

COUSINS
& Associates, Inc.



Charting a Course to Success

Cousins & Associates, Inc.

**Capability Briefing
Internal Revenue Service
November 17, 2010**



Cousins & Associates, Inc.

Who Are We ?

- **Small, hub-zone, woman-owned** company,
 - Business & Technology Division
 - Construction Division
- Incorporated in 2002 in the Commonwealth of Virginia
- Based in Northern Neck of Virginia
- Driven by passion
- Focused on the customer
- Expert at stakeholder management
- Valued provider of Management Consulting, IT, Project Management & Construction Services



Our Mission & Guiding Principles

Our Mission:

To provide cost effective solutions for business and government challenges through the use of proven Project Management techniques, tools, technology and planning services.

Guiding Principles:

- We seek to understand your organization and needs
- We are service focused
- We earn your trust through respect and delivery
- We create solutions that are achievable and cost effective
- We work hard to exceed your expectations



Past Performance

Commercial Customers:

- Chesapeake Bay Foundation
- Johns Hopkins Hospital
- Beck Disaster Recovery, Inc.
- South Anna Stair and Rail, Inc.

Federal, State, and Local Government:

- U.S. Navy Seaport-e Prime contract in all zones
- IRS –as sub-contractor to TIPSS-3 Prime Contractor
- Teaming agreements for TIPSS-4 (large and small)
- VITA – Virginia Information Technology Agency
- Virginia Department of Emergency Management
- Virginia Department of Motor Vehicles
- Virginia State Corporation Commission
- State of Maryland Judiciary
- Emergency Disaster Recovery and Response Contracts with Counties in Texas, Virginia, and Florida



Core Capabilities

Management Consulting

- Planning Services
- Program, Policy & Procedure Development
- Training Support
- Business Process Reengineering
- Organizational Change Management
- Emergency Management Support



Core Capabilities

Information Technology

- Business & Systems Analysis
- System Design
- System Development
- Testing
- Systems Integration
- Training Support
- IV&V



Core Capabilities

Program/Project Management

- Scope / Requirements
- Planning & Scheduling
- Quality
- Risk
- Communication
- Resources
- Control



Core Capabilities

Construction Management

- Project Oversight
- Class A Contractor
- Planning & Scheduling
- Project Controls



Trust, Quality and Performance

Proven Ability to:

- Respond rapidly and execute effectively.
- Consistently produce high quality deliverables, on time and within budget.
- Execute projects successfully and consistently, building lasting relationships with our clients.
- Minimize costs, with innovative and practical, technical solutions that work.
- Solve potential and current problems while adding value.



Trust, Quality and Performance

Based on Best Practices

- IT and Project Management Services for all phases of the Systems Development Life Cycle.
- The best resources selected specifically for your needs.
- PMBOK guidance for all projects.

Our Competitive Advantage

- Responsive and effective.
- Our integrated project teams function seamlessly.
- Executive oversight to ensure quality and performance with complete customer satisfaction.

A Team of Professionals

- Certified PMPs and other credentialed consultants for high profile, critical projects.
- Professional project managers, consultants, and engineers with years of experience building **trust**, ensuring **quality** and delivering **performance** for satisfied customers.



Bottom Line

Trust

Quality

Performance

Value

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