

Capabilities Statement

Contact Us

703-593-9464
info@sorrelassociates.com

Website

www.sorrelassociates.com

NAICS

- 541611 Administrative Management and General Management Consulting Services
- 541690 Other Scientific and Technical Consulting Services
- 541330 Engineering Services

CAGE Code

9SN24


Unique Entity ID

QKCEA1Y21SG6

References



Department of Energy Kansas City
National Security Campus



National Reconnaissance Office



What we do

Sorrel Associates provides management consulting services focused on solving complex digital and data challenges across aerospace and defense applications within the national security enterprise. We specialize in five core capability areas including digital engineering, digital transformation, technology integration, acquisitions support, and supply chain vendor performance.

Sorrel Associates offers a unique blend of Tier 1 consulting skillsets, expertise in aviation operations and training, and technical proficiency in aerospace applications to develop customized solutions for these complex challenges. Our executive team is experienced across multiple organizational levels, from advising Fortune 500 C-suites to working closely with branch and business unit managers.

How we deliver

Sorrel Associates combines operational expertise in aviation and defense missions with premier consulting firm experience to deliver:

- **Strategic solutions** to complex problem sets rooted in decision-quality data
- Actionable **insights from rigorous analysis** to form a comprehensive narrative for an organization's case for change, executive engagement strategy, and front-line leadership actions
- **Implementation roadmaps** with a level of detail and pragmatism that can be syndicated throughout a senior leader's area of responsibility and across key stakeholders and agencies

Core capabilities

Digital Engineering

Model-based systems engineering
 Product lifecycle management
 Data governance

Digital Transformation

Implementation design
 IT reference architecture
 Change management

Technology Integration

Aviation training
 Satellite communications
 Space-based capabilities

Acquisitions Support

Procurement playbooks
 Negotiation preparation
 Market and supplier analysis

Supply Chain

Vendor contract oversight
 Performance measurement
 Throughput visibility

Technical qualifications and credentials

- Experience in USAF pilot training, unified combatant command mission execution, weapons system sustainment, and aircraft maintenance
- Tier 1 consulting firm experience

Past professional experience

The executive team at Sorrel Associates has supported the following US government agencies:

- Assessed DoE Kansas City National Security Campus **digital transformation** readiness towards an integrated digital environment. Delivered initial **IT reference architecture** framework to leverage **model-based systems engineering** digital product definition to increase production speed.
- Supported DoD Ground Based Strategic Deterrent acquisitions with **supplier, market, and data analysis**. Developed first offer position 21% below proposal and \$600M below USAF objective that provided leverage for basis of estimate analysis and negotiation playbooks.
- Established DoD post-award **vendor contract oversight** as part of a large-scale supply chain transformation that enabled **throughput visibility** for over 10,000 repair turn-around times.
- Provided NRO intelligence agency with **cost transparency** on a facilities O&M contract with 20+ year incumbent. Developed negotiation leverage to identify 20% savings, captured \$25M from supplier.

Sorrel Associates has also supported the following client needs in the private sector:

- Supported a major North American airline with **strategic plan** to train pilots through due diligence to purchase an **aviation training** facility, achieving student pilot pipeline and diversity objectives.
- Designed a growth strategy for a commercial **satellite communications** company targeting potential DoD mission applications for the company's suite of integrated **space-based capabilities**. Conducted rigorous budget data analysis to identify \$2.6B in DoD spend for relevant commercial services for mission systems.
- Researched commercial Low-Earth Orbit market potential for **in-space manufacturing** segments to inform strategic investment decisions for a US aerospace and defense technology company.

