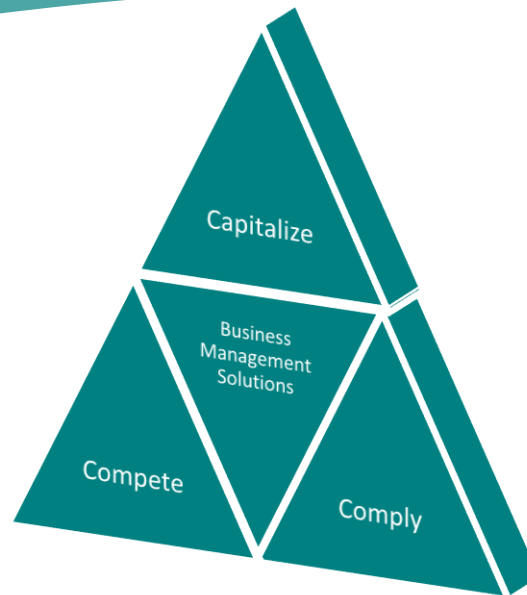




Winning Strategies for Government Contractors



15 Years of Business

Founded in 1997, Solvability is a team of subject matter experts in the field of federal contracting covering DCAA compliance, cost accounting, indirect rate structures and pricing and overall business management.

Solvability provides strategic advisory services and system implementations for a range of business management solutions.

- **Compete** | Price your proposals to win
- **Comply** | Ensure cost compliant accounting
- **Capitalize** | Win more and achieve financial success

Compete. As you know, there are numerous government solicitations to pursue, so many that government contractors must prioritize opportunities to control spending. Solvability has years of experience in the federal government market and has developed a proprietary method to objectively assess federal business. As a trusted advisor, Solvability will help you identify opportunities that have a better fit, higher value, and lower risk.

Comply. Fully complying with all the government cost and pricing requirements is critical to avoid serious penalties and to enable your ongoing success with government contracting. Solvability® will work with you to develop a roadmap for designing and setting up a best fit cost accounting software system and working policies and procedures to fit your specific needs. Our team includes CPAs, former controllers from federal contractors, as well as, experts in industry-leading DCAA compliant accounting software and systems.

Capitalize. Working with you, the Solvability team of experienced professionals will be your trusted advisors and subject matter professionals so you can focus on your business, win more and succeed in growing a profitable government contracting organization.





TAKE YOUR BUSINESS
TO THE NEXT LEVEL.

Winning Strategies for Government Contractors

▲ Compete.

Today's government contractors are competing more intensely than ever on a local and global scale. Solvability has over 15 years of experience, and a wide range of expertise that can help you compete more effectively.

We initiate our services with a "Discovery Working Session" with your key contributors and include a full day of on-site assessments to identify key issues and areas for improvement.

- **Fit. Value. Risk.** This proprietary Solvability management process and tool provides an objective and quantifiable way to identify the best opportunities for your company to spend limited B&P funds. There are three keys to success:
 - Quality of bids
 - Bidding on opportunities that are a good fit
 - Relationship with customer
- **Strategic Pricing Model.** Our proprietary pricing model can import *YOUR* data and run multiple "What If" scenarios for your bid pricing.
 - Complete Indirect Cost calculations: Overhead, Fringe, G&A
 - Identifies competitive price ranges
 - Strategic consulting services to ensure competitive and winning price
- **Develop Pricing Proposals.** Our service will assist in developing a pricing and cost approach along with a pricing proposal which supports the Win strategy.
 - Demonstrates your company has a clear understanding of customer's requirements
 - Considers competitive price ranges
 - Effective utilization of available resources
- **Business Development.** Solvability can provide local business development services for government contractors interested in establishing a base of business in the Redstone Arsenal to include: AMC, AMCOM, MDA, SMDC and NASA.

▲ Comply.

Solvability provides experienced Deltek GCS Premier and Costpoint®, QuickBooks®, Unanet®, PROCAS®, ADP®, and Cognos® consultants and CPAs who have completed over 15,000 hours of cost accounting system implementations, consulting and training for federal government contractors.

▲ Capitalize.

Once you have the business operational, Solvability can help you leverage your base and build an infrastructure using proven indirect cost and pricing that will enable you to grow, manage costs, and generate higher profitability and shareholder value.

Fit. Value. Risk.



Strategic Pricing Model



Pricing Proposals



Business Development

