





Reed Integration, Inc.

Overview

February 2021

At a Glance

HAMPTON ROADS, VA (Corporate Headquarters)		Washington, D.C. Area	
Reed Integration, Inc. 7007 Harbour View Blvd., Suite 117 Suffolk, VA 23435 info@reedintegration.com		 Reed Integration, Inc. Metro Park 6359 Walker Ln, Suite 200, Alexandria, VA 22310 info@reedintegration.com	
SOCIO-ECONOMIC STATUS		NAICS CODES	
<ul style="list-style-type: none"> ✓ Woman Owned Small Business (WOSB) ✓ Economically Disadvantaged Woman Owned Small Business (EDWOSB) ✓ SWaM-Certified (State of VA) 		EDWOSB	541699 - All Other Business Support Services
		WOSB	541330 Engineering Services
			541611 Admin Mgt. and Gen Mgt. Consulting
			541618 Other Management Consulting Services
			541690 Other Scientific/Technical Consulting
			541712 R&D in Physical, Engineering & Life Sciences
			541990 All Other Professional, Scientific, & Technical
			611430 Professional & Mgt. Development Training
611710 Educational Support Services			
DUNS NUMBER	CAGE CODE	EIN/TIN	
124777058	3CX78	42-1534510	
FACILITY CLEARANCE		PROFESSIONAL CERTIFICATIONS	
SECRET level		PMI PMP®, INCOSE CSEP, INCOSE ESEP, ICEAA CCEA	
PMI® AUTHORIZED TRAINING PARTNER (ATP)			

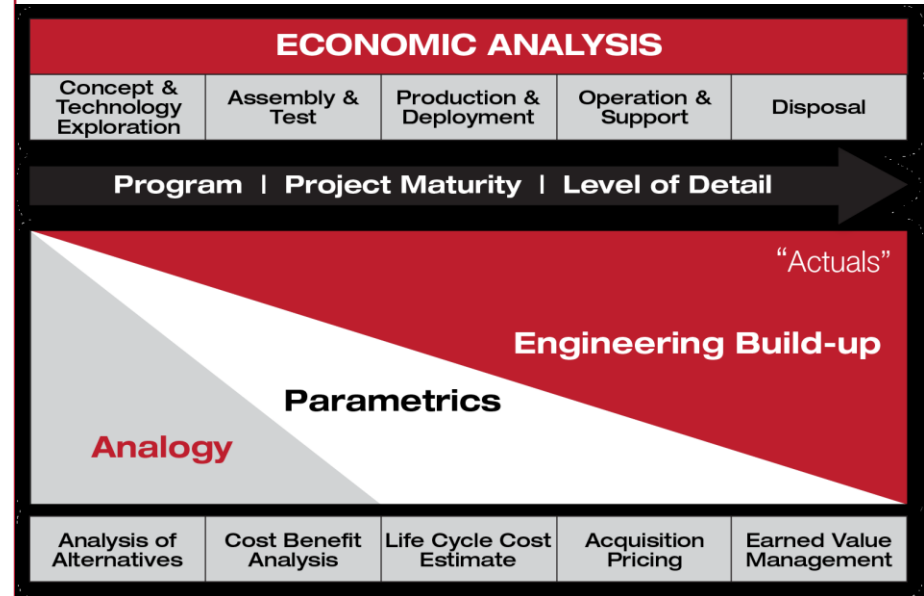
Expertise

Technical and management consulting and training

- Applying industry best practices in life cycle **project management** and **systems engineering** to support customer success
 - “Trusted Partner” Approach
 - Process Innovation
 - Process maturity assessments
 - Organizational design/redesign
 - Proposal/Acquisition/Contract Management
 - Cost/Schedule/Risk Analysis
- **Reed Learning Institute (RLI) – a Strategic Business Unit**
 - Custom and Off the Shelf Training Programs and Products
 - Subject Areas: Leadership, Acquisition/Contracts, Project Management (including PMP® Prep), Systems Engineering (including CSEP Prep)
 - Training Needs Analysis
 - Career Path Design/Competency Definition
 - Learning System and Training Program Design
 - Instructional Design/Instructional Systems Design
 - Graphic Design/Document Publishing
 - Event/Conference Planning, Logistics, Facilitation

Advanced Analytics Capabilities

- Life Cycle Cost and Schedule Estimating and Analysis
- Technical Baselining
- Programmatic Review Support
- Risk Analysis and Management
- Cost Research & Modeling
- Analysis of Alternatives/Decision Support
- Independent Cost / Schedule Risk Assessments (IRAs)
- Independent Cost Assessments (ICAs)
- Independent Technical Assessments (ITAs)
- Independent Program / Project Assessments (IPAs)
- Independent Trade-Off Studies (ITOs)



Acquisition & Program Management

- Acquisition & Contract Management
 - Acquisition Planning
 - Requirements Definition
 - Solicitation Support
 - Source Selection, Contract Award & Closeout Support
- Proposal Support
 - Cost Estimates
 - Section Authoring
 - Review Services
- Program/Project Management
 - Program & Project Management Services
 - Project Planning and Scheduling
 - PMO Studies and Assessments
 - Technical Life Cycle/Systems Engineering
 - ConOps Definition
 - SEMP Development
 - Requirements, Architecture, IV&V Support
- Acquisition & Project Support Tools Expertise
 - ARRT
 - MS Project/Project Server
 - Sharepoint
 - DOORS

Process Assessment & Innovation

The Reed Process Management Maturity Model (RPM3™) improves efficiency and effectiveness.



Project Management Maturity Assessment for USCG C4ITSC - 2014	High 25% - 35%	Improving 35% - 45% 25%	Succeeding 50% - 65% 40%	Leading 65% - 75% 30%	Best-in-Class 75% - 85% 20%	Top 10 85% - 95% 20%
4.0 Integration Mgmt.			(+)			
5.0 Scope Mgmt.			(-)			
6.0 Time Mgmt.			(+)			
7.0 Cost Mgmt.			(+)			
8.0 Quality Mgmt.			(-)			
9.0 HR Mgmt.		(-)				
10.0 Communications Mgmt.						
11.0 Risk Mgmt.		(-)				
12.0 Procurement Mgmt.						
13.0 Stakeholder Mgmt.						
Business Results Financial, Operational, Customer, Employee						
Overall Organization Score						

DELIVERABLES

Strengths:
 (+) Well disciplined . . .
 (+) Systematic . . .

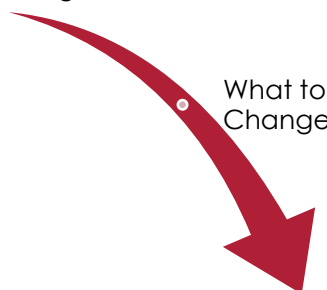
Opportunities:
 (-) Lacks a method . . .
 (-) Difficult to . . .

Score: 45%

What to Change?

What to Change to?

How to Cause the Change?



Reed Learning Institute (RLI)

Training Needs Analysis

- ✓ Stakeholder and Organizational Assessment
- ✓ Competency and Career Path Definition
- ✓ Course Mapping

Instructional Design

- ✓ Custom Course Development
- ✓ eLearning/Web Module Development
- ✓ Learning Management System (LMS) Implementation

Catalog of Customizable Training Topics

- ✓ Acquisition & Contract Management
- ✓ Program/Project Management
- ✓ Systems Engineering
- ✓ Leadership & Teambuilding
- ✓ Risk Management



Integrated Delivery Methods

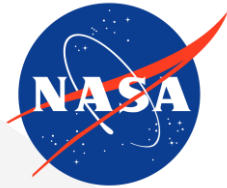
- ✓ Virtual, Instructor Led
- ✓ In-Person, Instructor Led (pre- & post-COVID)
- ✓ E-Learning Combinations
- ✓ Custom Web-based

Event Services

- ✓ Full-Service Conference/Symposium Management
- ✓ Meeting Facilitation



Customers



Booz | Allen | Hamilton

Innovative Approaches

Tools & Processes from IRAD:

- INCERTO™
 - ❖ Cost Analysis
 - ❖ Decision Support
- RPM3™
 - ❖ Reed Process Management Maturity Model
 - ❖ Process discovery and mapping
 - ❖ Organizational redesign
 - ❖ Performance improvement methods
 - ❖ Task automation
- RLI Processes & Methods
 - ❖ Blending tech (SW tools, digitization, interactivity) with proven/standard training approaches
 - ❖ Training Needs Analysis
 - ❖ Non-linear training package delivery for a customized learning experience/decision tree approach