



*We provide a proactive approach to solving issues before they become problems.*



## Capabilities Briefing 2022

# AGENDA

- Why AP3SI is the “Right Choice”*
- Management Processes*
- Quality Matters*
- Our Staff & Processes*
- Certifications*
- Our Capabilities*
- Past Performance*
- About AP3SI*
- Questions*



# Why AP<sup>3</sup>SI is the Right Choice

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## Knowledge, Expertise, & Experience Supporting Strategy, Policy, & Governance Structures

- Years of Partnership with DoD as a Key Sub-contractor & Direct Experience in supporting Governance, Policy, PPBE, and Strategy
- Deep Bench / Resume Pool of Cleared Subject Matter Experts
- Highly Certified & Credentialed Staff – LSS, ORSAs, CPAs, CDFM, PMP, etc.
- Key Personnel with experience in Senior DoD, VA, Army, National Guard offices
- Robust Relationships with key clients & companies in Army, OSD, and VA



## Trusted Advisors in Analysis & Evaluation

- Requested “by-name” to support analysis and provide recommendations for tough challenges in Manpower, Financial Management, Policy, and Enterprise Systems
- Provide SMEs to help coach government in analytical techniques to improve decision making
- Award winning and certified Resource Management staff recognized nationally

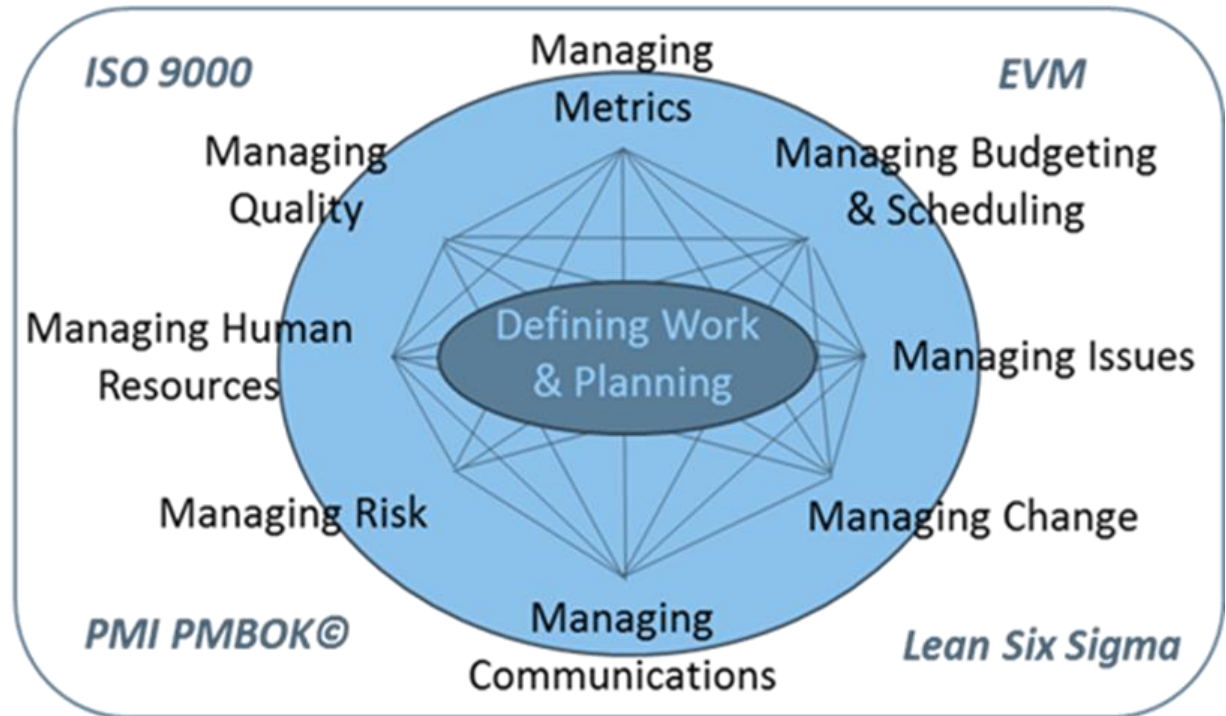


## Process Improvement & Performance Management

- Process Improvement is a core capability and we are well known for our expertise in the Army and DoD to improve PPBE, acquisition, manpower, policy, strategic planning, and various business processes
- We are imbedded in the Government’s Reform efforts to improve efficiency and effectiveness

# Management Processes

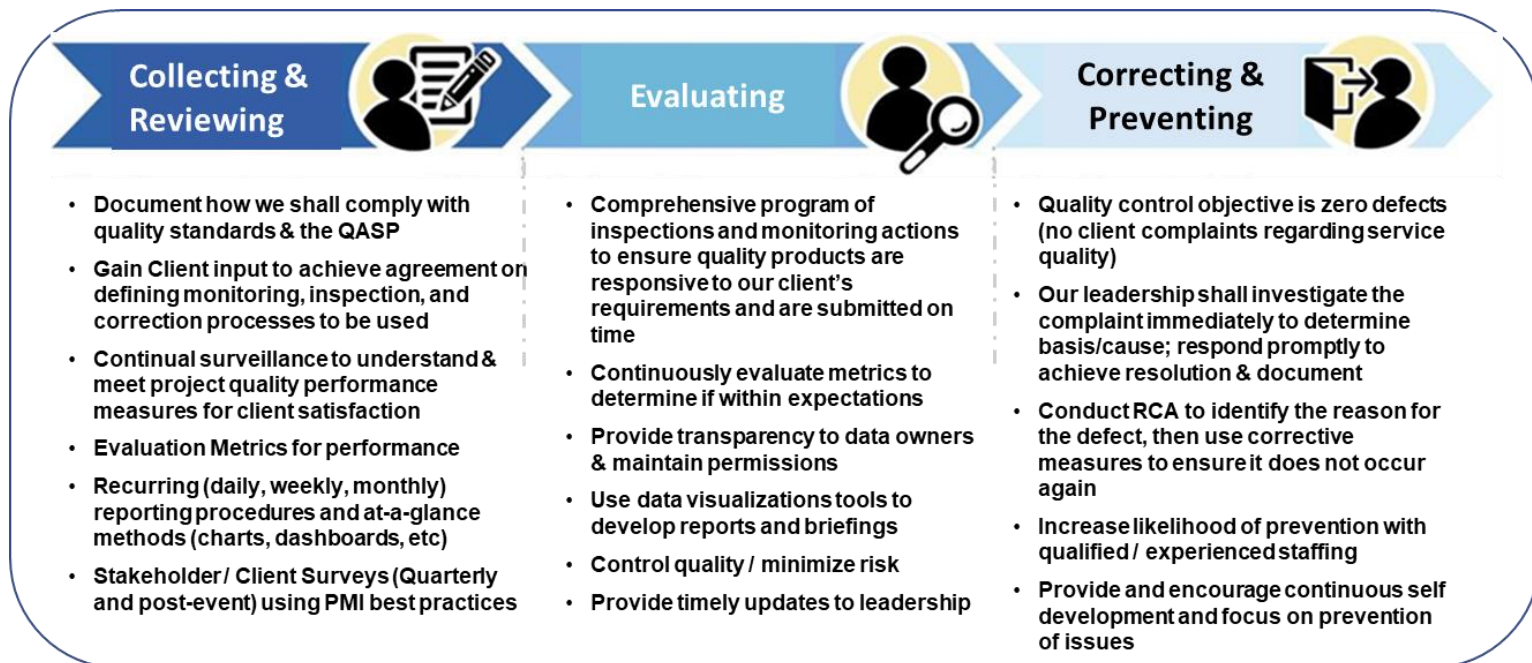
- AP3SI is ISO 9001 Certified with mature processes and procedures
- AP3SI managers are PMP certified
- We also leverage our understanding of Process Improvement and Management Science from our LSS and ORSA core capabilities
- Employee continuous education / development and self-improvement
- Management Systems, Metrics, and Reporting



*The Nine-Point Project Management Process: AP3SI incorporates multiple industry leading techniques (PMBOK®; ISO 9000; EVM; LSS; and other best practices in an integrated nine-point (8 managing elements coordinated through one centralized plan and manager) to maximize project/program success and flexibility*



# Quality Matters



*Quality Control / Quality Assurance Approach. Our approach includes comprehensive metrics and continuous feedback to monitor, inspect, and correct issues. We focus on preventing issues and use Project Management Institute best practices to maintain a process of continuous improvement and client satisfaction.*

- A BIG part of our Quality program is communications with our client; we don't let quality be a chance event!
- Our approach to quality ensures minimal risk in execution of project deliverables throughout the Contract life.
- AP3SI uses control charts and key performance indicators to track and ensure quality products & deliverables

# Our Staff & Processes



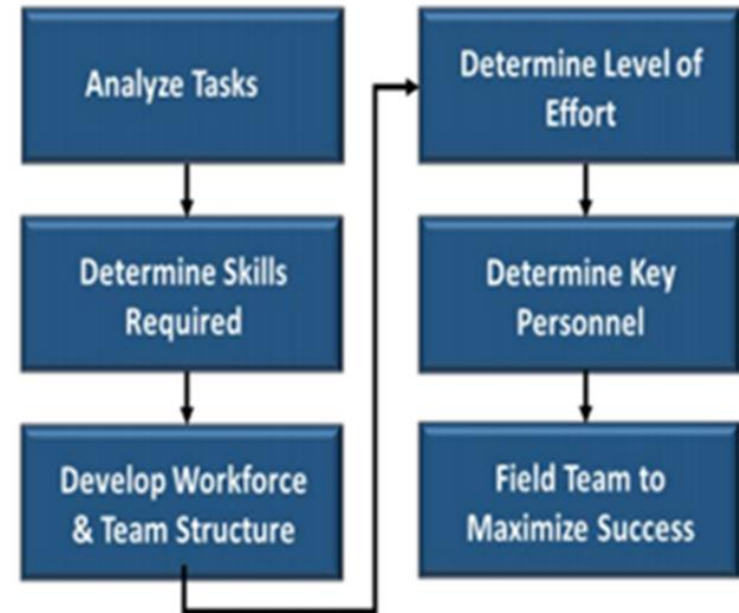
- Program Manager / Senior Staff Involvement
- SHRM Best Practices
- Deep “Bench” of Resumes



- Employee Collaboration, Development, and Feedback
- High Employee Retention & Satisfaction
- Low Turnover



- Culture of Open Communication
- Professional Recruiting
- Developed / Standardized Processes



*Staffing Process.* AP3SI’s staffing process begins with client needs to determine the optimal level of skills and abilities to maximize success. We quickly provide high quality, cleared individuals with the right skills at the right time.

Staff Support that is Stable and Reliable!

# Certifications

## Management/ Strategic Planning

- Project Management Professional (PMP)
- Certified Risk Management Professional
- INIFAC Certified Competent Facilitator (CCF)
- Certified Master Facilitator (CMF)

## Process Improvement/LSS

- Lean Six Sigma (LSS) White Belt
- LSS Green Belt (LSSGB)
- LSS Black Belt (LSSBB)
- LSS Master Black Belt (LSSMBB)

## Analysis & Modeling

- Wargamer Certification
- Data Analytics
- SAS Certified Advanced Analytics Professional
- SAS Certified Data Scientist
- Associate Certified Analytics Professional (ACAP)
- Certified Modeling & Simulation Professional (CMSP)

## PPBE/ Resource Management & Analysis

- Certified Defense Financial Manager (CDFM)
- Certified Government Financial Manager (CGFM)
- Certified Public Accountant (CPA)
- Resource Management Certified Professional
- Certified Grants Management Specialist (CGMS)

## Acquisition & Contracts Management

- Defense Acquisition Workforce Improvement Act (DAWIA)
- Certified Professional Contract Manager (CPCM)
- Certified Federal Contract Manager (CFCM)
- Certified Contract Management Associate (CCMA)
- Federal Acquisition Certification in Contracting (FAC-C)
- Acquisition Professional Development Program (APDP)

## Decision & Policy Support/Other

- Certified Strategic Management Professional (CDMF)
- Effective Decision Making Certification (EDMC)
- SHRM Certified HR Management Professional

- Our Certifications put AP3SI above the competition, bringing best practices to bear
- AP3SI Analysts are experience individuals and trusted advisors working with client leadership to solve problems
- Over 75% of AP3SI Analysts have a Master's Degree or better



# AP3SI Capabilities



## Management Consulting/ Facilitation

- Program / Project Management
- Facilitation
- Analytical Hierarchy Processing / Prioritization
- Organizational Process Integration
- Staffing Solutions
- OSHA/ Safety Management



## Decision Support & Strategic Planning

- Portfolio Alignment
- Capability Assessments & Gap Analysis
- Communications
- JCIDS



## Data Science, Analytics, Modeling & Wargames

- Manpower / Force Structure Analysis
- PMEF/BPA Analysis
- Modelling & Simulations . Wargaming
- Data Visualization / Analytics
- Systems Analysis
- Enterprise Risk Management Analysis
- Category Management Data Analysis



## Financial / Resource Management & Analysis

- Portfolio Alignment / PPBE Support
- Program Evaluation & System Dynamics
- CBAs, BCAs, AoAs, Cost Analytics
- Organizational Studies & Staff Optimization
- Earned Value Management / CAIV
- Activity Based Costing / Program Formulation



## Process Improvement / Lean Six-Sigma

- Performance Management & Metric Development
- Stakeholder Analysis
- Lean Six Sigma / CPI
- Business Process Reengineering



- AP3SI's capabilities are a function of our highly qualified, credentialed, and experienced personnel; including (but not limited to) senior level experience in supporting: PPBE, DoD Policy, Legislative processes, strategic planning, JCIDS, Acquisition, Risk management, Process Improvement, etc.
- Our company focus is to support clients that require these types of capabilities – specifically in the Federal Government.



# Past Performance

**Open Ratings**

Past Performance Evaluation

Customer Satisfaction Score **97%**

*We have a VERY high satisfaction score as independently rated by Open Ratings (A Dunn & Bradstreet Company)*

## Current Clients



National Guard Bureau  
J8 - Resource Management Oversight Division  
Force Structure, Resources, & Assessment Support Services



Department of the Army,  
Deputy Assistant Secretary of the Army, Cost and Economics (DASA-CE)



Department of Defense  
OSD/CAPE / JDS



Army National Guard  
G3 Operations  
Global Force Management



American Battle Monuments Commission  
OSHA Support

## Other Notable Past Clients



OSD/P&R – Defense Suicide Prevention Office



Veterans Health Administration (VHA),  
Revenue Operations (RO),  
Consolidated Patient Account Centers (CPAC)



Department of Defense  
Deputy Chief Management Office (DCMO) / Continuous Process Improvement



General Services Administration  
Office of Mission Assurance

- **Clients are very happy with AP3SI**
- **Our relationships with Clients continue to support our approach**
- **Trust, Responsiveness, and professionalism are our hallmarks**

# About AP3SI

## Experienced Management & Staff

- **President** is a PMP certified, Lean-Six Sigma Master Blackbelt and former OSD/CAPE Analyst with over 25 years of management experience – including former VP of a Medium Size Company Division
- **Chief Financial Officer** is a licensed Certified Public Accountant (CPA), PMP certified, Six Sigma Blackbelt with over 10 years of management Experience
- **Senior Contracts Manager** is a Certified Professional Contract Manager with over 25 years of Government Contracting experience
- **Human Resources Manager** is certified by the Society for Human Resource Management (SHRM) with over 8 years of work experience
- **Operational Staff** each have one or more certifications in Management Consulting, Resource Management, Strategic Planning, Acquisition, Process Improvement, Contracting, Facilitation/Communications, & Analysis

## Quality Small Business

- Service Disabled Veteran Owned Small Business
- Adheres to DCAA standards for systems and processes
- Focus on Quality Service & Client Satisfaction
- Well Respected by Peers
- High Employee Retention & Satisfaction

## AP3SI QUICK FACTS

**Company Name:** Analytical Planning Programing Policy & Strategic Integration, LLC (DBA: AP3SI)

**Point of Contact:** Charles Lunati, President/Sole Owner, chuck.lunati@ap3si.com, 703-851-2522, fax: 703-684-0230

**Address:** AP3SI, 503 Monticello Blvd., Alexandria, VA 22305

**Website:** [www.ap3si.com](http://www.ap3si.com)

**Small / Disadvantaged Business Category:** CVE SDVOSB

**Company Structure:** LLC

**TIN:** 47-2615555

**Qualified SB NAICS:** 541611; 541618; 541690; 541720; 541990; 561990; 813910

**GWACs Available:**

GSA Multiple Award Schedule (MAS)

Contract #: 47QRAA-18-D0052

NAICS: 541611

# Our Contract Vehicles

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- Prime Contract Vehicles

Multiple Award Schedule (MAS)  
NAICS: 541611  
Contract # 47QRAA-18-D0052



- Sub Contract Vehicles



Army  
HR Solutions – IDIQ



Human Capital & Training  
Solutions (HCaTs) – IDIQ



Veteran Enterprise Contracting  
for Transformation & Operational  
Readiness (VECTOR)



Deputy Under Secretary of the  
Army (DUSA) – IDIQ

**We would provide significant incentives for using our GSA Schedule (Multiple Award Schedule (MAS)) under 541611**

**We fall under a Set Aside as a Small Business / SDVOSB for all NAICS Codes**

Questions?



# Contact Information

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## Chuck Lunati

- Phone: 703.851.2522
- E-mail: [chuck.lunati@ap3si.com](mailto:chuck.lunati@ap3si.com)

## Mindy Scott

- Phone: 703.967.9793
- E-mail: [mindy.scott@ap3si.com](mailto:mindy.scott@ap3si.com)

Web: [www.ap3si.com](http://www.ap3si.com)

**Thank You**

