

Providing management consulting services for capture management, programme management and business strategy

Solutions That Bring Results



- Provided leadership skills in customer management on key UK procurements
- Qualified resources on MoD Acquisition Management System and continuous assessment competitions
- Expert methodologies to manage large dispersed international teams
- Developed "win-models" that balance profitability with customer value chain
- Increased a client's turnover by 240%

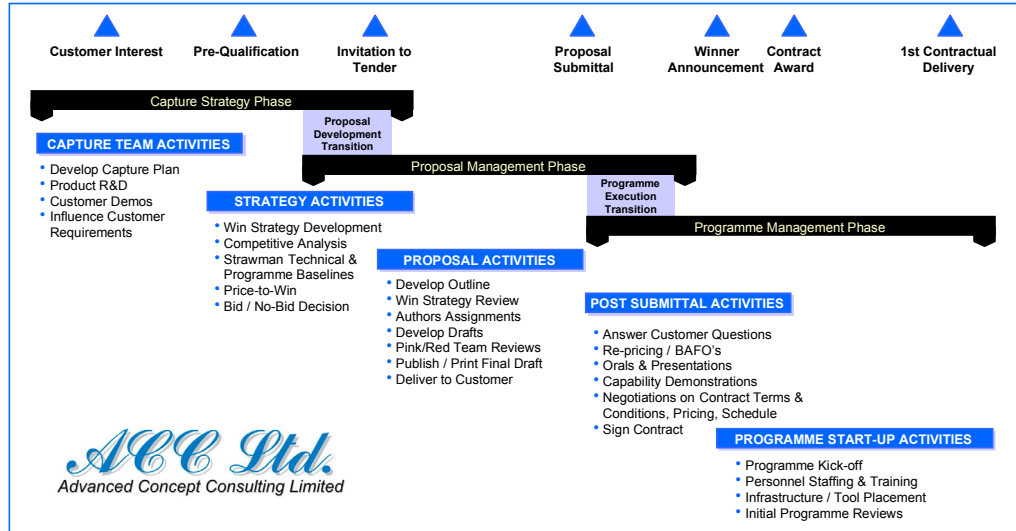
Providing Exceptional Value to Our Clients

Advanced Concept Consulting does not use a rigid approach, instead we offer focused results tailored for each client. Our objective is to **exceed your expectations** and deliver on time, every time, within budget and to brief. Once Advanced Concept Consulting has completed their assignment, we ensure that your staff are fully trained and astute in any revised business practice enabling you to **maintain your winning position**. Clients return to us because we do not outstay our welcome.

Business Strategy & Solutions

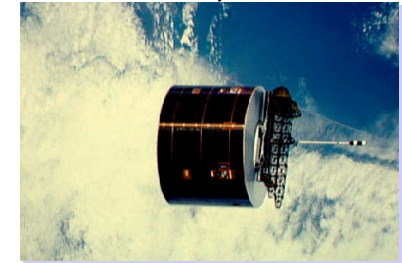
At Advanced Concept Consulting we don't tell you how to manage your business, instead **we work with you** to help you and your business achieve its full potential. We do this by understanding your objectives, evaluating your current business environment, identifying ways our seasoned professionals can **give you the best value for money**, and choosing the approach best suited to you. We assist our clients to evaluate opportunities in areas that may need strengthening or where significant growth is required in particular market sectors.

We Provide the Expertise That Embodies All Aspects of Business Capture



"Positioning Our Clients to Win" over £8.2 Billion since 1997

Aerospace



- Space Command & Control
- Delta Launch Vehicle
- Precision Payload Positioning
- GPS Navigation

Defence



- Successor IFF
- Advanced Naval Technology
- Joint Effects Tactical Targeting System
- Defence Training Review

Communications



- Ellipso Space Comms
- Automated Control Systems
- Global Fibre Optic Systems
- Cryptographic Devices

We Understand the Current Procurement Trends

Procurement Practices of the Past	Procurement Practices Today
Select one offeror from a single competition	Pre-qualify offerors based on capability / past performance
Selection based on best technical solution	Competitive run-off enables technical levelling
Customer funded development phases	Industry to fund development based on business case
Lowest bid wins with no cost justification	Mandatory requirement to prove cost realism & control
One large written proposal required to win	Performance under constant evaluation during tender
Little or no customer involvement during tender	Customer is part of offeror team during down-select
Large capture budget required to win project	Capture budget constrained by company performance

Capture Management

Capturing business is a complex art. At Advanced Concept Consulting we have refined our capture management expertise by working with our clients to **devise a strategy that is customer-focused, achievable and results-orientated**.

We have helped our clients win billions in major procurements world-wide. Our capture management advisers help our clients balance their need to make a profit along with the importance of providing the best value to their customer.

Proposal Management

Giving the customer what he wants. Easier said than done. ACC provides senior proposal consultants who have the **leadership skills to make your proposal compliant, convincing and easy to evaluate**.

Our Proposal Management experts are skilled in written proposals, oral presentations, customer demonstrations and assisting programme execution during competitive down-select. We also have executive review staff who are experts at leading major proposal reviews as impartial eyes along with your executive management.

Programme Management

Running a lean business means most companies have their best people assigned to existing programmes therefore they may not be available when a new programme is awarded. Advanced Concept Consulting can **provide interim support** to your Programme Office to help manage cost, performance, schedule and risk. We work alongside your programme managers to help develop their skills. Our staff of experienced programme management professionals have the ability to start, sustain and correct large programmes and solve important customer issues.

“Positioning our Clients to Win”

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Programme Management
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