The Southern California Chapter of the APMP

GO GRAPHIC FOR THE WIN!

24 Hour Company
…bid-winning proposal graphics

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"The power in the process is that it eliminates rewrites, gets the message right, and validates your approach all at the same time. **It really validates the whole proposal solution.**"

—Bob Gillette, CRI

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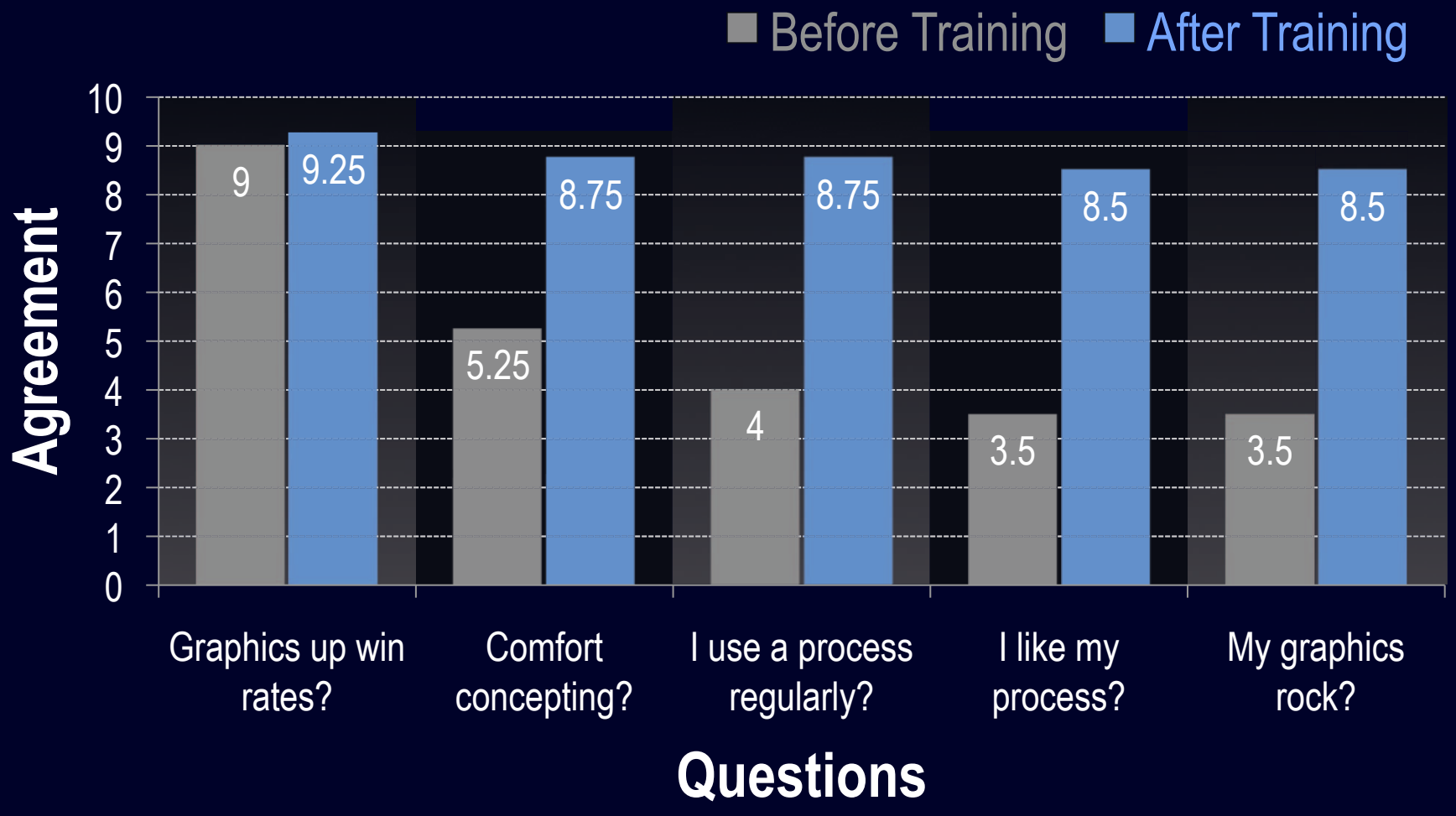
Questionnaire:



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Our Road for Success

- Management Plan
  - We will remain focused on services but…
  - We have a four year plan that includes four spinoff product launches:
    - XTL Tracking Software to be released in 2011
    - XTL Encryption Software to be released in 2011
    - Before the last two software launches we will perform a "go/no go" review
    - XTL Mining Software to be released in 2015
    - XTL Database Software to be released in 2015 as well

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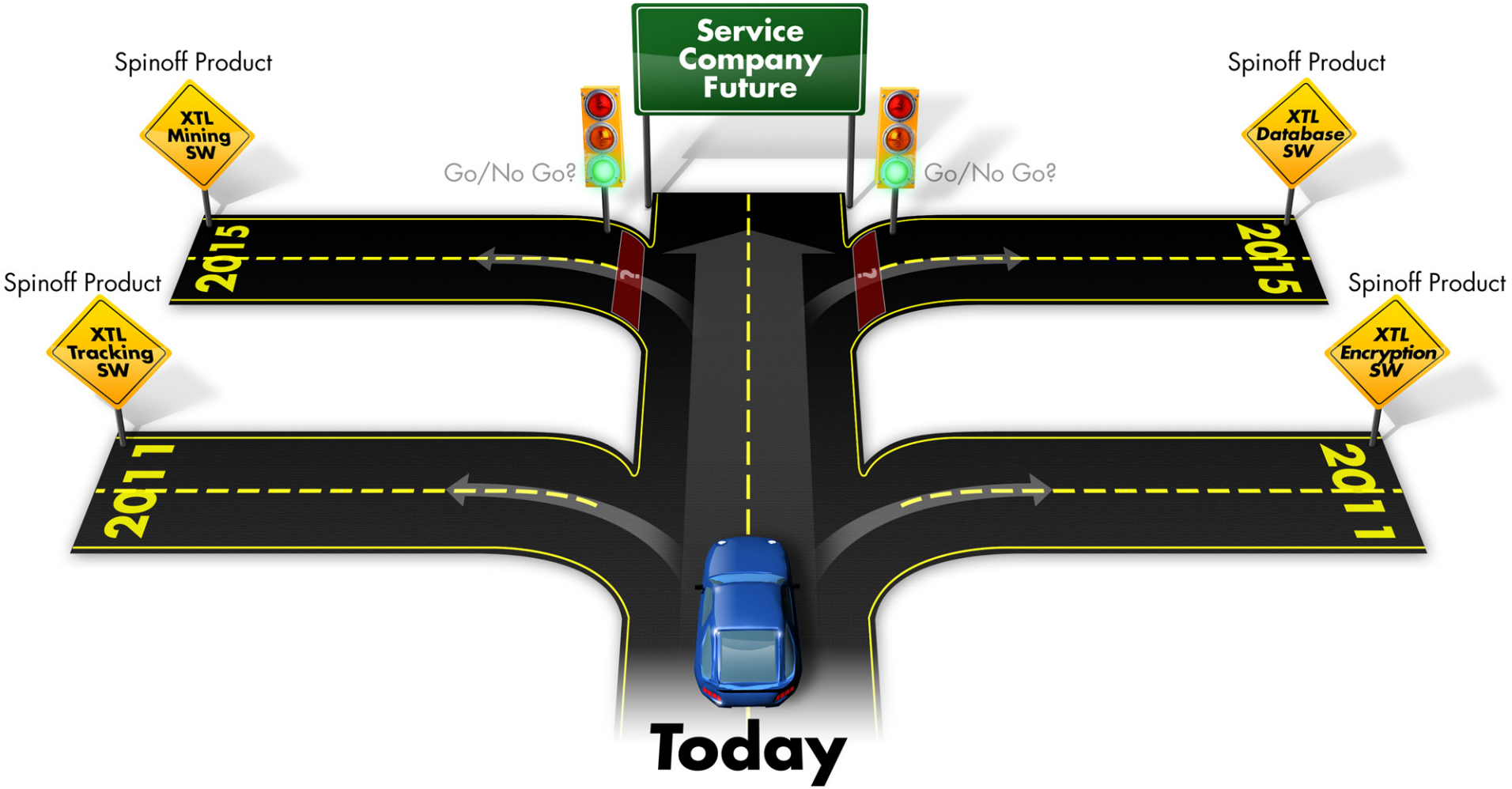
Our Road to Success
Management

Our four-year plan includes four spinoff products...



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A

Our Road for Success

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  - We have a four year plan that includes four spinoff product launches:
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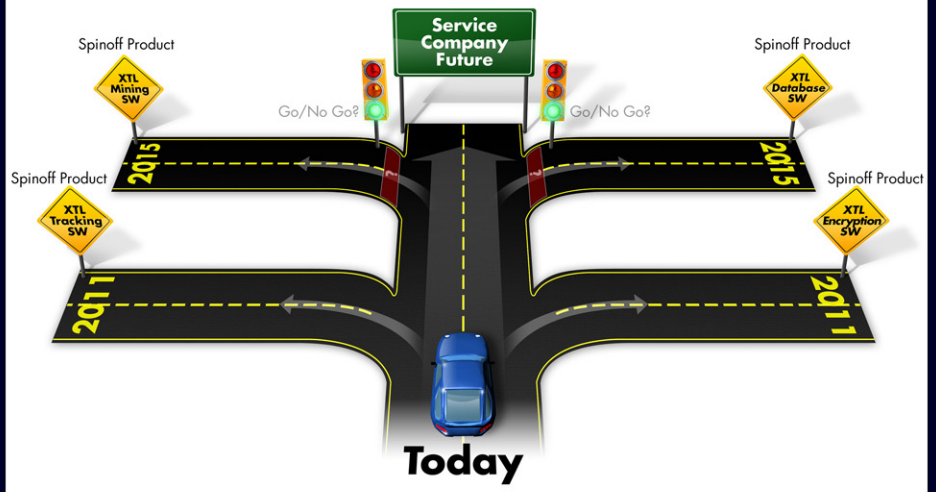
B

Our Road to Success

Management

Our four-year plan includes four spinoff products...



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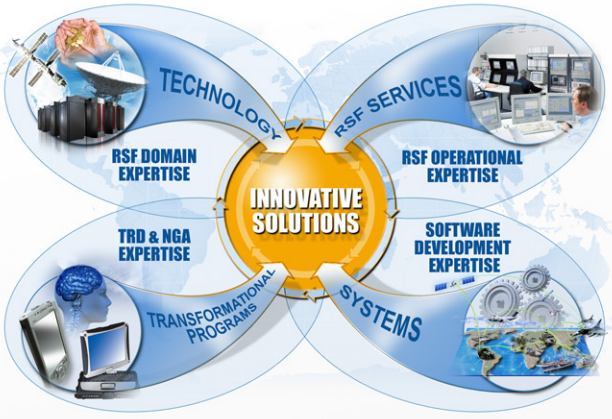
A

DELTA TECHNOLOGIES



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3.1.2 First Responder Training

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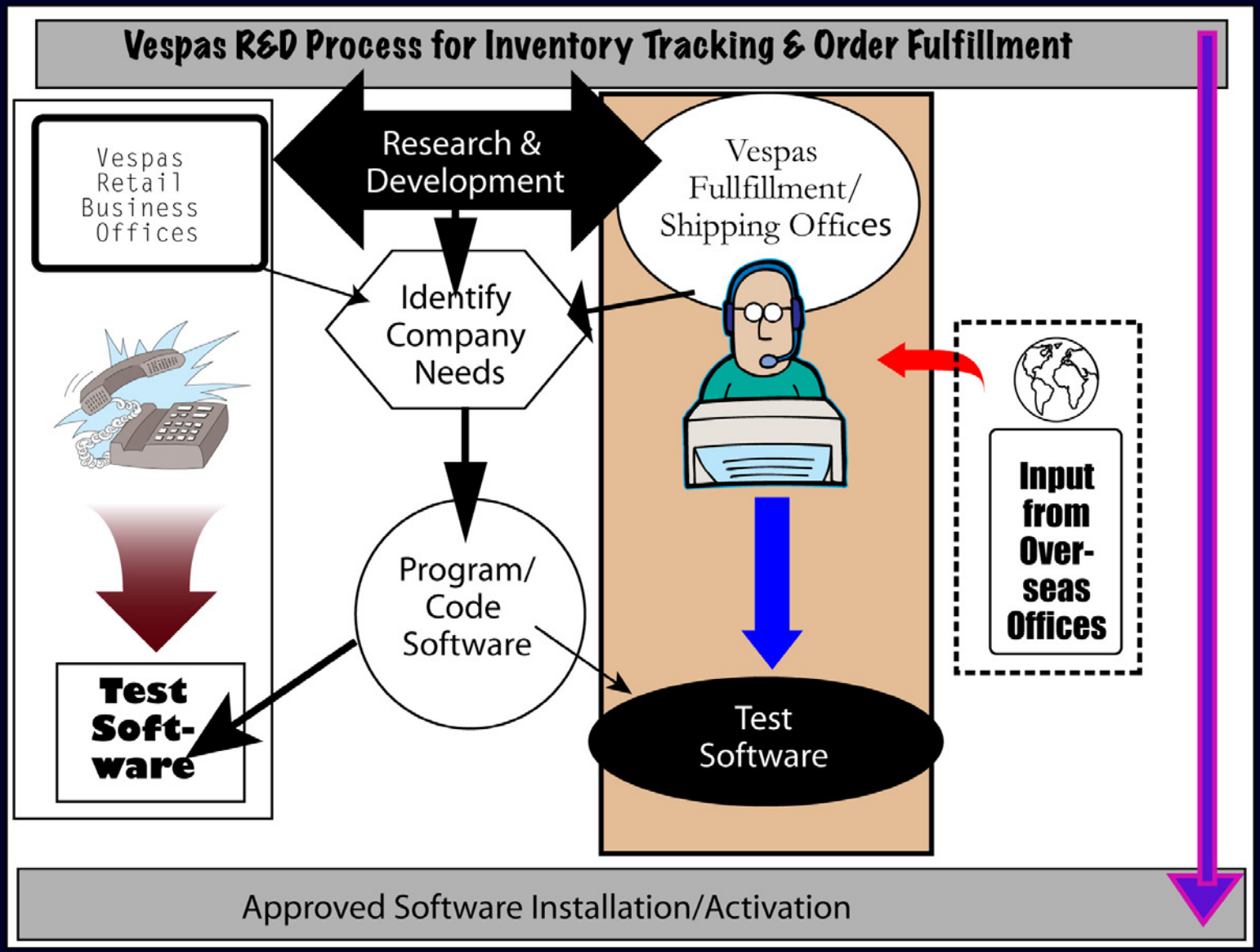
Beware of Dog



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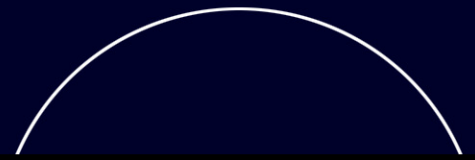
Graphic Description



Textual Description

a curved line with every

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If you are trapped under falling debris, conserve oxygen by not passing gas.

If you hear Backstreet Boys or Yanni on the radio, cower in a corner **or** run away.

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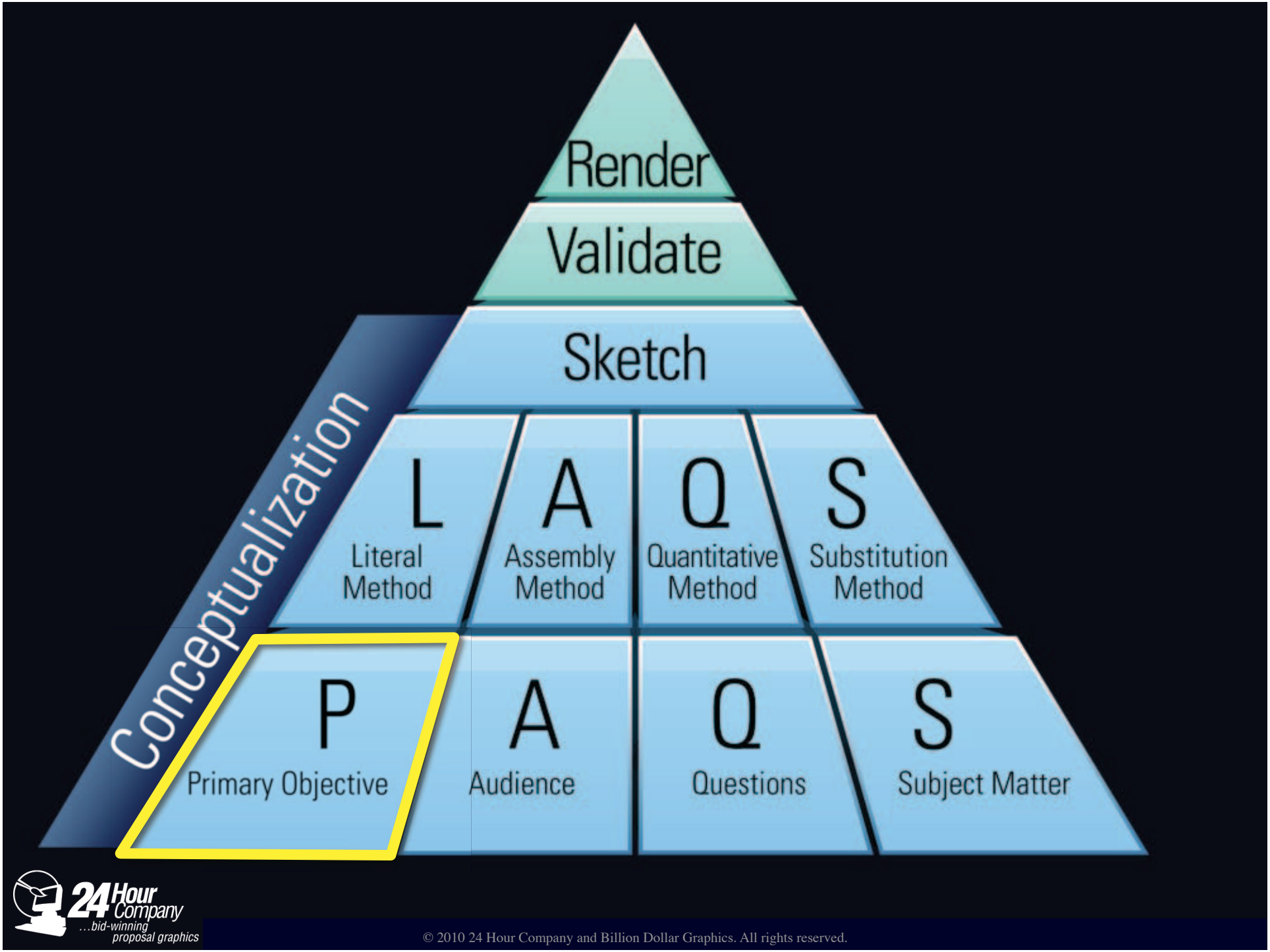

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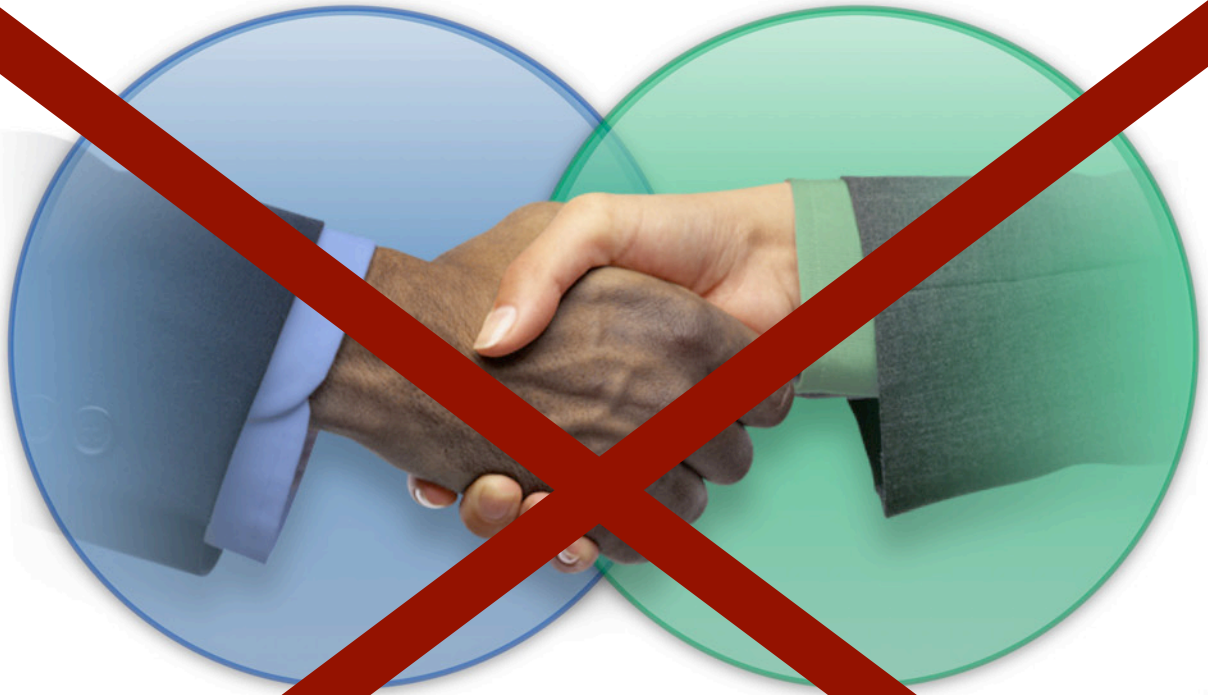

teamwork

"Increase market saturation 55% by combining iSystem's software and eMark's marketing tools."

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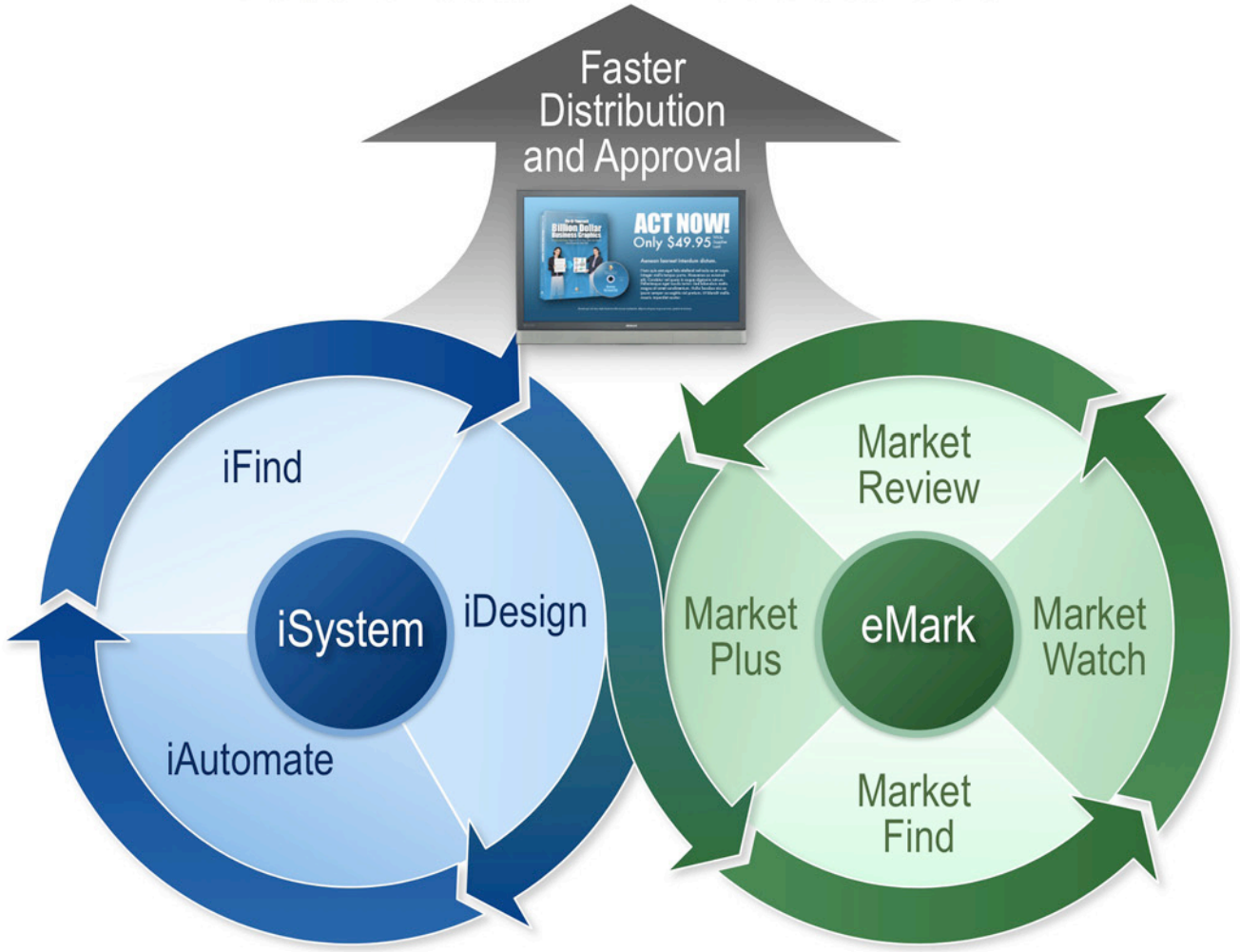
55% Greater Market Saturation



"Increase market saturation 55% by combining iSystem's software and eMark's marketing tools."

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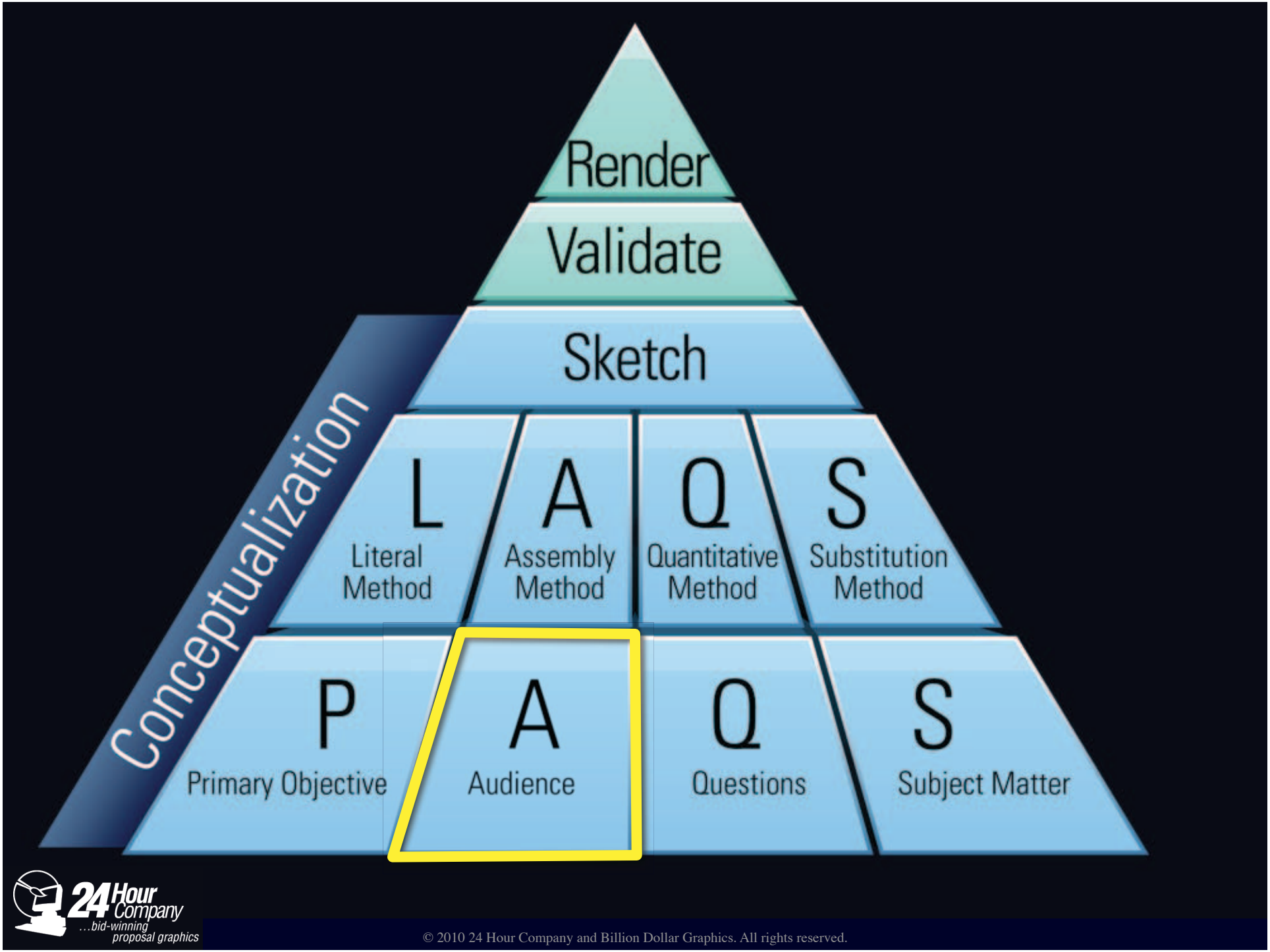

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A

Company Overview

- 27 years experience with the U.S. Army
- Saved the U.S. Army $2 billion
- Over 100 sites colocated with U.S. Army bases
- 1600 cleared personnel
- 132 languages spoken
- All personnel served in the U.S. Army

THE HENDLEBURG CO. SUPPORT DIVISION

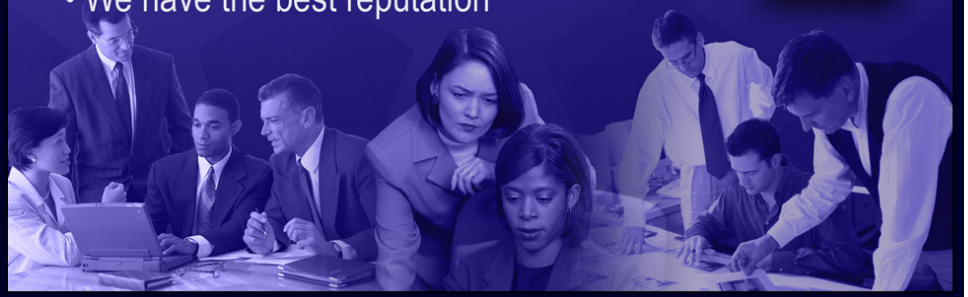
B

Company Overview

THE HENDLEBURG CO. INTERNATIONAL

- We are the #1 provider in the United States
- Our staff is well trained
- We have multiple convenient locations
- 1600 cleared personnel
- 132 languages spoken
- We have the best reputation

#1



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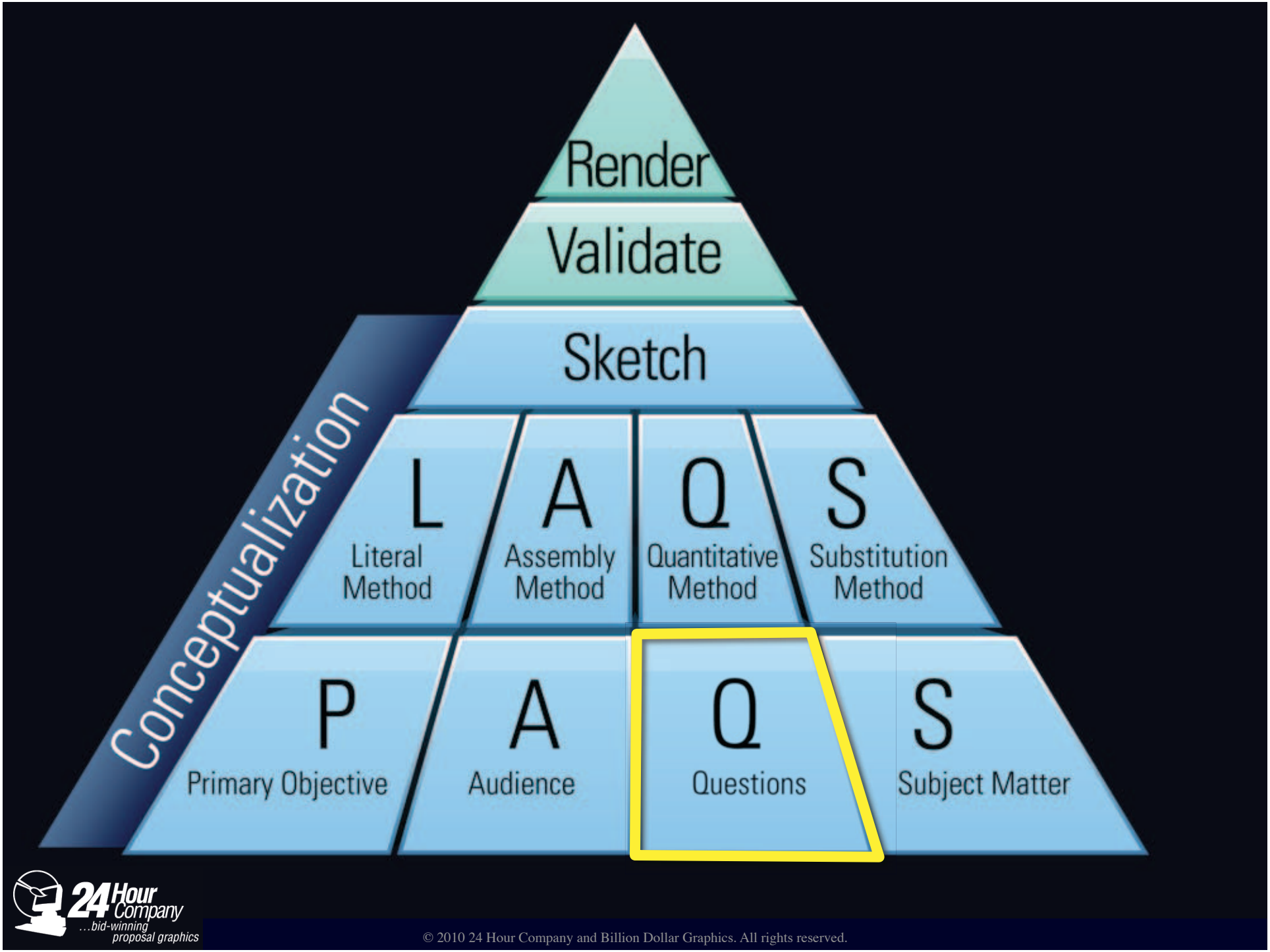

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- Who, What, Where, When, Why, and How?
- Why should I care?
- What is it?
- What does it do?
- How much does it cost?
- How fast is it?
- How long does it take?
- What makes it better?

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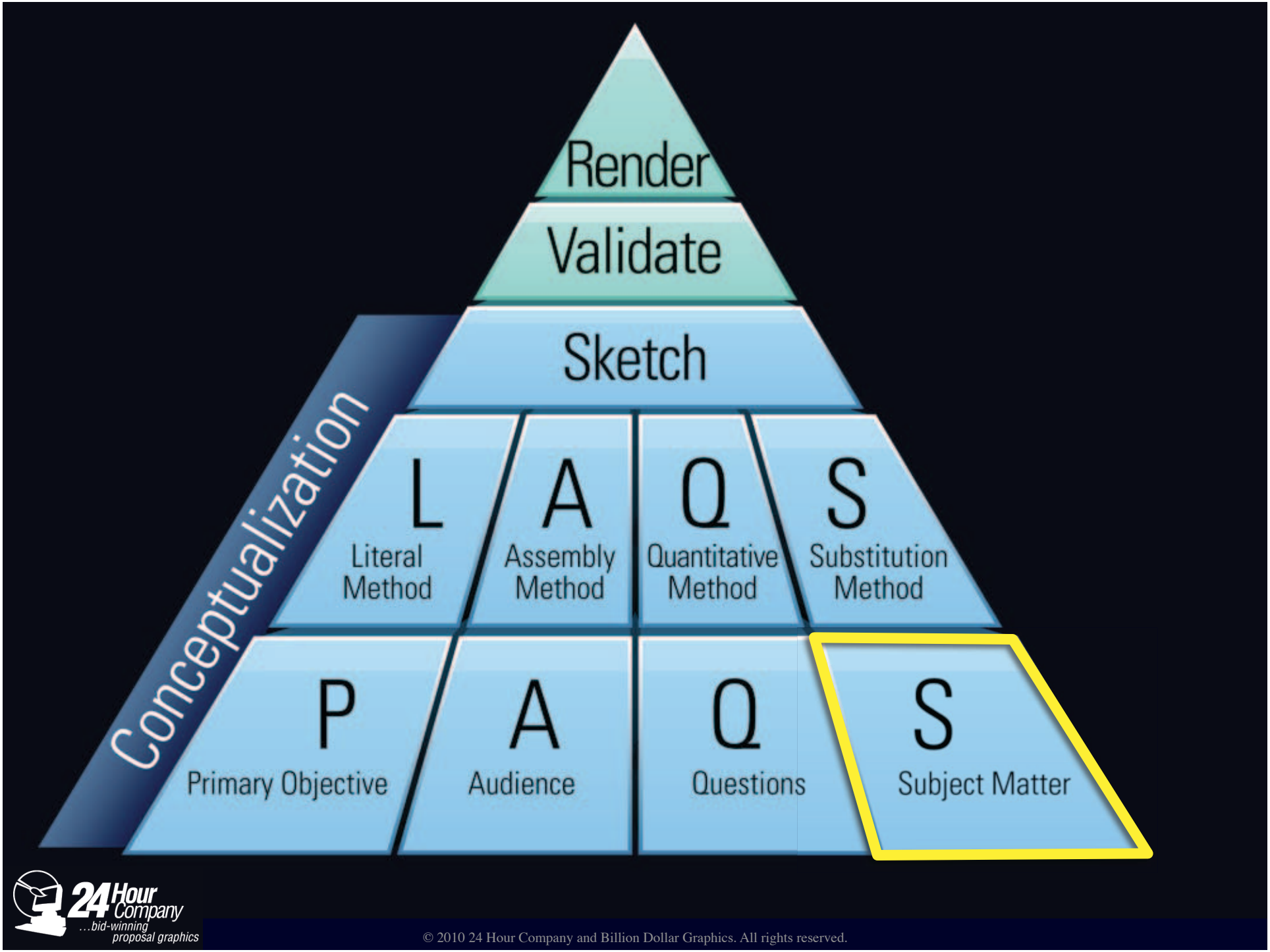

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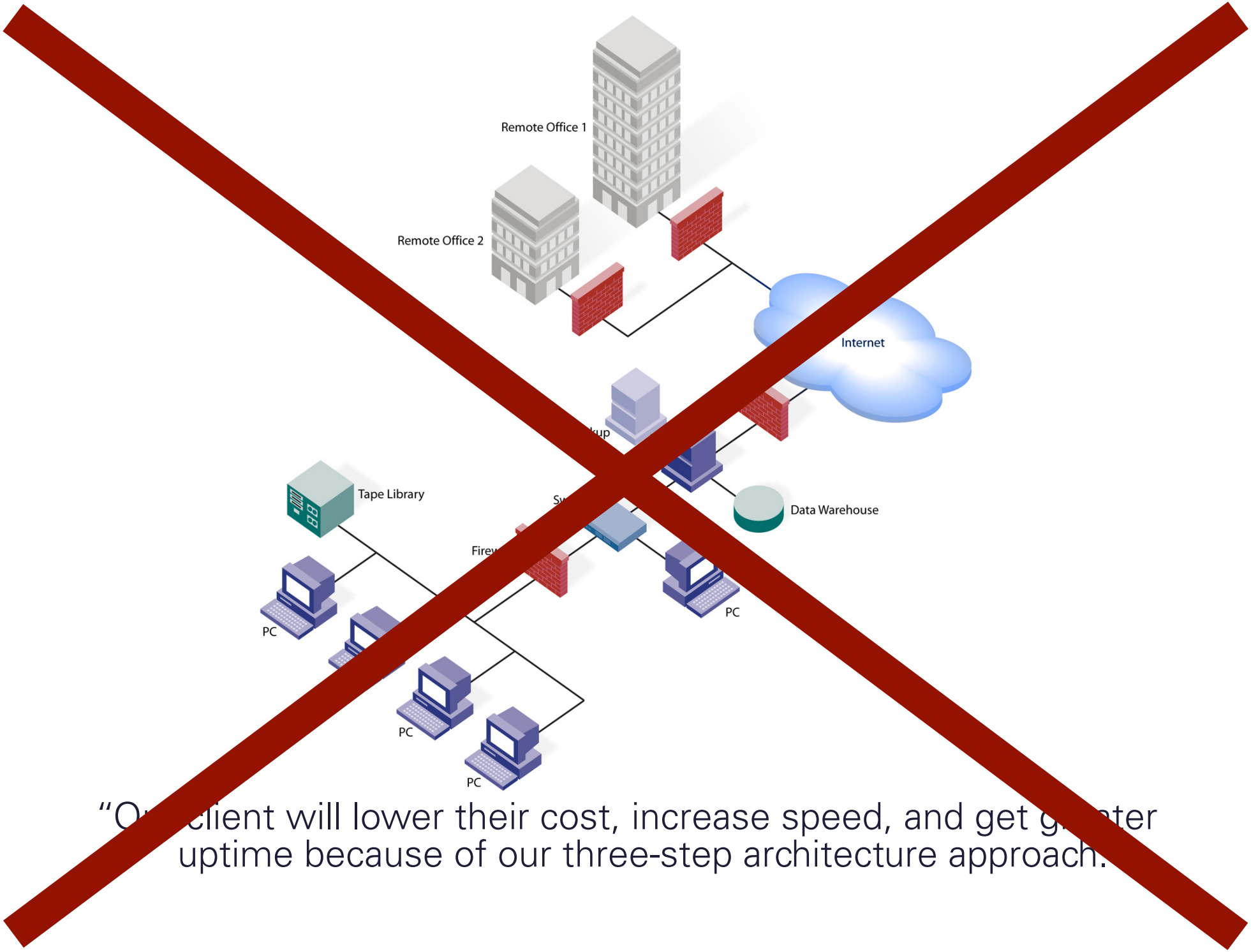
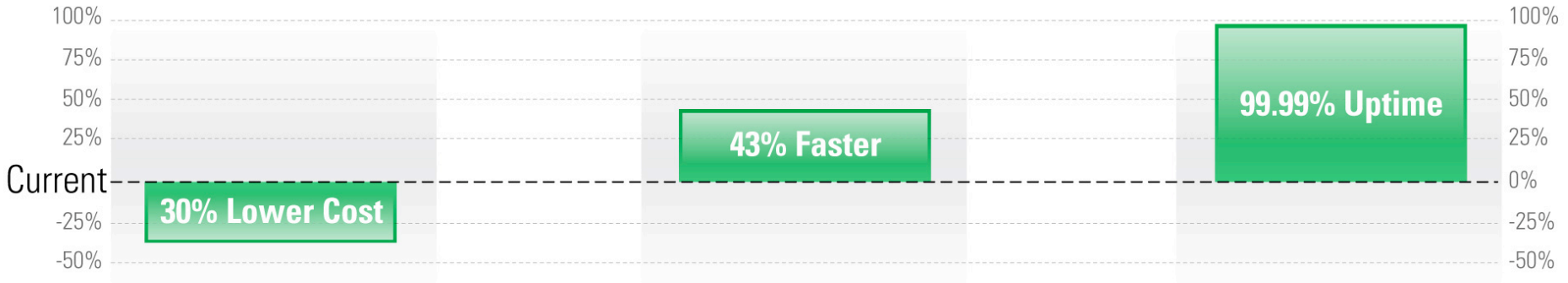
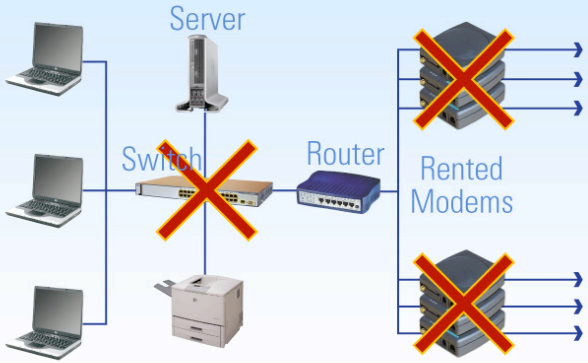


"Our client will lower their cost, increase speed, and get greater uptime because of our three-step architecture approach."



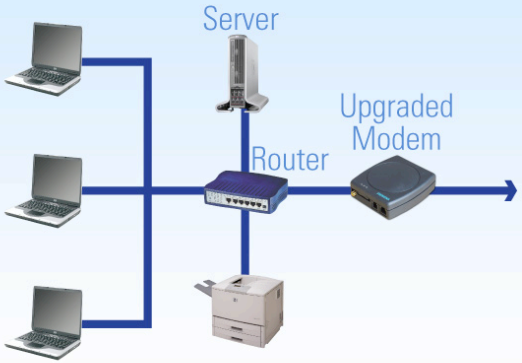
Step 1
Reduce Unnecessary Redundancy

Current Ethernet Cable Architecture



Step 2
Technology Refresh

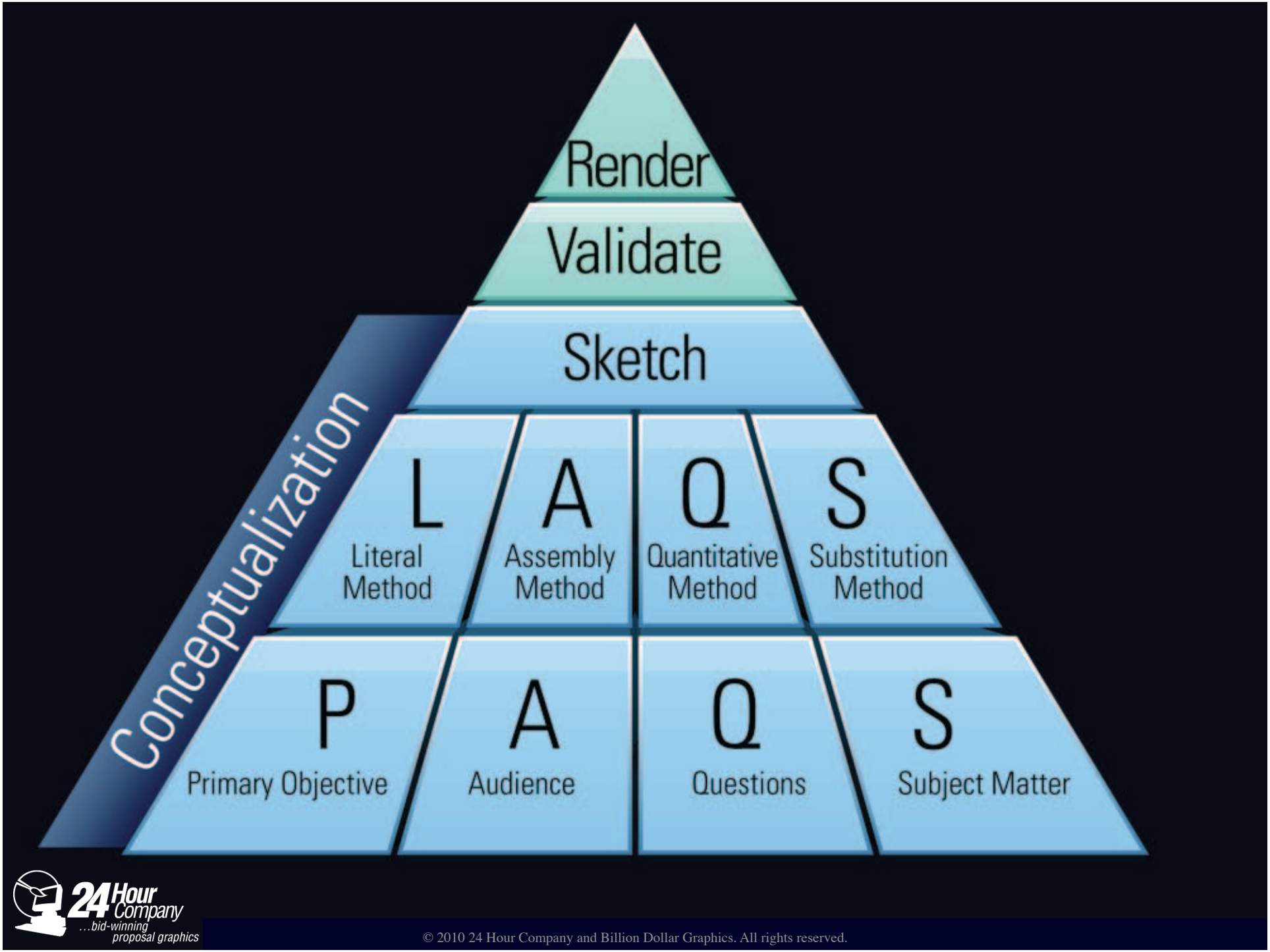
Future Coaxial Cable Architecture



Step 3
Reinforce

Mirrored Server with Backup Power

Lower your cost, increase network speed, and get greater uptime as a result of our three-step solution.



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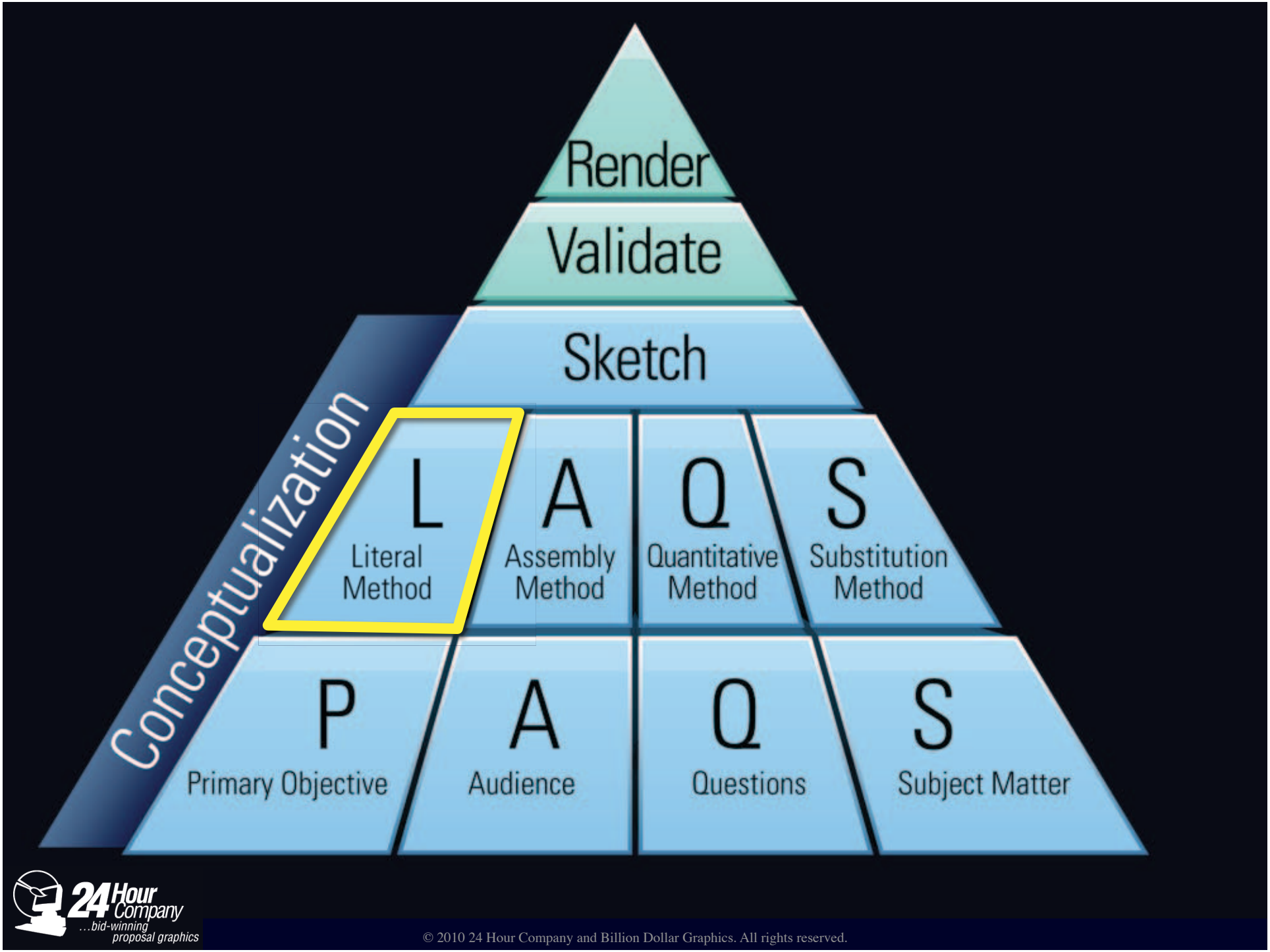

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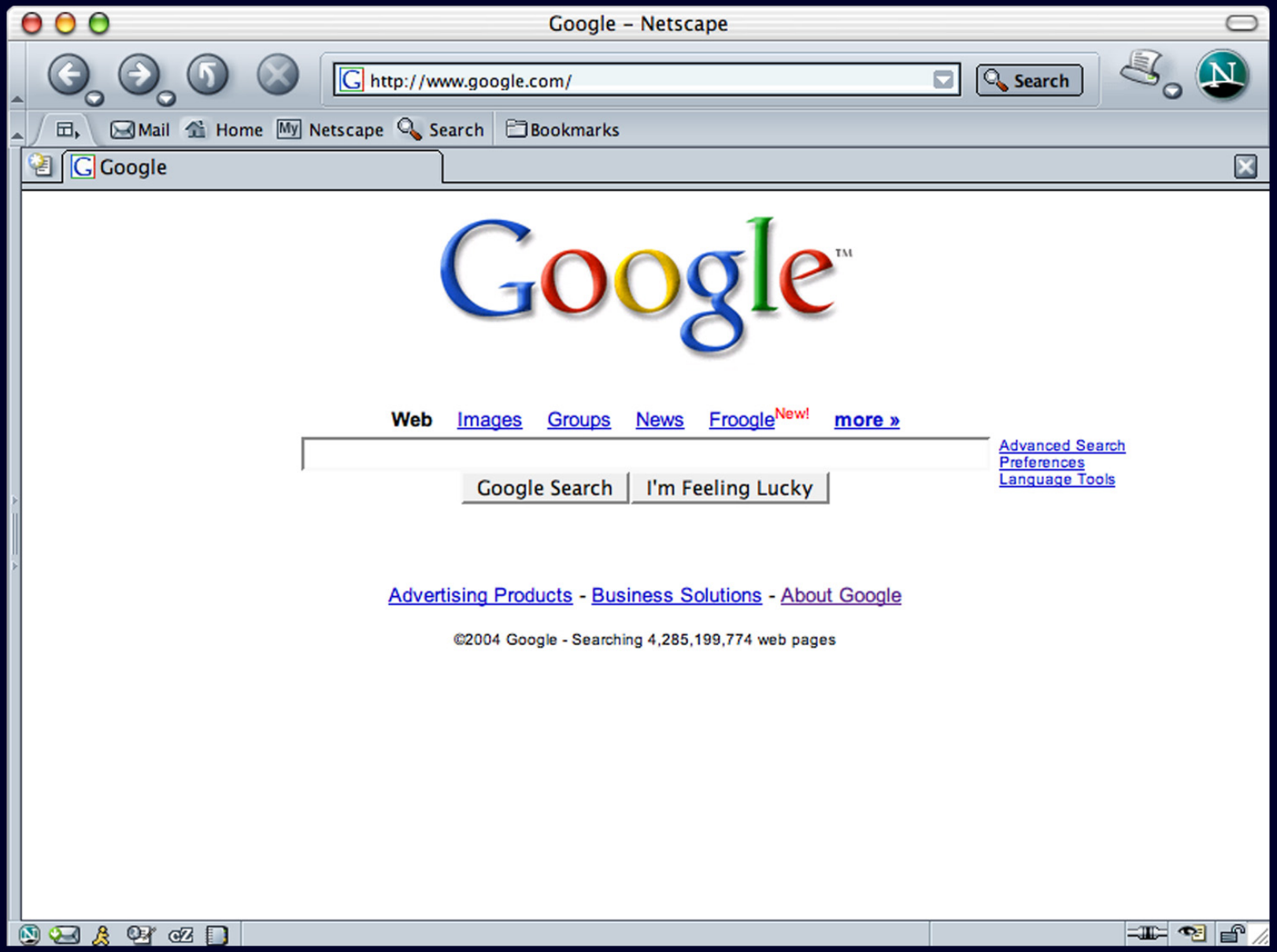

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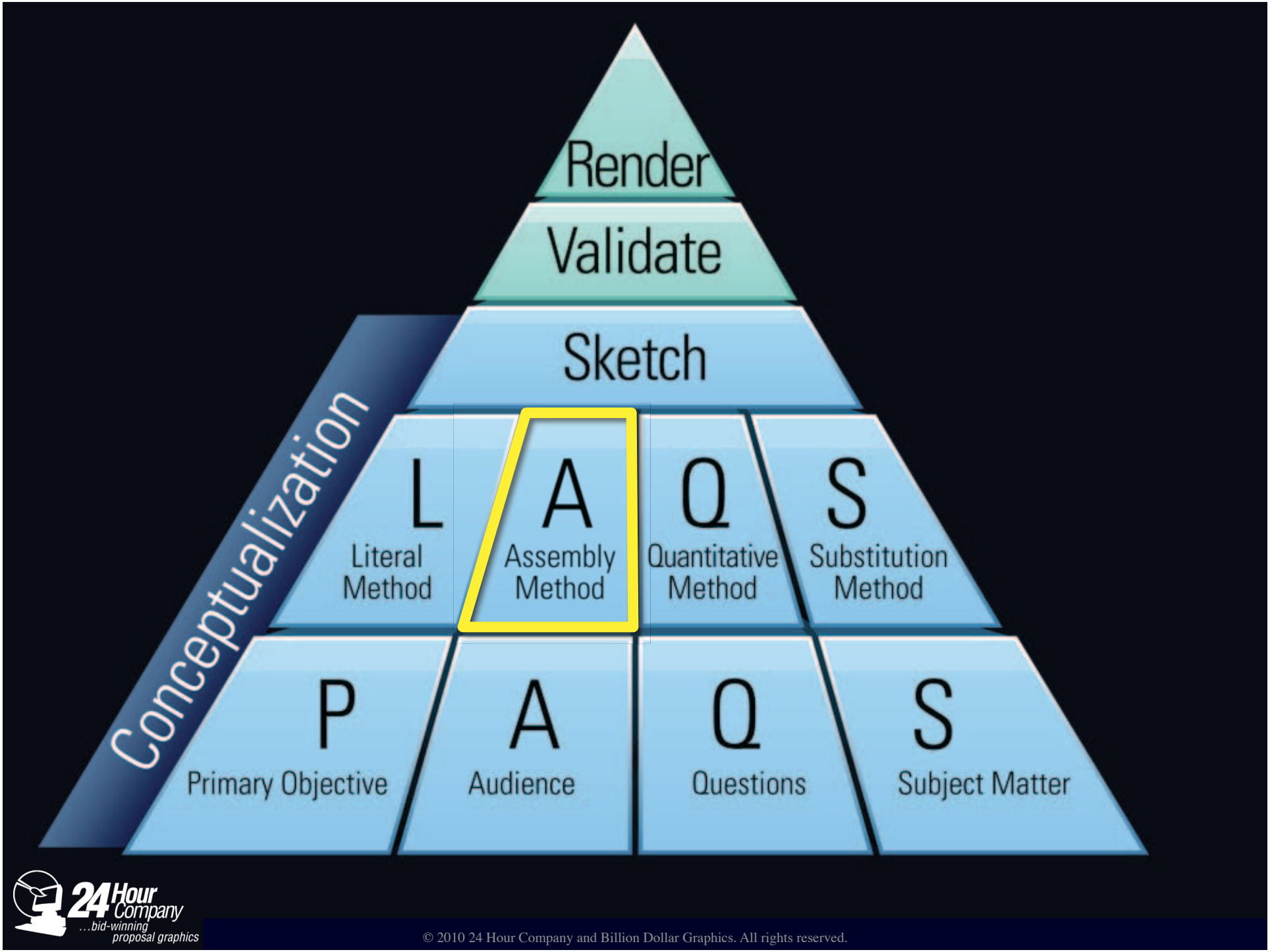

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BOGL has a four-phase process for introducing the new technology. Phase One involves training and mentoring. Phase Two is the final removal of the old tools and the introduction of the new computers. Phase Three provides onsite IT support 24x7 for one month. Phase Four submits, collects, and takes action using a formal evaluation.

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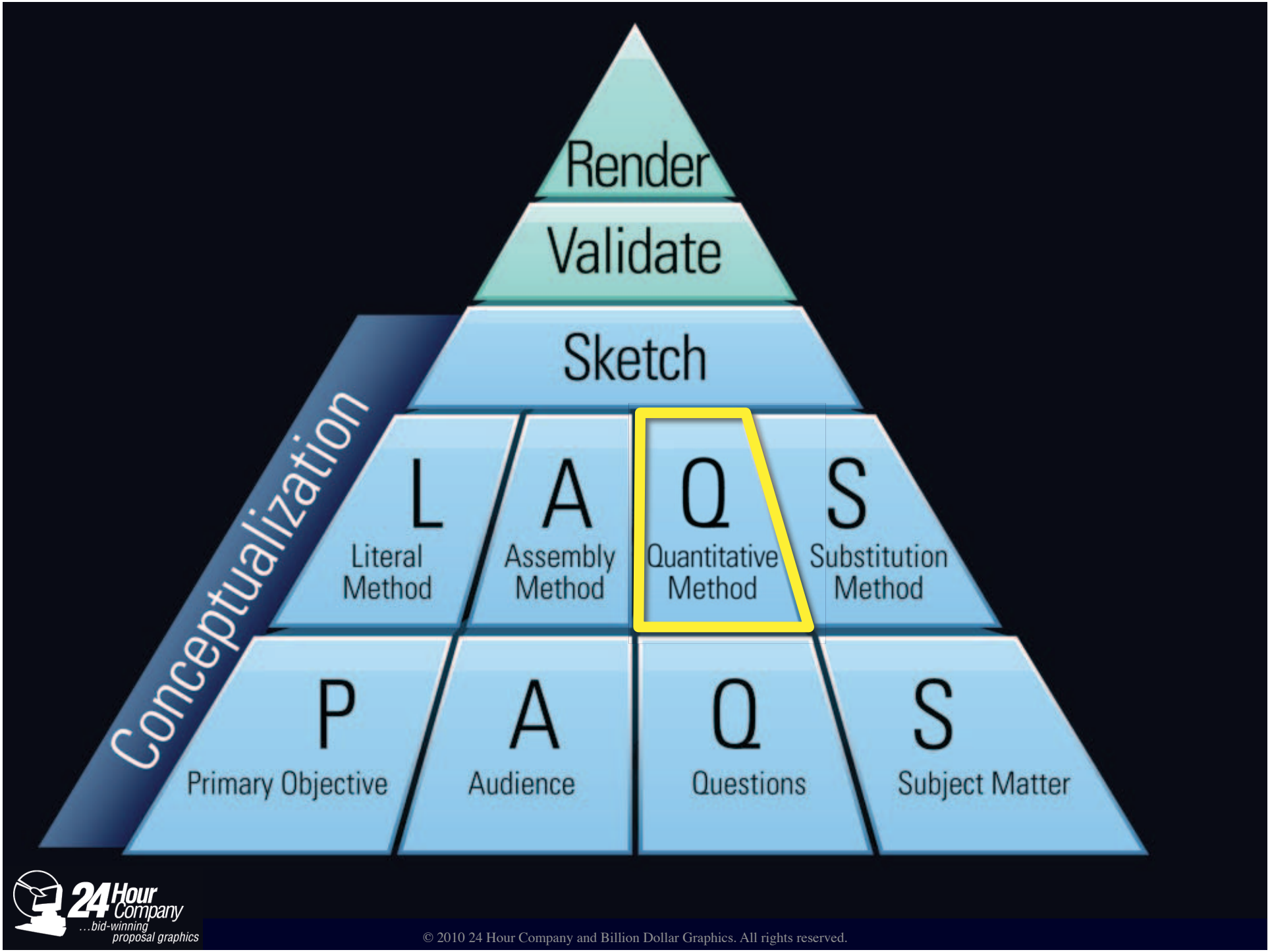

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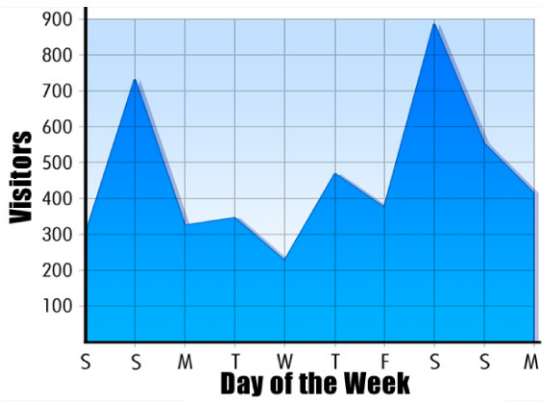
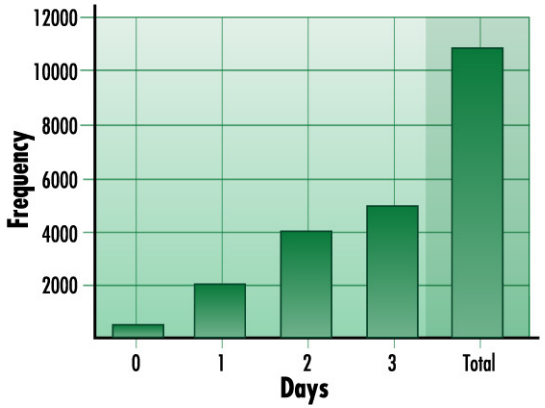
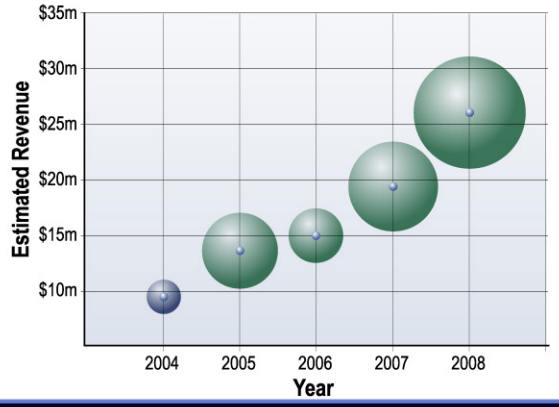
Area Chart



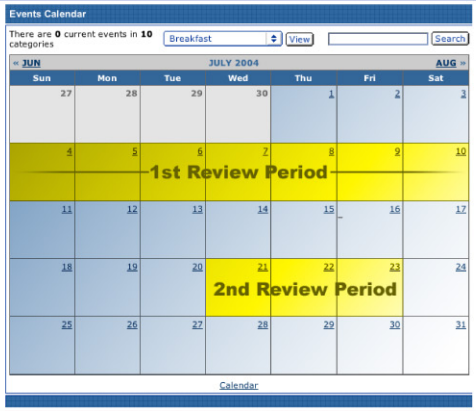
Bar Chart



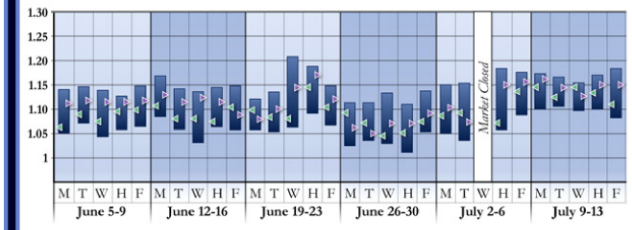
Bubble Chart



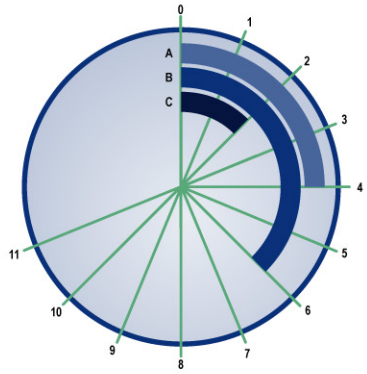
Calendar



Candlestick Chart



Circle Charts



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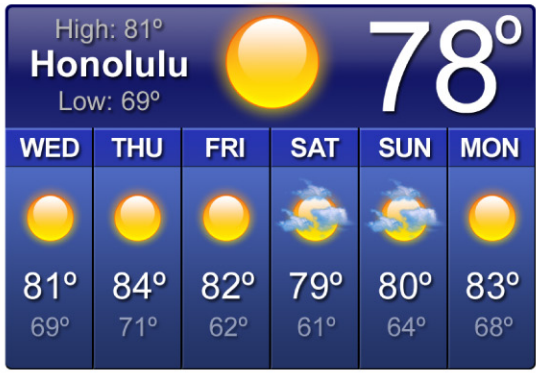
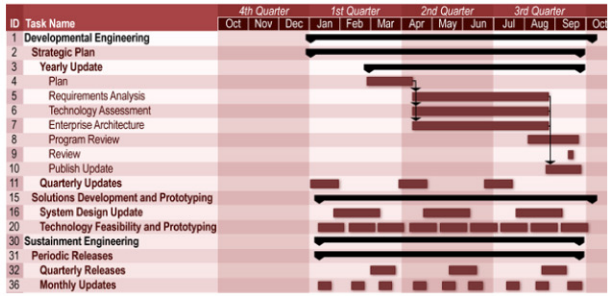
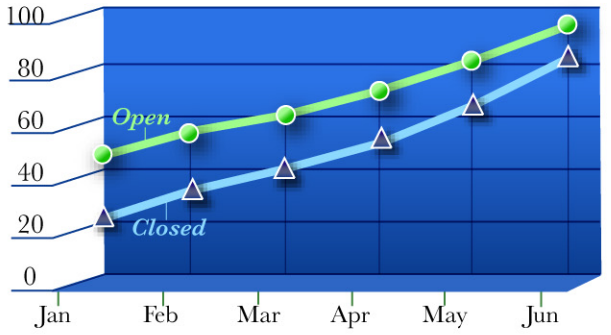
Dashboard



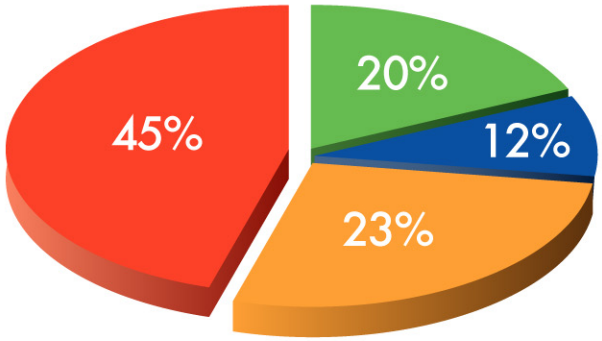
Gantt Chart



Line Chart



Pie Chart



Point Chart

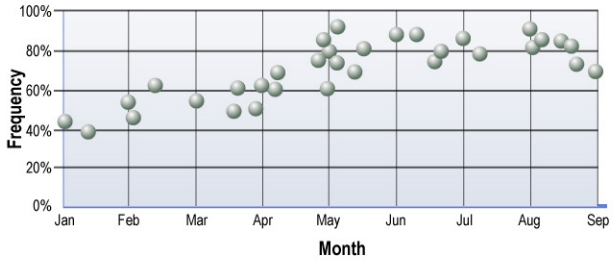


Table (or Matrix)

● = In Process
✓ = Complete

	End Client	Incumbent	Sub Contractor	Task Leader	Functional Manager	Business Manager
Manage Risk Process						
• Delegate to Consultants	●	●	●	●	✓	✓
• Delegate to Temps	●	●	●	●	✓	●
• Delegate to Janitors	●	●	●	✓	✓	✓
Manage Risks/Efforts						
• Define Effort	●	✓	✓	●		
• Define Risk			✓	●	✓	
• Effort # 1			✓	●	✓	●
• Effort # 2	✓		●	●	✓	●
• Risk #1	●	●	●	●	✓	✓
• Risk #2			●	●	✓	●

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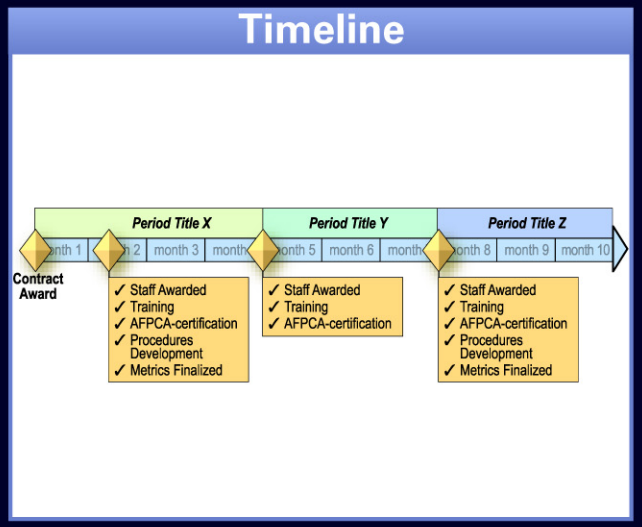
Timeline



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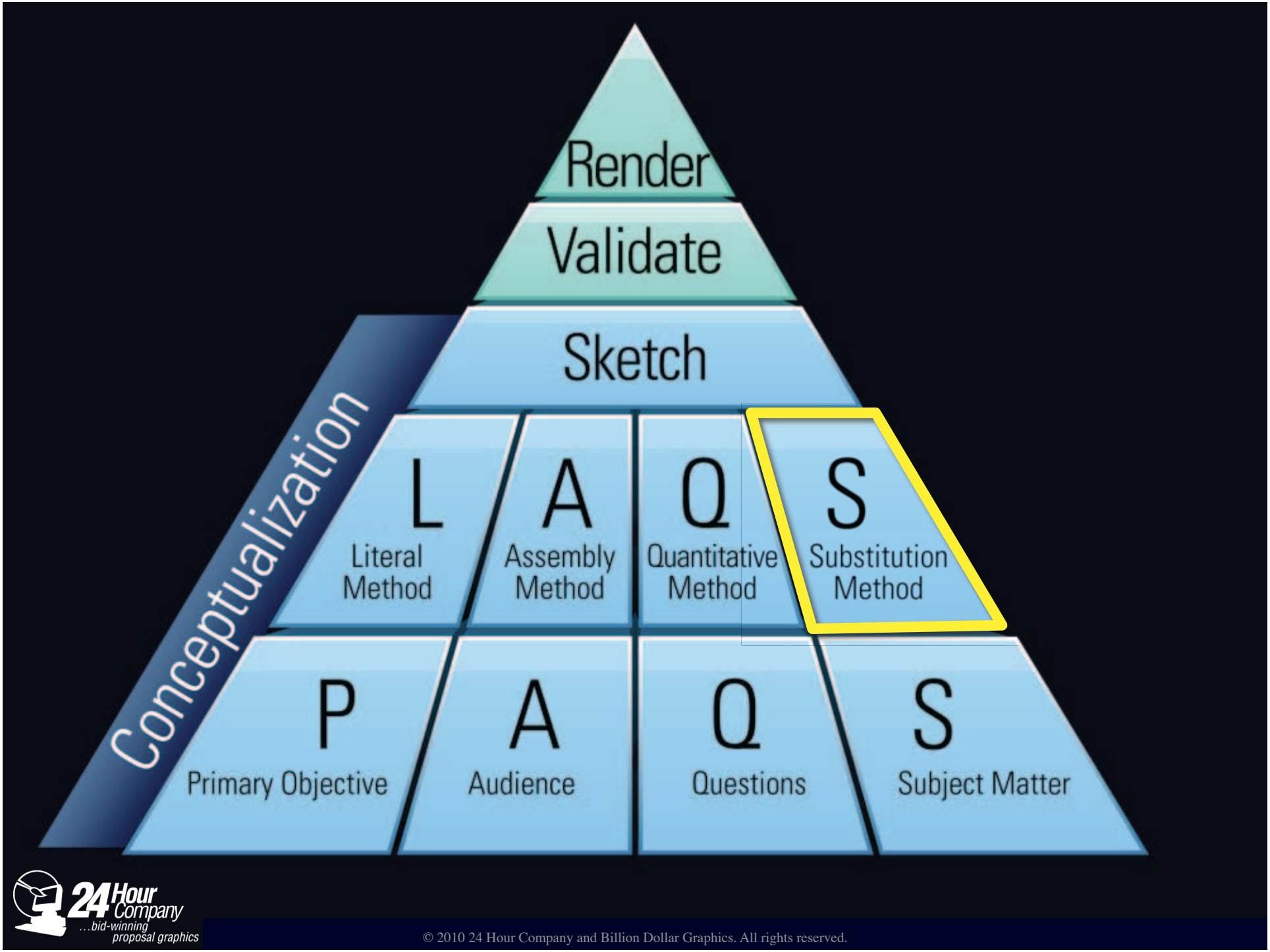

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What type of person are you?

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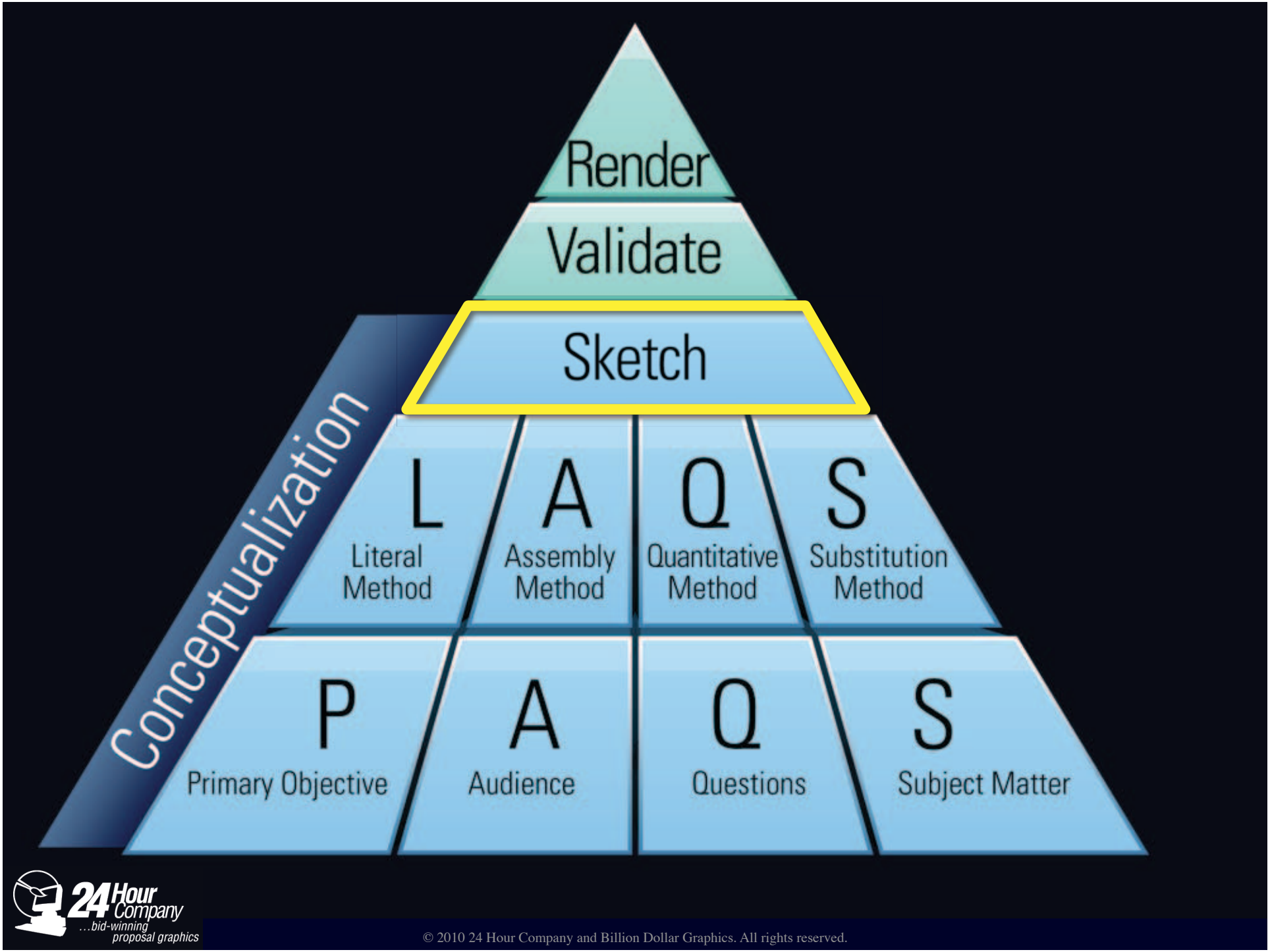

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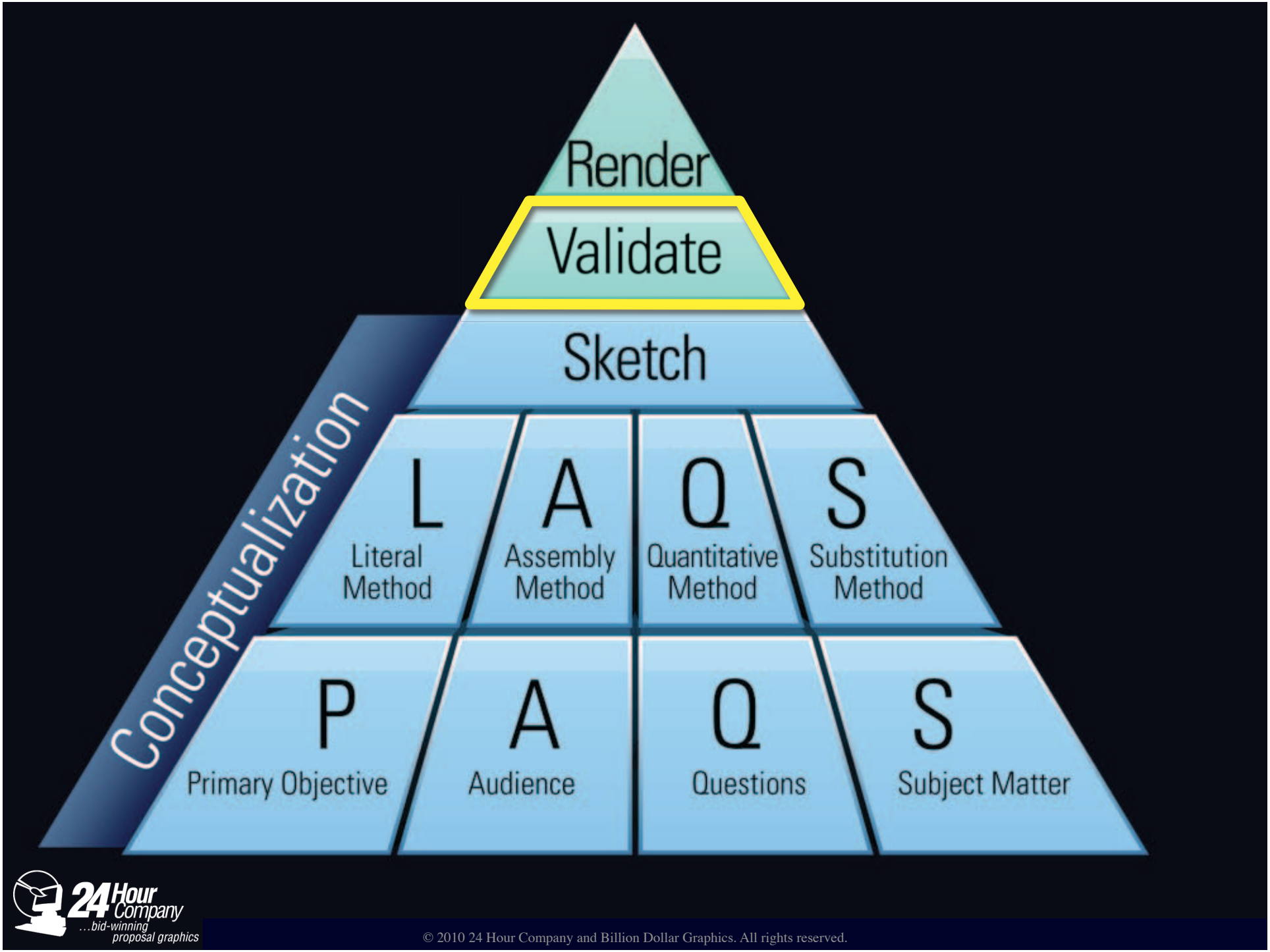

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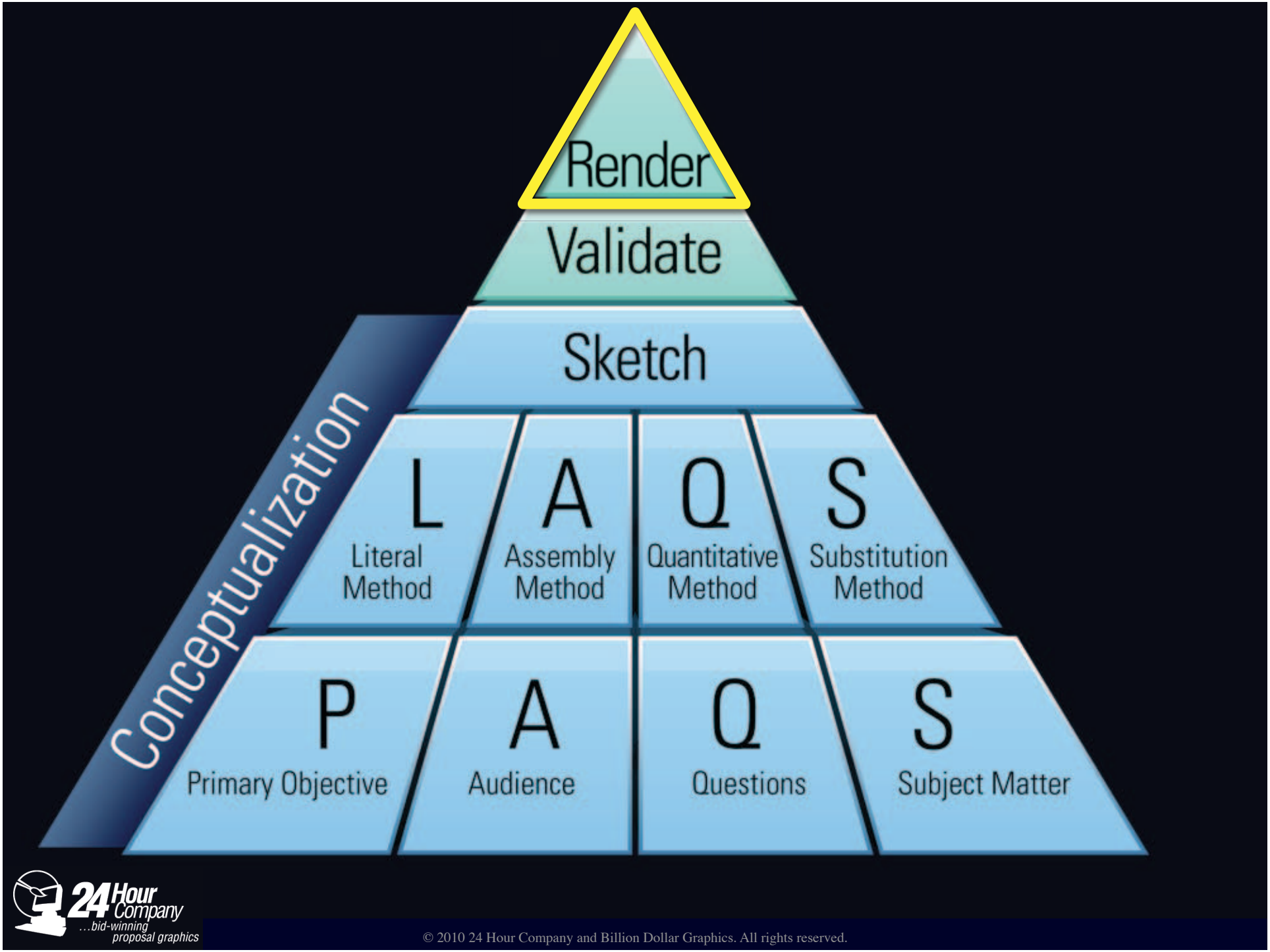

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