



# **Above the Standard**

**Government Experience including Federal, State, City, and Tribes  
Experience Case Study**

**30+ Years of Advancing Projects, Boosting Profits, and Cutting Costs.**

# Above the Standard Clients



THE OFFICIAL SPONSOR OF BIRTHDAYS!



eliminating racism  
empowering women  
**ywca**  
greater los angeles



WE ARE  
**Meals On Wheels**  
ASSOCIATION OF AMERICA  
So no senior goes hungry.



**ExxonMobil**



# Who We Are

- 30+ years serving in the U.S., Canada, the U.K., and Western Europe.
- Phenomenal client list, stories, and case study outcomes.
- Providing capital, consultancy, and cost reduction.
- 1000+ global affiliates, partners, and experts.
- \$10's of Billions results for organizations.
- 28%+ overall average cost savings.

# Above the Standard Organization Details

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**Organization Name:** Federal, State, City, Tribal, and Other Governments

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**Industry:** Government

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**Organization Size:** Tens of Millions to Multi-Billion Dollar Organization's

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**Client Billable Type:** Performance Based, T&M, Hourly, Fixed Contract, Sourcing, Bonus Percentage, & Combinations

# Above the Standard Solutions

- Compliance, Best Practice, SOPs.
- Audit: CPSR, Internal Audit, Process, Training.
- Custom In-House Training and Team Development.
- Policies, Procedures, and Government Development and Implementation.
- Cost Reduction, Procurement, & Sustainable Efficiency Solutions.
- Vendor / Supplier and Partner Sourcing.
- Many Other Custom Unique and Proprietary Solutions.

# Client Outcomes: Sample State Government Expertise

During the past 30 plus years, Above the Standard's programs have been utilized by governmental organizations for a wide variety of projects. ABOVE THE STANDARD has:

- **Experts who work at state run universities / colleges.**
- **Conducted work for state funding agencies through grants.**
- Fulfillment of grant contracts for different state agencies.
- Management of different grant funds for social services and special needs.
- Written proposals to state grants for award of these grants for ABOVE THE STANDARD clients.

# Client Outcomes: Sample State Government Expertise

## **Performed Procurement, Finance, and Business Government Linkage Relationship.**

- These linkages include the fostering and development of existing Government entities to further ABOVE THE STANDARD Government clients, as well as the development of partnering the

## **Development work for Cities, Counties, and State Governments.**

In California, our team worked with more than 200 entities. Some of the outcomes achieved for this were:

- New market development.
- Contracts awarded for greater revenue.
- Cost reduction.
- These entities meeting more needs with less resources in California.

# Client Outcomes: Sample State Government Expertise

- **Other states** we have worked with include projects in Arkansas, Alabama, Florida, Illinois, New York, and Iowa.
- **Worked on procurement cost reduction projects** with state governments, such as WA, OR, and CA.
- **Participated in meetings with the Federal Government regarding Hurricane Sandy reconstruction.** This involved projected planned and managed by states including New Jersey, Connecticut, and New York.
- **Worked with state run facilities** ranging from medical centers, dental clinics, and hospitals.

# Client Outcomes: Substantial Federal Government Experience

- ABOVE THE STANDARD has designed Contractor Purchasing System Review (CPSR) procedures and policies.
- ABOVE THE STANDARD has worked with multiple Federal Government regions regarding CPSR, procurement, cost reduction, best practice, standard operating procedures, and how to ensure compliance to FAR and DFAR regulations.
- ABOVE THE STANDARD developed and implemented a Program Assessment Guide for the Office Inspector General (OIG), the Department of Labor, and Federal Contractors to follow to effective procurement, regulation compliant, and sustainable and sound best practices.
- ABOVE THE STANDARD managed multiple procurement audits in the Federal and State Government arena for vendor management, best practices, Standard Operating Procedure (SOP) revision and application, and many other areas relating to procurement and financial systems, audits to confirm best practice, and improvement of the systems.

# Client Outcomes: Substantial Federal Government Experience

- Worked with the U.S. Federal Government for Federal Contractor Approval through FAR. and other National regulations for approval or disapproval of more than \$1 Billion in Federal Contracts based on sound procurement practices.
- Created procurement departments for Federal Contractors from the ground up.
- Reduced costs by tens of millions of dollars through new procurement methodologies instituted for Federal Agencies and Federal Contracts resulting in sound procurement practices, sustainable measures, increased accountability, greater performance across all areas in procurement, finance, and property, and sustainable savings.

# Client Outcomes: Government Custom Training Programs

## **Created, Managed Training Programs**

- Procurement.
- Green and renewable energies.
- Sustainability.
- Property and Logistics.
- Finance and budget.
- Standard Operating Procedures and Technical Manual Development and Compliance.
- Contract fulfillment, oversight, and supplier audit.
- Internet and external audit.
- New contract market development.

# Client Outcomes: Government Bids, Proposals, RFIs, RFPs, RFQs, & RFTs

RFP / Bid Team recruitment, oversight, and management for multiple proposals valued at hundreds of millions of dollars.

# Client Outcomes: Tribal Governments

**ABOVE THE STANDARD** has worked with many Tribes around the nation to assist them with such areas as:

- Procurement department creation.
- Over a five-year period, the tribal Government realized savings more than \$100M for hard cost, soft cost, cost avoidance, human capital labor (the overall percentage was 27%), all with sustainable measures, accountability and compliance.
- Vendor setup, evaluation, and management.
- Risk management and supply chain disruption.
- Shared services centralization, going paperless, and automation.
- Training.

# Overall Government Outcomes

- The work that Above the Standard has performed over the years for the Federal, State, County, City, and Tribal Governments has resulted in long-term relationships, created greater compliance, the training of more than a thousand Government staff about procurement and finance best practices, the development of revised and simplified Standard Operating Procedures (SOP's) for greater understanding, control, and results, and much more.
- In addition, ABOVE THE STANDARD's involvement has helped individual's in all areas to become more efficient with management and time, retained or increased quality, and countless additional benefits.

**Contact Us!**

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Boosting Profits, and Cutting Costs**

