consulting's hallmark, distinguishing us in our journey towards achieving and sustaining excellence in the services we provide.

In today's competitive environment, organizations can't afford to do things inefficiently or exceed established budgets. Effective acquisition strategic planning and management is the key to driving results, fostering innovation, and ensuring long-term success. TeleSolv offers strategic guidance, expertise, and tools necessary to ensure your organization is making the most of its limited acquisition funding and can improve mission execution. TeleSolv Consulting is your acquisition strategic partner and resource for mission success.

For more information on how TeleSolv Consulting can support your acquisition management needs, contact us today.