



DELTA DECISIONS OF DC

...harness the power of data-driven decisions

CORPORATE HIGHLIGHTS

FOUNDED:
2006

OFFICES:
WASHINGTON, DC &
NATIONAL HARBOR, MD

CAGE CODE:
4HJC1

DUNS NUMBER:
616068362

SBA CERTIFICATIONS:
8(A) CERTIFIED,
SMALL DISADVANTAGED
BUSINESS

OUR MISSION:
TO HELP CLIENTS
IMPROVE OPERATIONS
THROUGH QUANTITATIVE
DECISION MAKING.

NAICS CODES:
541611
541612
541614
541618
541690
541712
541990

Delta Decisions of DC is a woman-owned 8(a) certified Operations Research consulting firm, and we believe business decisions are only as good as the data used to make them. Our consultants leverage analytics and data collection expertise to help our clients understand the data they have and develop a plan to generate the data they want.

Analytics is simply the analysis of data; the accuracy of the analysis depends on the quality of the data. Our consultants work with organizations to understand the data they have and assist business leaders to develop processes and procedures to collect and analyze data in real time. This approach provides dual benefit:

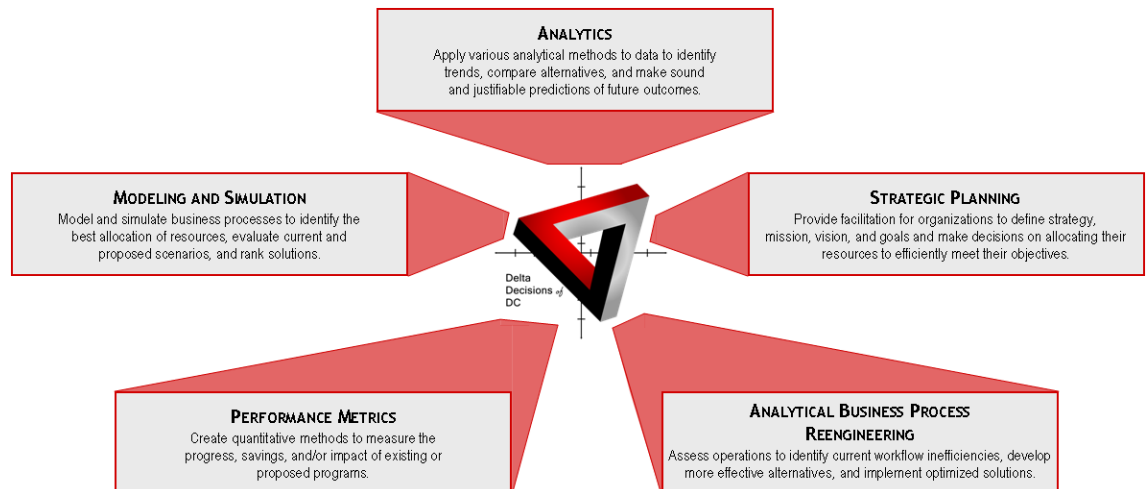
1. Our clients refine their data collection methodology; and
2. They develop the tools to analyze today's data to project information about the future.

We help our clients understand tomorrow today.

OUR SERVICES

Delta Decisions has experience performing a wide range of analysis and technical services for the federal government and commercial clients. We share our government and commercial partners' commitment to excellence, which allows our consultants to develop superior solutions to solve client problems and improve performance.

As operations research consultants, we possess the skills to leverage scientific methods to identify and define problems, develop viable solutions, and allocate skilled resources to implement the solution. The following graphic illustrates our five core competencies.



CONTRACT VEHICLES

AGENCY	CONTRACT VEHICLE	CONTRACT NUMBER
All Federal Agencies	SBA 8(a) Business Development Program (2009-2018)	N/A
Federal Aviation Administration	eFAST	DTFAWA10A-00119
U.S. Army & other Federal Agencies	Human Resources Studies and Analysis	ASM-09-SA-024
Court Services and Offender Supervision Agency	Analytical Support Services Blanket Purchase Agreement	CSOSA-08-BP-1014
U.S. Navy	Seaport	N00178-08-D-5370
U.S. Department of Agriculture	Management Support Services	AG-3A75-C-010-0005



DELTA DECISIONS OF DC

...harness the power of data-driven decisions

NAICS CODES:

541611

Admin. Management & Gen. Management Consulting Svcs.

541612

Human Resources & Executive Search Consulting Svcs.

541614

Process, Physical Distribution, & Logistics Consulting Svcs.

541618

Other Management Consulting Svcs.

541690

Other Scientific & Technical Consulting Svcs.

541712

Research & Development in the Physical, Engineering, and Life Sciences (except Biotechnology)

541990

All Other Professional, Scientific, & Technical Svcs.

COMPANY OVERVIEW

Delta Decisions is one of the fastest growing Operations Research and Analytical Business Process Reengineering firms. To ensure each of our projects generate the most accurate recommendations, our consultant teams maintain a variety of technical competencies and use a diverse set of analytical tools and methodologies, including: modeling and simulation, SAS business intelligence tools, and organizational development functions.

We have extensive experience assisting clients achieve their objectives and mission critical agendas, using our core capabilities of analytics, modeling and simulation, analytical business process reengineering, strategic planning, and performance metrics. The following list provides brief summaries of our corporate experience within each core capability. Each of the following descriptions required our exceptional interpersonal skills and objectivity to consider the impact on all parties involved with specific attention to process development and improvement, and organizational development and effectiveness.

A GLANCE AT OUR STAFF:

- Over 70% have graduate degrees including PhDs in Operations Research and Applied Mathematics
- Over 65% bring more than 15 years of experience helping clients discover and implement solutions

Corporate Experience

CORE CAPABILITY	CLIENT	DESCRIPTION	RESULT
ANALYTICS	CSOSA	As the prime contractor on this effort, CSOSA tasked Delta Decisions to define their institutional business practices and make recommendations for improving their understanding of the behavioral options most likely for high risk offenders, assessing the potential outcomes of new sanctions guidelines, and examining the use and effectiveness of incentives among offenders.	Delta Decisions presented the results from the advanced analytics study in a final report, which summarized data, trends in recidivism over time, and statistical analyses focusing on the business practices. Additionally, Delta Decisions made policy recommendations based on the results from the analytical portion of this contract, including suggestions for developing a routine monitoring system for the new sanction guidelines and incentives.
MODELING AND SIMULATION	USDA	As the prime contractor for this effort, USDA tasked Delta Decisions to assess data needs, quantify variables that affected time estimates for delivering NRCS programs, and determine sample locations and numbers of elements that would yield statistically relevant summary information.	We analyzed historical data to develop a sampling methodology that would allow for a determination of the number, location, and mix of data elements that will provide statistically significant results while minimizing the data collection burden across more than 3000 counties and 50 states. Using SAS, we reviewed, cleaned, and generated descriptive statistics on the census data, to determine the most appropriate statistically-based methodology for meeting the client's objective, resulting in a data-driven level of planning that was not previously used by decision makers.
ANALYTICAL BUSINESS PROCESS REENGINEERING	FAA	As the prime contractor on this effort, FAA tasked Delta Decisions to develop the documentation and process flowcharts necessary for reengineering data and information management workflow. Once complete, phase two of the project entailed preparing the organization for ISO 9001:2008 audit and certification as a Quality Management System (QMS).	We launched a Knowledge Services Network (KSN) website to serve as the central information point for the QMS. We used an environment that our client was familiar with to house the framework of the QMS. We conducted awareness training for all of the staff as we developed the QMS processes and procedures in order to achieve buy-in and solicit their feedback on the changes occurring in their organization. We conducted working sessions with the staff so that they would have ownership of the new processes being implemented. We continued to conduct implementation training on the new QMS framework and worked with staff and management to continually improve the QMS.
STRATEGIC PLANNING	DHS	As the prime contractor on this effort, DHS' USSS component requested Delta Decisions develop a three part report series on CIO best practices.	Delta Decisions reviewed existing public and private sector data to determine CIO Best Practices for an organization with a similar budget, size, and level of authority. We then conducted a cost benefit analysis to determine the feasibility of each best practice on the CIO office, and we presented the results in a Feasibility Study. Finally, we used the results of the Feasibility Study to make recommendations to the CIO, and we developed a phased approach to best practice implementation and presented it in the Transition Plan. The CIO office welcomed the results of these studies and recently signed off on a second task to develop the CIO's Strategic Plan from 2011 to 2016.
PERFORMANCE METRICS	DHS	As the prime contractor on this effort, DHS' FEMA component tasked Delta Decisions to develop a success strategy and metrics to monitor organizational performance.	Our team developed a performance management tool to assist the Branch with accountability and transparency. For this particular project, we established a Balanced Scorecard (BSC) to align the organization's mission, strategies, objectives, and metrics. As part of the BSC effort, we developed a management dashboard to provide real-time information on achievement of strategic goals. The dashboard contains a stoplight display (red, yellow, or green light) to indicate how the organization is doing in each area of the BSC (based on the established metrics). Users can drill down into each area to see the underlying data and use embedded forms to input data.