boulevardconsulting

AN OVERVIEW OF OUR SERVICES

DIGITAL, OPERATIONS, & TRANSFORMATION CONSULTING

WHO WE ARE

Boulevard is a modern management and technology consulting firm that helps clients leverage the power of data science, operational transformation, and cutting-edge technology to build a better future. We develop highly scalable and impactful solutions by combining the latest technology trends with time-tested improvement methodologies, and with the personalized attention of a smaller firm.

Our community of highly specialized problem solvers brings bold thinking, technical expertise, and creativity to help our clients across industry not only tackle the challenges of today, but solidify a better, more meaningful future.

Headquartered in Arlington, Virginia, we are a Native American-owned, **Small Business Administration (SBA)-certified 8(a) Small Business.**

EMPOWER PEOPLE
EMBRACE CHANGE
CONTROL TOMORROW

OUR SERVICES

WHERE ADVANCED ANALYTICS MEETS CREATIVITY.

Organizations face major strategic and operational decisions every day. At a minimum, a typical project scope consists of cost, scheduling, team dynamics and risk analysis. We help our clients develop sustainable strategies, improve operations, and identify and develop technology solutions to support their continuous improvement and realization of value.

DIGITAL

- Data Analytics Artificial Intelligence (AI)
- Data Science & Visualization
- IT Infrastructure & Cloud
- Agile Delivery
- Cybersecurity

OPERATIONS

- Business Case Analysis (BCA)
- Lean Supply Chain
- Operational & Financial Analysis

TRANSFORMATION

- Organizational Design
- Transformation & Culture
- Decision Science & Data Management

DIGITAL

OUR SERVICES

How we do business has changed dramatically over the past two decades due to a variety of factors, such as hybrid work environments, automation of monotonous tasks, streamlining access to information, and more. These techniques have transformed how we interact with the people around us and the information we require. Our team will help yours identify technologies to use, learn how to use them, and determine how to embed them effectively in your environment.

DATA ANALYTICS & VISUALIZATION

Data is only useful if it results in better decisions. Our custom applications and analysis bridge the gap.

DATA SCIENCE

Our machine learning methods ensure accurate predictions to address our clients' constantly changing needs.

DIGITAL TRANSFORMATION

Our team evaluates technology requirements and uses a combination of COTS solutions and custom workflows to address your needs.

IT INFRASTRUCTURE & CLOUD

We harness the power of technologies to support businesses in overcoming complex systems integration challenges.

AGILE DELIVERY

Our consultants ensure business operations deliver significant cost savings and increased productivity.

CYBERSECURITY

We set up the proper channels, usage, and boundaries for all technologies our team develops to ensure a safe and secure solution for our clients.

OPERATIONS

OUR SERVICES

The efficiency of day-to-day processes are what make short-term efforts into a long-term success. But many times, these processes aren't set up for success as general management strategies and business models are applied into environments they don't apply to simply because it was easy. Our team will help you define successful operations and strategy and ensure techniques used are optimal in your environment.

OPERATIONAL EXCELLENCE

Our background in driving Lean Six Sigma and Baldrige Quality Framework for public and private organizations allows us to find the subtle changes and improvements that will affect your bottom line.

BUSINESS CASE ANALYSIS (BCA)

Organizations can only move forward if they adopt new ideas, technologies, practices while assessing costs and risks. A thorough assessment of current and expected effectiveness will outline the strategic path forward.

LEAN SUPPLY CHAIN

Bottlenecks and increased dependency upon a very small set of factors has created tremendous global supply challenges. Organizations must ensure subtle inefficiencies are addressed through effective risk management and mitigation.

OPERATIONAL & FINANCIAL ANALYSIS

While unpredictable, risk can have advantages. We help our clients predict, navigate, and disrupt through uncertainty to accelerate growth and preserve gains.
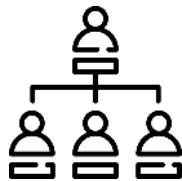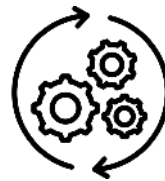
TRANSFORMATION

OUR SERVICES

Business needs are always changing. The existing structures, systems, workflows, and management practices must always align to the demands of all stakeholders – but they rarely do. Understanding the changes and developing effective change management processes require the complementary forces of human-centered design, and operational effectiveness.
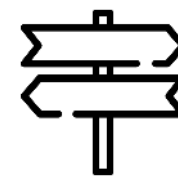
ORGANIZATIONAL DESIGN

Business models and organizational structures are co-dependent. The management structure must be tailored to the organization's unique challenges. We work with senior executives to help solve their most complex problems by bringing an approach to executable strategy that combines deep industry knowledge and rigorous analysis.

TRANSFORMATION & CULTURE

Our design thinking and facilitation strategies bring together different perspectives to enable success for individuals and teams. We utilize a village of expertise based on time-tested strategies and the experience implementing them in a range of industries.

DECISION & DATA MANAGEMENT

Organizational change is only effective if human-centered design principles are used to incorporate behavioral trends, patterns, preferences, and tendencies. Boulevard's efforts combine human and data elements to guide organizations down the appropriate path.

OUR APPROACH

AN ANALYTICALLY DRIVEN APPROACH TO PROJECT EXECUTION

Our trusted advisors offer an approach that allows our clients to integrate their strategies with operations and the technologies needed to propel them in a direction to achieve greater value.

We find that only evaluating one component of a problem can lead to others; thus, our experts evaluate our clients' organizations and challenges for technology, people and process relationships that require analysis to achieve an optimal result. We develop strategies and ensure they are coupled with the appropriate operational and technological changes and improvements necessary to move forward. At the most basic level of our work, we follow a systematic process for all projects to ensure timeliness, quality and effectiveness in our delivery of solutions – whether strategic, operational, or technological – to our clients.

IDENTIFY PROJECT OBJECTIVES   **IDENTIFY & INFORMATION SOURCE(S)**   **BUILD ANALYTIC ATMOSPHERE**   **INGEST DATA & INFORMATION**   **EXPLORE & ANALYZE**   **DERIVE RESULTS & CREATE SOLUTIONS**   **BUILD & IMPLEMENT CLIENT SOLUTIONS**

AUTOMATED RELIABILITY ANALYTICS MODEL (A-RAM)

CASE STUDY: U.S. ARMY

OVERVIEW

Rapid and transparent technology sustainment is a goal for all organizations – whether that be an enterprise accounting application, or in the case of this client, a multi-location military base security system. While a sustainment structure was in place, this client (and system end-users) lacked a dependable, near real-time method of tracking part orders, system outages, and sustainment performance metrics to inform software updates.

Our team developed A-RAM which utilizes military-standard system reliability calculations to provide a holistic view of system health and vulnerability levels by installation. With a live data connection, end-users can view fault resolution in near real time.

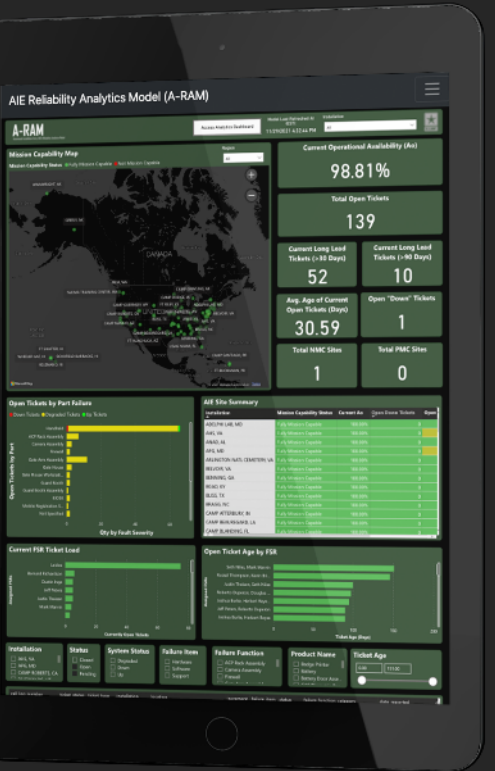Deployed to **200+** Multi-user Installations

Average of **243** Tickets Assessed Daily

CONCLUSION

A-RAM enables end-users to submit and track system outage help desk tickets and communicate with program office personnel at the click of a button. With defensible analytics at the ready, the program office currently uses this application to not only track system performance, but also optimize parts inventory to minimize cost and repair time.

KEY FEATURES

- Site Specific & Enterprise Level Reliability Reporting and Visuals for end-users with internet access
- FSR Performance Tracking Metrics (e.g., Percentage of Tickets Closed, Total Tickets Closed, Missed Tickets)
- Automatic AIE Help Desk Ticket Reporting
- Root Cause Analysis Visuals

RELEVANT SERVICE AREAS

- Data Analytics & Visualization
- Artificial Intelligence & Data Science
- Digital Transformation
- Information Technology & Cloud

SENSOR OVERNIGHT & ANALYTICS FOR REPAIRS (SOAR)

CASE STUDY: U.S. MARINE CORPS

OVERVIEW

Program office staff have received a variety of data files from contractors, stakeholders, clients, and enterprise data programs with each file being in a different format. The client faced issues in efficiently cleaning, ingesting, synthesizing, and analyzing pertinent information to make meaningful business decisions in a timely manner.

Using customized data management, business intelligence, and machine learning capabilities, our team developed SOAR-MX to provide a centralized and dynamic platform for monitoring historical and current repairs data as well as associated funding. **The SOAR-MX tool is designed to assist in managing the long-term sustainment, repair execution and oversight of the MX Sensors systems, especially the specific monitoring of contracting performance for the latest MX Sensors Production and Systems Support Contract.**

12 Databases Ingested To Automate Analyses

35% Reduction In Planning And Logistics Time

CONCLUSION

With integrated predictive analytics, end-users can also accurately forecast potential risks to the program based off unknown and future data. Rather than deploying static modeling the team developed a continual machine learning framework with the ability to retrain and reparametrize the model at the introduction of new data, resulting in minimized model performance monitoring needs and consistently accurate results over time.

KEY FEATURES

- Automated high performance pre-fit models generation
- Regression Prediction to indicate days required for repair
- Classification Prediction to indicate repair groupings
- Model customization capabilities
- Fully equipped model validation features allowing user to test/evaluate model performance before choosing to deploy
- Plug & Play style model importing, allowing the user to immediately use recommended models

RELEVANT SERVICE AREAS

- Data Analytics & Visualization
- Artificial Intelligence & Data Science
- Digital Transformation
- Operational Analysis

BUSINESS PROCESS VISUALIZATION & ANALYSIS

CASE STUDY: U.S. SPECIAL OPERATIONS COMMAND

OVERVIEW

Our team executed an assessment of business processes from end-to-end and recommend a path forward for process improvements. The intent was to visualize process flow and relationship to stakeholders, clarify roles and responsibilities, and determine the most simplistic methodology from a complex system considering speed, innovation, quality, and overall cost of business. This initiative consisted of an unbiased analysis of existing plans, tools, and resources to recommend actions that provide significant workflow enhancements and/or economies of workflow.

7 Work Centers Optimized

25 Improvement Recommendations Identified

CONCLUSION

Our team developed a detailed list of tailored improvement actions coupled with an analysis of potential cost and schedule saving mechanisms as well as identified potential risks with integrating the improvement actions and associated mitigation strategies. These recommendations will be utilized by USSOCOM leadership to improve procurement processes across the acquisition leg of the organization.

KEY FEATURES

- Lean Six Sigma (LSS) DMAIC Framework RACI Chart
- SIPOC Framework
- Visio-Based Process Maps

RELEVANT SERVICE AREAS

- Operational Excellence
- Lean Supply Chain
- Organizational Design
- Transformation & Culture

NEXT GENERATION AVIATION & ACQUISITION

CASE STUDY: U.S. NAVY

OVERVIEW

Our team executed a comprehensive assessment of current and potential aircraft technologies for the U.S. Navy. The analysis of alternatives (AoA) built upon the previously completed capabilities-based assessment and worked to develop and refine functional and capability requirements of the aircraft using subject matter expertise review sessions and internal assessments. Boulevard worked to not only to develop these requirements, but also obtained historical flight hour and acquisition data to project when the aircraft would need to be replaced. The study team used this data to execute an effectiveness, risk, and alternatives analyses as well as facilitate cost and schedule analyses.

7 Aircraft Alternatives Evaluated

58 Measures of Performance Identified

CONCLUSION

The study provided insights across several alternative aircraft sought as replacements to the current training aircraft. The consolidated application tool developed by Boulevard, in conjunction with the multi-level analysis approach, provided Naval leadership actionable information to support only the most informed and defensible acquisition/sustainment strategies and decisions for its jet training aircraft.

KEY FEATURES

- Microsoft Excel VBA-Infused Dashboards
- Custom-Built AoA Framework
- Custom-Built Risk Register

RELEVANT SERVICE AREAS

- Business Case Analysis (BCA)
- Operational & Financial Analysis
- Data Analytics & Visualization
- Decision & Data Management

MEET SOME OF OUR PEOPLE

MEET THE TEAM

WHAT MAKES US UNIQUE & THE RIGHT CHOICE

Boulevard is the well-respected, leading analytics, technology and performance improvement consulting firm because of the exceptional quality of our people. We recruit consultants, data scientists, entrepreneurs, private and public sector leaders, and deep industry experts with a diverse range of backgrounds. All of the firm's employees are degreed, with many being at the graduate level.

We also invest heavily in developing our people throughout their careers so that they constantly build their skills and capabilities. That means all the personnel we deploy to our engagements have been not only rigorously screened during the hiring process, but also intensively trained, so that they will hit the ground running on the first day of every engagement. We track each consultant's expertise, so that we know that we are delivering the right complement of resources to an agency to meet its needs.

KASHNI SHARMA
SENIOR ASSOCIATE
Combines her years of experience consulting and project management experience to lead a variety of contracts

CHRIS HOOK
ENGAGEMENT MANAGER
Maintains close relationships with corporate partners and clients and manages large-scale projects

DOING BUSINESS WITH US

FUTURE CLIENTS

From healthcare to supply chain to manufacturing to military, our experts are here to provide the value you need to solve any challenge. Regardless of whether you are a commercial or government customer, please use the contact information below to reach out with interest.

If you are a government customer and seek to use a General Services Administration (GSA) schedule, you can find our corporate contract information (Contract #47QRAA19D0051) posted to *GSA Advantage!* Here. Additionally, for direct award / sole source contracting, Boulevard is a member of the SBA's 8(a) program as well as contracted to GSA STARS III (Master Contract #47QTCB22D0339)

FUTURE TEAMING PARTNERS

As we guarantee the best service and analytically-sound solutions possible, we welcome you to explore our services and reach to us if you feel your organization may offer services and/or products that allow us – together – to provide the latest technologies and capabilities to carry them forward.

Visit our website at **www.boulevardcg.com**, contact us by e-mail at **contact@boulevardcg.com**,
or by phone at **(571) 982-5782 (ext. 102)** to reach Managing Partner, Ryan Burge.

CAGE: 70AG9
DUNS: 078721312
NAICS: 541611 (Primary); 541614; 541618;
541330; 541512; 541990

FAQ: TO SOLE SOURCE A CONTRACT TO BOULEVARD CONSULTING, HOW DO I USE THE SBA 8(A) PROGRAM?

WHAT IS THE PROGRAM?

The Small Business Administration (SBA) 8(a) small business development program offers small disadvantaged businesses a wide range of assistance to help them compete in the marketplace and gain traction in federal government contracting. The focus of the program is to provide business development support, including procurement assistance, mentoring, business counseling, financial assistance, and training to help small businesses participate in competitive acquisitions.

WHAT DOES THIS MEAN FOR A CONTRACTING OFFICER?

For federal contracting officers, using an 8(a) small business contractor makes procurement simple and streamlined. A program manager must have a valid requirement conveyed through a statement of work, and funding has to be available. As the contracting officer, a contracting officer can determine what type of 8(a) small business contracting opportunity to conduct.

HOW SIMPLE IS THIS AND WHAT ARE THE BENEFITS?

A sole source 8(a) contract can be awarded if the contracting officer does not have a reasonable expectation that two or more qualified 8(a) small businesses will submit offers, determines that the qualified 8(a) small business contractor is responsible, and determines that the contract can be awarded at a fair price. The 8(a) sole source vehicle offers agencies a shortened acquisition process:

- **INITIATE A CONTRACT WITH A SIMPLE HIGH-LEVEL STATEMENT OF WORK**
- **REDUCED DECISION CYCLE**
- **LOWERED ADMINISTRATIVE COSTS**
- **PRICES THAT REFLECT THE BEST VALUE**