



Team BCG creates value and drives real-world impact

OUR MISSION

We are one of the world's leading management consulting companies—routinely working with national governments, Fortune 100 companies, and leading Aerospace industry players to solve their most intractable problems. We measure success in results realized on the ground and have delivered billions of dollars saved, seen through thousands of organizational transformations, and measurably improved performance against mission in both the public and private sector.

bcg.com/industries/public-sector/overview

OUR CAPABILITIES

Team BCG delivers a full range of powerful capabilities to include:

Organizational Transformation.

Create durable, transformative change by leveraging experience with 1,000+ transformations of leading public and private organizations. We design custom solutions to set each organization up for success and see these plans through with best-in-class change management.

Applied industry design insights to develop and implement an agile and lean structure for a major new defense entity to reduce costs, accelerate decision-making, and incentivize innovation.

Cost Transparency and Performance.

Provide leaders rapid visibility into actual spend and leverage benchmarks to deliver insights and allow for quick decisions. We mine source databases of record and apply commercial business intelligence approaches to deliver accurate, up-to-date information in useable formats.

Revealed costs across 75%+ of DoD's spend through 8 lines of business (e.g. real property, human resources, etc.), creating a data foundation for over \$1B in savings through category management initiatives.

Readiness and Sustainment.

Deliver measurable improvements to operational readiness and sustainment performance for major defense systems. We provide a rapid assessment of performance drivers, build data-driven resource optimization models, and craft new processes and metrics to increase availability and affordability.

Applied commercial best-practices to increase the mission-capable rate of a fighter fleet by over 30% in just 12 months, reduced heavy maintenance turn-around times by 50%+, and improved supply priority backorders by 75%+.

Innovation and Digital Transformation.

Transform legacy organizations and operations by harnessing data and emerging technology. We create digital platforms that enable accelerated prototyping and scaling of digital solutions for priority operational and business needs, including digital acquisitions and all-domain operations.

Re-architected the core logistics flight information and maintenance system for a fighter fleet, which reduced cost per flight hour by over 5% and increased mission-capable rates by over 10%.

Acquisition Excellence.

Deliver an average of over 10% cost savings on procurements of major defense acquisition programs through in-depth should-cost analysis and countering supplier tactics with best-practice negotiating techniques.

Applied should-cost analytics and negotiation techniques to help achieve over \$1B in savings on signed, re-negotiated contracts, including for large sole-source programs.

OUR TEAM

Team BCG is optimized to help defense leaders drive change

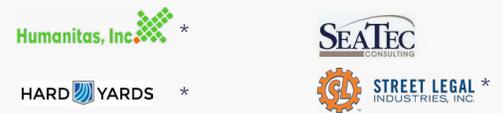
Innovators in digital, data and analytics



Leaders in transforming organizations



Experts in priority lines of business



Leaders in optimizing financial performance



Innovators in aerospace management



*Small and Non-Traditional Businesses

OUR RECORD

Team BCG is a world leader in strategic transformation

Team BCG can be quickly and easily accessed through the Department of the Air Force's (DAF) innovative Strategic Transformation Services (STS) contract vehicle

DAF STS is open to any and all Department of Defense (DoD) organizations to address strategic challenges and priorities

Please contact us at BCGDAFSupport@bcgfd.com or the DAF STS COR, Ms Theresa Terry (theresa.terry.1@us.af.mil) and Capt Kevin Ward (kevin.ward.12@usa.af.mil) for more information

Leading strategy and change management provider in the world

BCG is leading management consulting firm for change management (*ALM Vanguard*) and strategy and implementation (*Consulting Magazine*)

Scale and skill to meet complex defense needs

BCG is Vault's "2020 Best Consulting Firms for Innovation" with 6,000+ data scientists, engineers and digital innovators

Trusted advisor to the world's leading companies

BCG serves the Fortune 100, the world's most innovative companies, the leading global aerospace companies, and the largest public airlines

Track record of delivering value to the government, including DoD and the Air Force

"Exceptional" CPARS rating in 98% of Federal Government projects over the last 3 years

FEEDBACK FROM OUR CLIENTS

...significantly exceeded expectations by delivering high quality work products, challenging agency norms and supporting all recommendations with sufficient data.

...ability to analyze data, conduct sound analysis, and deliver recommendations based on industry best practices was superior.

...executed against a very aggressive schedule and always exceeded expectations.