



# Proposal response to EVMS requirements in a Federal Government RFP: A Case Study

***TriVariant helped a US Government contractor respond to EVMS requirements under DFARS 252.234-7001 Notice of Earned Value Management System.***

## The Challenge

Our Customer, a leading provider of information technology services and solutions to U.S. defense, intelligence, and federal government agencies, needed help responding to a Request for Proposal (RFP) requirement for Earned Value Management System (EVMS) compliance. The US Army solicitation, valued at more than \$125 million, was our Customer’s first attempt to compete as a prime contractor. **For Department of Defense (DoD) acquisitions valued at \$50 million or higher, 252.234-7001 Notice of Earned Value Management System states that an EVMS must be used to manage the contract.**

Government contractors have two options to address this requirement:

- 1) Provide proof that their existing EVMS has been reviewed and approved by a US Government representative in the form of an Acceptance or Compliance letter, or
- 2) Submit a comprehensive plan for achieving full compliance with the EVMS guidelines to demonstrate how the anticipated contract will be supported.

Prior to this opportunity, our Customer was not required to demonstrate full compliance with the EVMS guidelines. While our Customer had a track record of managing successful contracts, it did not have a set of documented and repeatable management processes in place. TriVariant was engaged to create and implement a plan for improving its existing management system to meet the EVMS guidelines.

## The Solution

TriVariant’s expert consultants facilitated an assessment of the Customer’s current program management tools and developed a plan to achieve compliance with the EVMS guidelines. Key components of the engagement included:

|  |   |
|--|---|
| <u>EVMS Self-Validation</u> – Identify weaknesses in the current program management system and develop a plan for upgrading it to full compliance with EVMS guidelines.          | <u>EVMS Description</u> – Document the Company’s EVMS and create a matrix that shows how each of the EVMS guidelines are addressed in the Company’s EVMS processes. |
| <u>Subcontractor compliance with EVMS guidelines</u> – Review the Company’s existing Subcontract Management processes and recommend updates for compliance with EVMS guidelines. | <u>Milestones</u> – Create a schedule with key milestones for achieving EVMS compliance and attaining EVMS Validation of the Company’s EVMS.                        |



## What's involved in Self-Validation?

Self-Validation involves assessing the capability of your EVMS prior to a formal US Government review. It is conducted by the company or an independent third-party organization. During Self-Validation, data from an existing project (policies, procedures, processes, and work products/deliverables) are used to evaluate compliance with the intent of EVMS guidelines.

## The Outcome

TriVariant consultants partnered with the Customer to achieve compliance with the EVMS guidelines prior to award of the contract. The Customer was awarded the contract and subsequently underwent a successful review of its EVMS. TriVariant's accomplishments included:

- A Self-Validation review of the Customer's processes, tools, and staff qualifications and documented their compliance on current projects with EVMS guidelines
- An EVMS implementation plan that was included in the Customer's proposal
- An EVMS implementation that included updating corporate processes and policies; implementation of project management tools; and delivering staff training on the changes to the Customer's project management system

## About TriVariant

TriVariant is a competitively priced, high-value, hands-on implementer of program management and Earned Value Management solutions. We work side-by-side with our customers to ensure their success and are experts in state-of-the art project management and cost-engine software; have experience integrating tools, documenting processes, and training staff; and successfully guide our customers through Earned Value Management System (EVMS) implementations and reviews.

For assistance interpreting the requirements of DFARS 252.234-7001 Notice of Earned Value Management System, conducting an EVMS Self-Validation, or implementing your Company's EVMS, please contact us at [support@trivariant.com](mailto:support@trivariant.com) or complete our short online [Request for Information form](#).

## Useful Terms

An **Earned Value Management System (EVMS)** is a project management tool for objectively measuring project progress in terms of schedule and budget performance. Its value is in periodic monitoring project performance and using the data to optimize project results.

**EVMS Validation** is the process whereby US Government representatives conduct a formal review of the contractor's EVMS as it is being used to support one or more active program with contractual EVMS requirements. A validated EVMS indicates that the contractor's EVMS is deemed compliant with the applicable SAE EIA 748-C EVMS guidelines (formerly ANSI/EIA 748).