

insight



Insight is something we bring to each project, drawn from our knowledge of best practices worldwide, and years of experience working with clients to optimize operations and effect lasting change. It is also something we gain during each project through the detailed, fact-based analysis of enterprise-wide decisions and practices. Insight sheds light on performance barriers and growth opportunities, guiding the development of alternative strategies for meeting client needs and objectives.

Decisions are at the heart of every business process, and that's why they are at the heart of our approach. We identify the network of critical decisions

surrounding client goals, strategies, and operations, and we analyze operations and strategies in the context of the decision network. During the decision analysis process, we examine interdependencies, assess risks and measure each option's overall do-ability and payoff in order to arrive at the alternatives that best support client objectives.

Involving our clients every step of the way deepens their investment and ensures the ongoing transfer of knowledge and insight as we formulate solutions and move toward implementation. We empower clients with the tools they need for success right now, and for the inevitable changes to come.

Evaluating the Impact of U.S. Coast Guard 55-Foot Boat Decommissioning

SITUATION

decision/analysis partners LLC (d/ap) worked with the Coast Guard's Logistics Transformation Program Integration Office (LTPIO) Team to evaluate mission support alternatives for an aging class of assets. Specifically, one of the USCG's large Aid to Navigation (ATON) boats was reaching the end of its useful life, making it expensive and hard to maintain. USCG needed to evaluate the use of alternative boats and ATON technologies to meet mission needs.

APPROACH

d/ap developed a comprehensive simulation of how the current fleet, personnel and ATON performed the mission and conducted a thorough analysis of alternatives, both in terms of alternative boats and ATON technologies. d/ap developed detailed life cycle support costs for these alternatives.

RESULTS

d/ap's analysis demonstrated that retiring the current aging fleet and using alternative assets and supporting technologies would have minimal operational impacts, while significantly reducing support costs:

- > USCG would avoid excess maintenance costs on the current asset of over \$2 million annually
- > USCG would avoid over \$1 million in costs to set up the aging asset in the new USCG logistics support program
- > Additional supply support and retraining requirements would be eliminated, saving additional time and money

USTDA Technical Assistance to Guatemala's AGEXPRONT

SITUATION

Guatemala's government, through AGEXPRONT (the Non Traditional Products Exporters' Association) requested U.S. Trade and Development Agency assistance to strengthen trade capacity training capabilities and accelerate the growth and modernization of its Digital Certificates program to provide e-business capabilities, facilitating global trade.

APPROACH

d/ap teamed with Florida International University (FIU) to design and deliver advanced marketing classes in a number of areas.

- > d/ap assessed AGEXPRONT's capabilities and made recommendations for improvement
- > d/ap developed training program content in areas from brand-building to dairy product marketing
- > d/ap delivered customized "Train the Trainers" course to thirty-six trainers over 10 days
- > d/ap provided technical expertise, installation/testing of new equipment and hands-on training for digital export certificate functionality

RESULTS

The d/ap team exceeded expectations for the integration of training and IT support, sophistication of course content and the quality and effectiveness of instructors. d/ap provided interactive presentations for all live training and DVDs to support an e-learning library.