

Strategic Consulting Solutions, Inc.

Laura Davis
President

Overview of SCS

- Started in January 2004
- Based in Oak Ridge, TN
- Offices in Fayetteville, NC and Charleston, SC
- Approximately 30 employees
- Focus on Government Contracting Accounting and Compliance

Services/Products

- Deltek Software Sales, Implementation, and Support
 - Deltek First Essentials
 - Costpoint
 - Time & Expense
 - Cognos
 - Govwin
- Unanet Referral Partner

Services/Products (Cont'd)

- Outsourced Accounting
- Proposal Pricing
- Incurred Cost Submissions
- QuickBooks Support
- Software Hosting
- DCAA Audit Assistance
- General Compliance Support

Trends in the World of Government Contracting

Presented by:
Laura Davis
President, Strategic Consulting Solutions

Government Spending

- Sequestration
 - If no agreement by January 3, mandatory budget cuts of \$1.2 trillion over next 10 years, across the board.
- Continuing Resolution
 - Signed through March 2013

Potential Impacts

- Delay Major Procurements
- Not funding when the 'Limitation of Funding' clause exists
- Don't exercise option years
- More use of Termination clauses

Defense Contract Audit Agency (DCAA)

- Tighter audit standards
- More focus on internal controls
- More backlog/delay in audits
- Higher sampling size of transactions
- Higher level of scrutiny
- Physical observance

Contract Changes

- Moving away from T&M contracts
- Requiring Prompt Payment clause for subcontracts to small businesses

Cost Proposals

- Low Price Technically Acceptable rather than Best Value
- Reverse Auctions
- Multiple Awards
- Low multipliers required to win
- Joint Ventures

Other Trends???

