

BUSINESS STRATEGY

Summit Engineering Group business strategy is to pursue relevant National Security projects in which its professional services and products directly satisfy the needs of its clients. As such, we seek to attract and retain talented and experienced domain experts from the military and DoD civilian population and related academia and industry organizations.

Summit Engineering Group develops and maintains in-house relevant databases, models, and tools to assist in meeting client needs. In this capacity, we are highly experienced in identifying, collecting, fact-finding, and normalizing system / sub-system / component cost, technical and programmatic data as well as incorporating associated risks.



Why Consider Summit Engineering Group?

- Customer Focus
- Experienced and Dynamic People
- Team-Oriented Environment
- High-Quality Analyses
- Tailored Innovative Solutions



Our unique mix of engineering, resource management and cost research background provides our clients with top-quality analytical support and development of innovative and cost effective products. We are able to provide these services at very competitive rates.

*Summit Engineering Group
is an Equal Opportunity Employer.*

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Jan 09

Established in 1997



Systems Engineering
Cost/Price Analysis
Cost/Effectiveness Modeling
Business Analysis



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■ ■ Trusted Small Business ■ ■

SELECTED CLIENTS

- US Department of Homeland Security (DHS) S&T
- Commercial (Tekla, BAH, IAI, SRS, LMI, ATI, CDA & Schafer)
- DARPA (TTO, STO, OMO, CMO)
- US Army (ODASA/CE)
- US Air Force (AFSAA, ASC, ACC)
- US Navy (NAVAIR, NSWC)
- Other US Government Agencies

COMPANY PROFILE

Summit Engineering Group is a Waldorf, Maryland (Washington DC metro area) small business that specializes in high-end Systems Engineering and Economic Analysis studies associated with commercial and military systems. These projects include supporting top-level or detailed Business Process Re-Engineering (BPR) assessments, Force Mix and System Architecture Cost/Performance and Cost/Effectiveness Trade-off analyses, Proposal Preparation/Evaluations, and Advanced System Cost, Schedule, Technical Risk Assessments.

Summit Engineering Group has extensive hands-on experience in analyzing the requirements of or estimating the cost implications of developing, procuring, operating, maintaining and disposing of advanced technology systems. Projects include entire systems or selected subsystems of Aircraft, Unmanned Aerial Vehicles (UAVs), Missiles, Munitions, Ships, Submarines, Unmanned Underwater Vehicles (UUVs), Electronics [examples are Radar, EO/IR, EW, ECM, Sonar, and Command, Control, Communication, Computer, Intelligence, Surveillance, and Reconnaissance (C4ISR) elements], Satellites, and Ground/Surface Equipment and Facilities.



OUR SERVICES & PRODUCTS

Life Cycle Cost (LCC) Estimation

Costs of entire systems and/or subsystems

Key Benefits:

- *Understanding Total Ownership Cost*
- *Firm foundation for evaluating costs of alternative procurement strategies*
- *Key component for conducting cost/effectiveness analysis*
- *Cost tied to a defined configuration and set of assumptions*

Cost / Effectiveness Analyses

System architecture alternatives; Cost Analysis Requirements Descriptions (CARDs); Technical Description Documents (TDDs); Study Plans; Model Development

Key Benefits:

- *Ties costs to operationally relevant metrics to assess value*
- *Bridges cost models to operational models through common assumptions about capabilities and configurations*
- *Forces disciplined discussion and coordination between cost analysts and engineers*

Economic Analyses & Modeling

Acquisition & Deployment Options; Cost as an Independent Variable (CAIV) analysis; cost/price; quick reaction cost

Key Benefits:

- *Disciplined approach provides an audit trail on key cost assumptions and cost drivers*
- *Electronic data format (spreadsheets and databases) facilitates excursions on baseline data*

Risk Assessments & Modeling

Modeling technical, performance, and LCC implications; technology insertion planning; Return on Investment (ROI) analysis; assessment of affordability

Key Benefits:

- *Bounds cost estimates and quantifiable confidence intervals*
- *Enables decision-makers to understand key cost drivers and their associated risk implications*
- *Highlights technical risks to both cost and schedule*
- *Highlights performance requirements that can or should be relaxed (subject to operational risk considerations) to maintain cost / schedule*

Source Selection Support

Pre-Solicitation planning; Technical data development; Cost proposal preparation & evaluation; Development of award documentation; Post-award implementation

Key Benefits:

- *Explore system cost-to-attribute relationships for 'bid to win' strategies*
- *Timely, confidential development of source selection materials*
- *Comprehensive analysis and dynamic cost model development to highlight negotiating opportunities*
- *Thorough award documentation that is consistent and unbiased*

