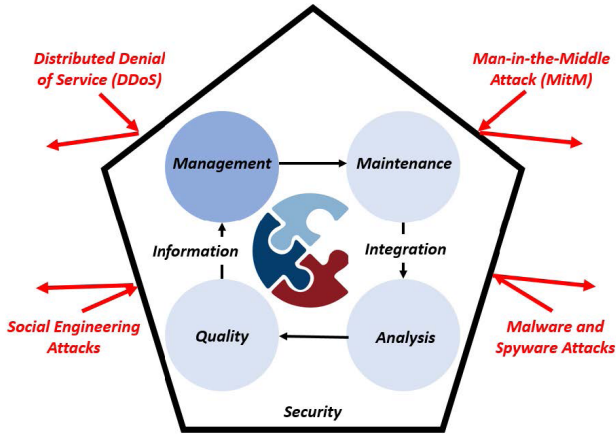


# Management Consulting Services

**"It is a capital mistake to theorize before one has data. Insensibly one begins to twist facts to suit theories, instead of theories to suit facts."**

- Sir Arthur Conan Doyle, *Sherlock Holmes*



Information is among an organization's most valuable assets. Accordant Federal optimizes information management, maintenance, analysis, and security—ensuring integration at all organizational levels.

Information integrity is driven by sound business practices. This is the foundation of Accordant Federal's comprehensive approach to systems integration and information management solutions.

Our management consulting services offering is tailored to mission accomplishment for government partners. Accordant Federal knows that a successful engagement depends on the following priorities:

- 1. Understanding the client's business is the highest priority.** The Accordant Team works with government agencies to understand the day-to-day operations that support the mission.
- 2. Addressing specific issues using an analytical approach creates efficiency.** The Accordant Team works with partners to address operational challenges, especially those relating to data integrity and information management. In many cases, Accordant identifies and resolves problems and inefficiencies of which the client was previously unaware.

- 3. Translating theory into reality is essential to successful operations.** Founded by a Wharton MBA, cutting-edge approaches are an intrinsic part of Accordant's culture. However, these ideas are useless if not specifically integrated into the client's systems and operations. The Accordant Team not only recommends strategies, it works side-by-side with its partners in successful implementation.
- 4. Long-term relationships create lasting value.** The Accordant Team actively seeks out ways to help its partners beyond the specific engagement. Long-term client relationships are the key to creating lasting value.

**"Inefficiencies cost many organizations as much as 20 to 30 percent of their revenue each year,"** writes Marina Martin, author of *Business Efficiency for Dummies*. **"Imagine what your [organization] could do if it had 20% extra funds to funnel into [operations]."**

This approach supports Accordant partners in aligning day-to-day operations with long-term mission objectives.

The reality is that information and data analytics drive process improvement. Most government agencies follow some version of the business process outlined below:

1. Receive mission tasking, which often includes serving the interests of an assigned constituency.
2. Engage in business operations that support the mission.
3. Provide customer service to its constituency during business operations.
4. Ensure mission accomplishment.
5. Harvest the fruits of success. Ensure agency personnel are acknowledged and compensated. Settle liabilities incurred during operations.

Waste is an inevitable, unwanted byproduct resulting from the natural evolution of this process. Accordant Federal combines data analytics with business intelligence to reduce wasted time and money. By (1) defining exactly what to measure, (2) accurately measuring specified metrics at every level of the organization, and (3) utilizing data analysis to inform process improvement, the Accordant Team drives value.

Information Management Solutions



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