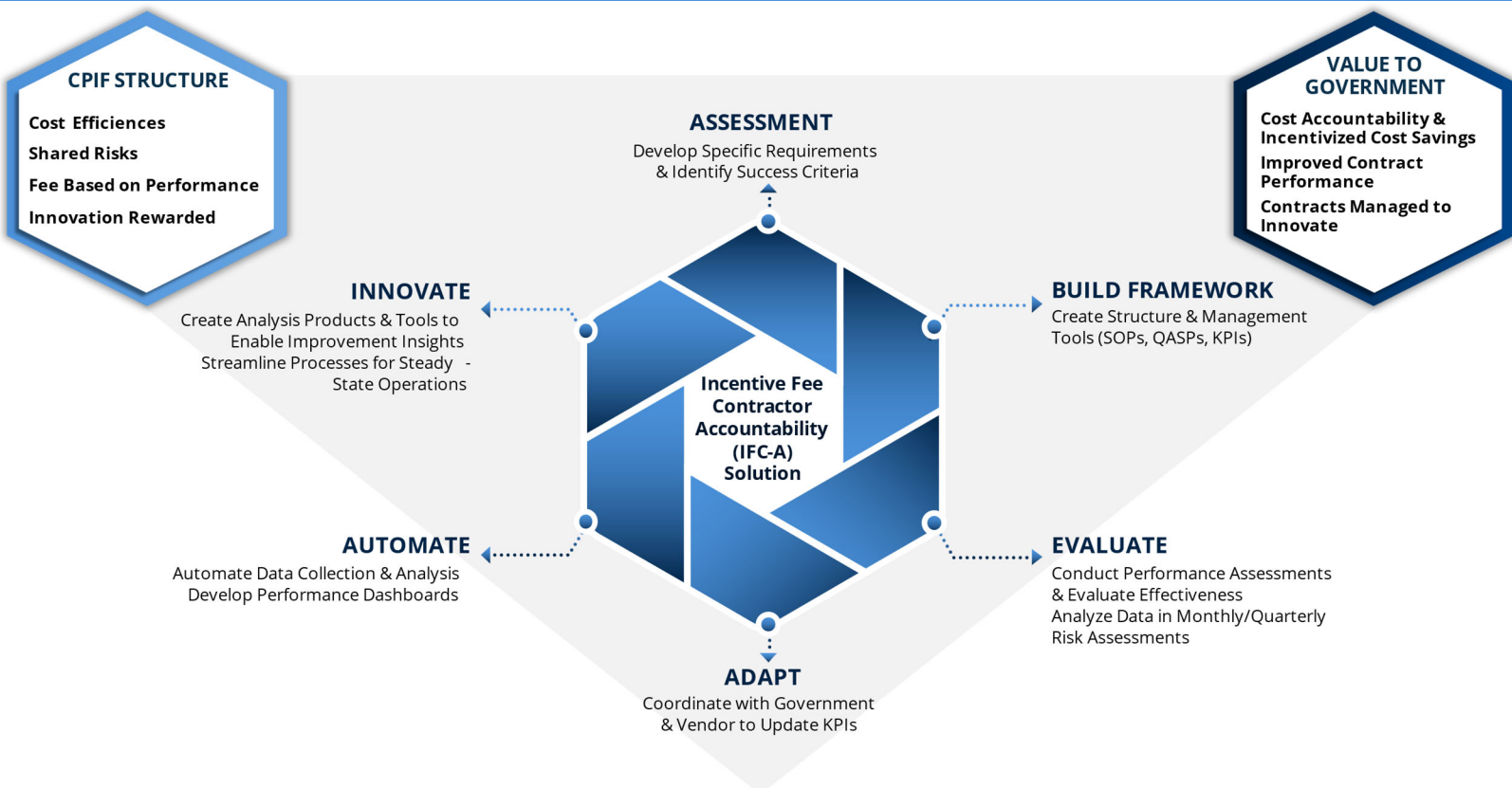


ACCOUNTABILITY AND EFFICIENCY IN GOVERNMENT CONTRACTING

Powered By:

POTOMACwave

PotomacWave delivers BOLD solutions backed by mission-driven, outcomes-based data analytics. Our Cost Plus Incentive Fee (CPIF) solution empowers the Government to negotiate with its contractors to realize the full potential of its incentive fee structure.



Common-sense analytics enables a true Government-Contractor partnership that promotes Accountability, Cost Efficiencies, Improved Performance, and Shared Risks

Fair & Reasonable Cost Analysis

- ▶ Establish **Governance Requirements**
- ▶ **Coordinate CPIF Contract Requirements** with Government
- ▶ Conduct **Fair and Reasonable Cost Assessments**
- ▶ Prepare **Independent Government Cost Estimates (IGCEs)**
- ▶ Develop **Standard Operating Procedures (SOPs) & Calculation Methodology** for Incentive Fee Calculations & Contract Analysis
- ▶ Perform Detailed **Invoice Analysis**

Validated Performance Data Analytics

- ▶ Perform Complex **Integrated Data Management & Analytics**
- ▶ Perform **Independent Verification & Validation (IV&V) of Performance Data** and Confirm Financial Reporting
- ▶ Develop SMART **Key Performance Indicators (KPIs)**
- ▶ Develop **Decision Support** Dashboards and **Automated KPI Reporting**
- ▶ Conduct **Independent Performance Assessments**
- ▶ Develop Detailed **Quality Assurance Surveillance Plan (QASP)**

Innovation Implementation & Impact Evaluation

- ▶ Establish **Framework for Innovation Implementation**
- ▶ **Identify Opportunities** for Improvement & Propose Solutions
- ▶ Manage **Continuous Improvements Process** and Impact Tracking
- ▶ Develop Robust **Analysis Tailored to Each Value Engineering Change Proposal (VECP)** Submission to Define Review and Cost Savings Calculation Procedures

Cost Savings

"The Contract Performance Support and Analytics (CPSA) contract [PotomacWave] makes America safer, stronger, and more prosperous by improving the operating efficiency of and reducing costs in a \$2B Global Security Engineering & Supply Chain (GSE&SC) contract. Savings provided to the government have far exceeded CPSA [PotomacWave] contract costs."

Improved Contract Performance

"CPSA [PotomacWave] supports national security, including the safety and security of the workforce and protection of U.S. facilities, by continually monitoring and informing the government of GSE&SC performance (including substandard performance) by developing and monitoring automated solutions using Key Performance Indicators (KPI). CPSA's [PotomacWave's] ability to identify deficiencies in operations, report them to the government, and help the government identify actions to improve performance makes Department of State overseas facilities safer by ensuring that the required security supplies and services arrive in a timely and cost-efficient manner."

Innovation

"CPSA [PotomacWave] has well exceeded expectations in delivering automation tools useful for the Government. While the Government provides general direction on its automation requirements, the PotomacWave team develops many useful insights through its automation tools based upon their knowledge of the subject matter, which stems from PotomacWave management's leadership and expertise."



Value of Applying Common-Sense Analytics to CPIF Contract Management



Meaningful and informed contract negotiations



Inform decision making through sound, relevant, and repeatable data analytics solutions



Strengthen CPIF Contractor Accountability and Government Oversight



Detect discrepancies – identify why the discrepancy occurred and how to resolve it

KPI



Track key targets with the greatest impact on strategic organizational outcomes

Modern Monitoring Tools



Use cutting edge tools (e.g., Machine Learning, Large Language Models, Data Analytics and Reporting, Automation Tools) to provide the complete picture

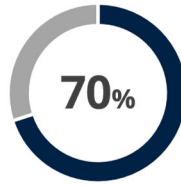
Complete Data Ecosystem



All sources of data are used, analyzed, and results presented for proper decision making

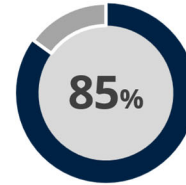


Below Target



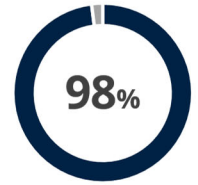
0% Fee

Target Met



4% Fee

Target Exceeded



8% Fee

Incentive Fee Amount Directly Linked to Performance



Layered Incentive Fee Targets

Incentive Fees can be negotiated and adjusted as contract and KPIs mature. Layered performance targets provide the contractor incentive to continuously improve and innovate.



Transparent Performance

Automated reporting and Business Intelligence dashboards provide all stakeholders with access to accurate contract performance information.



Independent IV&V

Independent 3rd Party Verification and Validation puts the power in the Government's hands while motivating the CPIF contractor to innovate and deliver.



Tens of Millions in Cost Savings



Optimized KPIs Over Time – Fewer and Higher Quality



Automated KPI Scoring w/ Dashboard – Better Aligned Performance Assessment



Higher KPI Scores Over Time – What Gets Measured Gets Improved



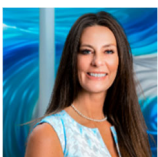
Quick Identification of Opportunities/Challenges – Enhanced Coordination and Action

Year 1	Year 2	Year 3	Year 4	Year 5
\$5.1M	\$6.6M	\$7.6M	\$6.2M	\$3.8M
127	116	71	33	26
46%	22%	28%	13%	8%
Management/Analytics Framework			Analytics Innovation	
Contract Management Framework	Formal Exception Process	KPI Automation	Automated Financial Data Reports	Dynamic App Deployment
Incentive Methodology	SOPs for VECs	31 Automated KPI Report Pages	Analytics Optimization w/ Machine Learning	94 Automated KPI Report Pages

Contract Vehicles

- ▶ GSA Consolidated Multiple Award Schedule (MAS) GS-00F-0007X
- ▶ OASIS+ Unrestricted, OASIS+ Small Business, OASIS+ Woman-Owned Small Business

- ▶ DHA OMNIBUS IV
- ▶ GSA ASTRO



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