



WBB CONSULTING
Solutions and Support for a Changing World



Space Systems Consultancy Overview

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Paul Rinn
Vice President, Management Consulting
703-448-6081, Ext 322
prinn@wbbinc.com

Alan Ladwig
Manager, Space Systems Consultancy
703-448-6081, Ext 306
aladwig@wbbinc.com



Corporate Overview

- **WBB offers technical and management consulting services to Clients across the government and commercial sectors**
 - *70% government; 30% Commercial*
- **Founded in 1981 with offices in**
 - *Virginia - Reston, Hampton, Virginia Beach*
 - *Alabama - Huntsville; California - San Diego;*
 - *Maryland - Columbia, Patuxent River*
 - *Ohio - Dayton; North Carolina - Fayetteville*
- **100% Employee-owned**
 - *WBB Consulting has 250+ full-time former senior managers from civil agencies and the military services*
 - *WBB Services established as subsidiary to provide long-term, on-site support*
- **Reputation for excellence has enabled average 25% annual growth**
 - *\$54M in 2006; \$70M in 2007*

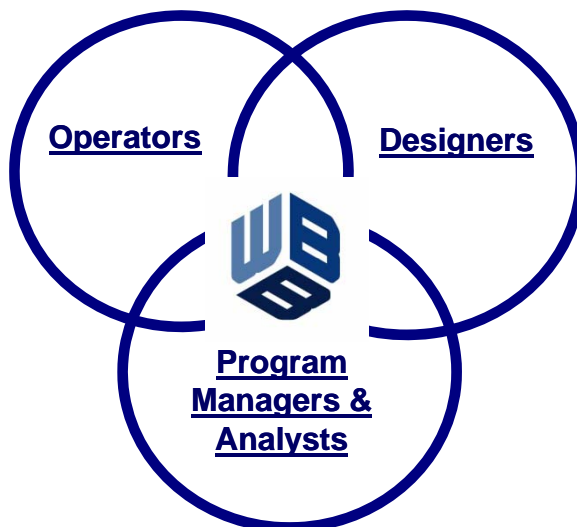
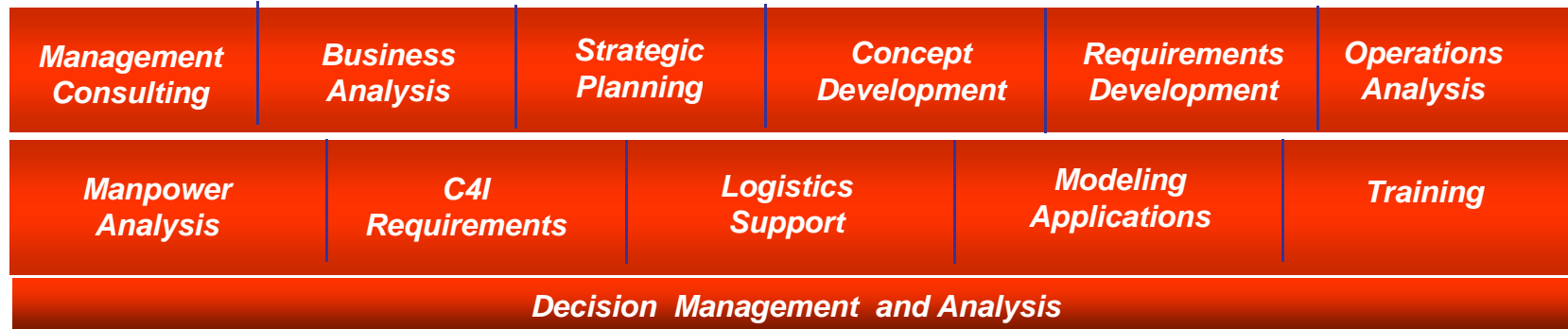


Typical Client Challenges

- **Field organization operations not in alignment with Headquarters' vision, policies, and processes**
- **Lack of a strategic plan, requirements development process, or road map to achieve goals**
- **External perspective needed to assess programs or plans**
- **Organization requires decision support tools to facilitate group planning and consensus, develop priorities, or enable team building**
- **Contracts office requires assistance to establish policies and procedures for Source Evaluation Board**
- **Key officials have limited awareness of how Washington works**



WBB Core Competencies



- **Employ systems management and engineering approach**
- **Provide integrated solutions that considers needs of operators, designers, and program managers and analysts**
- **Specialize in solving problems that keep you up at night**



What WBB Offers to Space Clients

- Intimate knowledge of people, programs, and policies of civil, national security, and commercial space sectors
- Consultants with senior program management and operational experience at NASA, DOD, prime contractors, entrepreneurial, and non-profit organizations
- In addition to Core Competencies, the Space Systems Consultancy provides expertise in:
 - *Strategic Communications*
 - *Policy Analysis*
 - *Space-specific Training Courses*
 - How NASA Works
 - Space in the 21st Century

Providing clients with strategic solutions to enhance performance



WBB Space Clients

- **NASA – Exploration Systems Mission Directorate**
 - *Facilitated decision management process to review existing policies and identified where new procedures were necessary to implement the Vision for Space Exploration*
 - *Established requirements identification process*
 - *Developed acquisition strategy to align with goals and budget*
- **Space Florida**
 - *Provided recommendations for new management structure*
 - *Established process to develop road map that aligned strategies, goals, investments, programs, budgets, and performance metrics*
 - *Facilitated decision management process to identify program and budget priorities*
 - *Conducted market assessment of requirements for proposed commercial space launch facility*



WBB Space Clients (cont)

- **NASA – CIO**
 - *Developed process to identify and prioritize IT infrastructure requirements previously managed independently by 10 Field Centers*
 - *Developed process and structure to establish acquisition practices and policies required to achieve formal project initiation approval from Senior Management Council*
- **NASA –Space Operations Mission Directorate**
 - *Proposal pending to conduct market assessment for Lunar Communications and Navigation Satellite System*
 - *Task is to assess both the normal way NASA procures mission support services, as well as an approach that features collaboration with other agencies, industry, and international partners*



WBB Space Clients (cont)

- **Space and Naval Warfare Systems Command**
 - Development and writing support for Enterprise Engineering Competency’s Competency Development Model and for Strategic Communication Plan
- **“How Washington Works Course”**
 - *“How NASA Works” module presented to senior managers at*
 - *ATK*
 - *Raytheon*
 - *WBB Open Enrollment Course*



WBB Space Clients (cont)

- **Subject Matter Expertise requested for speeches and panels and media commentary, including**
 - *International Space Development Conference*
 - *NewSpace 2008*
 - *Vision Space 2008*
 - *NASA Space Academy*
 - *International Symp. for Personal and Commercial Spaceflight*
 - *Wernher von Braun Memorial Symposium*
 - *AP Wire Service*
 - *Space News*
 - *USA Today*
 - *Voice of America*



Additional Federal and Industry Clients

- **Government**
 - *FAA – Manpower assessment, Next Generation Air Transportation Syst.*
 - *NOAA – Requirements and Acquisition Management Support*
 - *Veteran’s Health Administration – Requirements and Acquisition Support*
 - *DHS – Business Processes Study*
 - *Office of Secretary of Defense – Integration Study, Tactical Air Support*
 - *Army – Source Evaluation Board Support, Integrated Air and Missile Def.*
 - *Air Force – Pilot Workload Study*
 - *Navy – Concepts and Risk Assessment, Littoral Combat Ship*
 - *States of New Mexico and Florida – BRAC Commission Analysis*
- **Industry**
 - *BAE – Proposal Support and Concept of Operations Development*
 - *Boeing – Concept and Analysis studies for Unmanned Aerial Vehicles*
 - *Lockheed Martin – Implementation and Trade Studies, Coast Guard Deepwater Program*
 - *Northrop Grumman – Trade studies for Intelligence, Surveillance, and Reconnaissance Program*
 - *Raytheon Missile Systems – Congressional Strategy Development*



Why WBB?

- **Key Discriminators**
 - *Fresh, independent thinking provides unbiased answers and objective solutions*
 - *Recommendations grounded in experience with appropriate introduction of creativity and innovation*
 - *Reputation as an honest broker*
 - *Comprehensive knowledge of government and industry processes and interactions*
 - *State-of-the art Decision Management tools*
 - *Expertise of entire company available for all clients*
 - *Ability to engage quickly*

Powering Your Growth in the Extraterrestrial Frontier