

# ARE YOU Performing Optimally?

“We’re meeting our contract’s Terms and Conditions.”

“Our COR says we’re doing well.”

“Our e-mails and phone calls with our client make sure they record our performance - we’ll get top scores based on that.”

## Is this how you view performance on Government contracts?

ClientView sees it differently: Your overarching performance objective is consistent, long-term Revenue Growth.



## CV Performance Services

Choose one, two, five ... or all.  
You decide how CV can best help you win.

- Contract Reviews
- Contractor Performance Assessment System (CPARS)\* training
- CPARS-focused processes
- Stakeholder Identification
- Performance Strategy and Plan
- Trust-Building Strategies
- Communication Strategy
- In-Process Reviews
- Contract Close-out Activities
- Change Management
- Maintain Your Business Systems
  - Accounting
  - Billing
  - Labor
  - Earned value
  - Purchasing
  - Materiel planning
  - Quality
- Position to Win

\* CPARS is the DOD system that feeds the Federal Past Performance Information Retrieval System (PPIRS)

ClientView can help  
YOU achieve

## Top Performance Ratings

Maximum ratings **always** depend on your client’s view of performance. CV can partner with you to identify key performance factors, develop a performance strategy, and conduct essential start-of-work transition action **BEFORE** you actually begin work.



Your Client’s View of Value

# ClientView as Your Performance Teammate

Developing and implementing your performance strategy and plan with CV is easy – you have choices and control.

“We just need to keep the COR happy, and we know how to do it.”

CV can collaborate with you to **develop and implement** an action plan for ALL contract stakeholders, aimed at producing the most Revenue Growth value at the least cost.

“E-mails and conference calls will keep the Contracting Officer and COR aware of our performance – we don't need anything else.”

CV can help you develop a “tool bag” of actions and techniques to give you real-time, relevant performance info for **optimal Revenue Growth**.

“We want to find a way to do this ourselves without outside help.”

CV can walk your leadership team through the Performance Planning process, using On-The-Job-Training techniques to empower your leadership and personnel doing contract work to **achieve consistent, long-term Revenue Growth**.

“We'll do internal performance reviews to assess our processes and make sure we notify our customer of what we are doing.”

CV can help you devise, implement, and manage a performance review process to **optimize your CPARS evaluations**. Intelligently managing the CPARS process and synchronizing your performance with your Government customer's requirements will, almost always, result in better reviews.



## Increase Your Win Rate and Grow Revenue

Join CV's clients – who have ...

- Achieved outstanding CPARS ratings
- Achieved competitive proposal win rates of over 60% year after year
- Achieved consistent, long-term revenue growth of 20% to 40+% for five or more consecutive years



**Want to Improve How the Government Views Your Performance?**

Call: Ed Harrington, CV Managing Partner

ed@clientviewconsulting.com • www.clientviewconsulting.com

617.447.5972