



# DELTA DECISIONS OF DC

...harness the power of data-driven decisions

## CORPORATE HIGHLIGHTS

**FOUNDED:**  
2006

**OFFICES:**  
WASHINGTON, DC &  
NATIONAL HARBOR, MD

**CAGE CODE:**  
4HJC1

**DUNS NUMBER:**  
616068362

**SBA CERTIFICATIONS:**  
8(A) CERTIFIED,  
SMALL DISADVANTAGED  
BUSINESS

**OUR MISSION:**  
TO HELP CLIENTS  
IMPROVE OPERATIONS  
THROUGH QUANTITATIVE  
DECISION MAKING.

**NAICS CODES:**  
541611  
541612  
541614  
541618  
541690  
541712  
541990

Delta Decisions of DC is a woman-owned 8(a) certified Operations Research consulting firm, and we believe business decisions are only as good as the data used to make them. Our consultants leverage analytics and data collection expertise to help our clients understand the data they have and develop a plan to generate the data they want.

Analytics is simply the analysis of data; the accuracy of the analysis depends on the quality of the data. Our consultants work with organizations to understand the data they have and assist business leaders to develop processes and procedures to collect and analyze data in real time. This approach provides dual benefit:

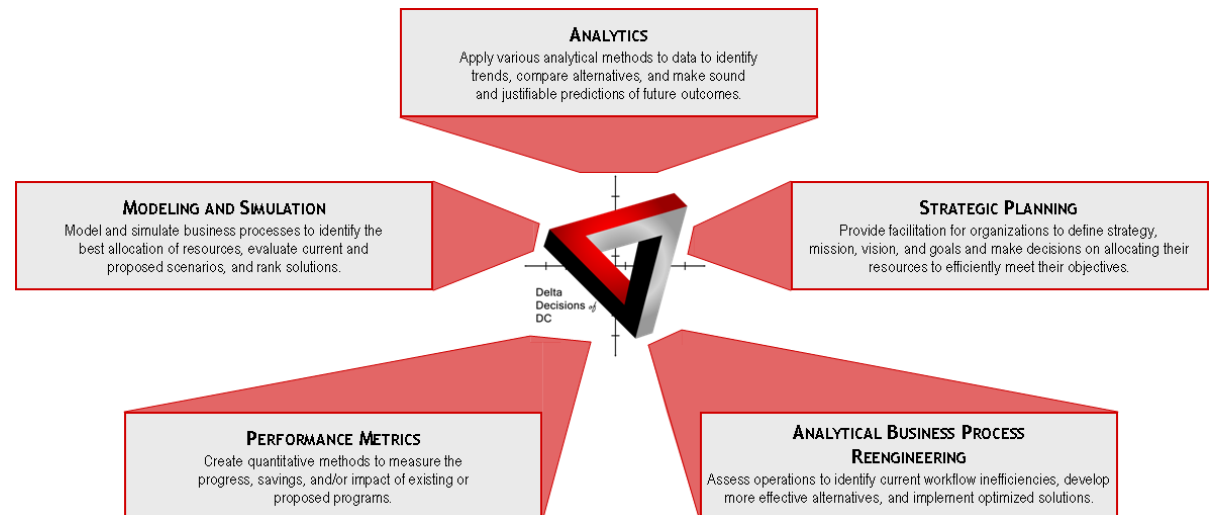
1. Our clients refine their data collection methodology; and
2. They develop the tools to analyze today's data to project information about the future.

We help our clients understand tomorrow today.

### OUR SERVICES

Delta Decisions has experience performing a wide range of analysis and technical services for the U.S. Department of Agriculture (USDA). Our USDA partners dictate a commitment to excellence, which has fueled our success in the agency.

As operations research consultants, we possess the skills to leverage scientific methods to identify and define a problem, provide a viable solution, and ultimately serve to implement the solution. The following graphic illustrates our five core competencies.



### USDA-WIDE IDIQ CONTRACT INFORMATION

<b>CONTRACT VEHICLE NUMBER:</b>	AG-3A75-C-010-0005 Management Support Services	<b>AGENCY:</b>	CSD Acquisitions Services Team Natural Resources Conservation Service (NRCS)
<b>PERIOD OF PERFORMANCE:</b>	9/30/2009 – 9/30/2014	<b>PHONE:</b>	301-504-2168
<b>CO NAME &amp; TITLE</b>	Yvonne Howerton, Supervisory Contract Specialist, Team Leader	<b>FAX:</b>	301-504-7762
<b>ADDRESS:</b>	U.S. Department of Agriculture Beltsville, MD 20705	<b>EMAIL:</b>	Yvonne.Howerton@wdc.usda.gov

174 WATERFRONT STREET, SUITE 200 ▲ NATIONAL HARBOR, MD 20745 ▲ (202)723-1919 OFFICE ▲ (202)449-9544 FAX

ANALYTICS ▲ ANALYTICAL BUSINESS PROCESS REENGINEERING ▲ MODELING & SIMULATION ▲ PERFORMANCE METRICS ▲ STRATEGIC PLANNING

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## NAICS CODES:

**541611**

Administrative Management and General Management Consulting Services

**541612**

Human Resources and Executive Search Consulting Services

**541614**

Process, Physical Distribution, and Logistics Consulting Services

**541618**

Other Management Consulting Services

**541690**

Other Scientific and Technical Consulting Services

**541712**

Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)

**541990**

All Other Professional, Scientific, and Technical Services

## COMPANY OVERVIEW

Delta Decisions is one of the fastest growing Operations Research and Analytical Business Process Reengineering firms. To ensure each of our projects generate the most accurate recommendations, our consultant teams maintain a variety of technical competencies and use a diverse set of analytical tools and methodologies, including: modeling and simulation, SAS business intelligence tools, and organizational development functions.

We have extensive experience assisting clients achieve their objectives and mission critical agendas, such as those throughout USDA. The following list provides brief summaries of our corporate experience with USDA. Each of the following descriptions required our exceptional interpersonal skills and objectivity to consider the impact on all parties involved with specific attention to process development and improvement, and organizational development and effectiveness.

## USDA Experience

SERVICE	PROJECT	DESCRIPTION	RESULT
BUSINESS PROCESS REENGINEERING	<b>Quick-Look Business Process Assessment</b>	NRCS tasked Delta Decisions to assess the "As-Is" processes and design "To-Be" workflows of the four core agency processes performed within 52 offices located across the United States. The four processes were acquisitions, budgeting, hiring and recruiting, and employee development. They also asked our team to conduct a high level culture analysis of the Agency.	Our project team documented over 40 separate "As-Is" workflows for the four processes and began to develop and organize "To-Be" workshops to design the future "To-Be" processes. Delta Decisions was the Prime contractor for this effort.
STRATEGIC PLANNING BUSINESS PROCESS REENGINEERING	<b>Strategic Planning and Accountability</b>	Our objective was to establish open communication and to strategically plan initiatives. We were selected to assist the Deputy Chief for Strategic Planning and Accountability (SPA) to develop, design and facilitate a three-day workshop for all SPA staff. Forty-eight staff members from various regions throughout the country needed to participate in the planning and training sessions. The primary objective was to ensure all staff was included in planning the strategy to meet the NRCS Chief's initiatives for 2010.	Delta Decisions assisted SPA with developing a Formal Communications Framework and created a roadmap towards institutionalizing a proactive Planning Process. Delta Decisions was the Prime contractor for this effort.
ANALYTICS PERFORMANCE METRICS MODELING AND SIMULATION	<b>USDA ABC Data Collection Sampling Methodology</b>	Our objective was to assess data needs, quantify variables that affected time estimates for delivering NRCS programs, and determine sample locations and numbers of elements that would yield statistically relevant summary information. We analyzed historical data to develop a sampling methodology that would allow for a determination of the number, location, and mix of data elements that will provide statistically significant results while minimizing the data collection burden across more than 3000 counties and 50 states.	Using SAS, we reviewed, cleaned, and generated descriptive statistics on the census data, to determine the most appropriate statistically-based methodology for meeting the client's objective. The results of this project added a data-driven level of planning that was not previously used by decision makers.
BUSINESS PROCESS REENGINEERING	<b>Customer Service Division Restructure</b>	Our objective was to establish a new administrative organizational unit to service the USDA's Headquarters staff of approximately 400 employees. The new staff, composed of 24 positions, performs human resources, budget, contracting and agreements, facilities management, and mail room functions.	Delta Decisions mapped standard operating procedures (SOPs) in 27 functional areas. We provided support during the new CSD "roll-out" and follow-up consultation to ensure a satisfactory and smooth transition.

## A GLANCE AT OUR STAFF:

- Over 70% have graduate degrees including PhDs in Operations Research and Applied Mathematics
- Over 65% bring more than 15 years of experience helping clients discover and implement solutions