

### **Integrated Product Team Leader (IPT)**

The Integrated Product Team Leader (IPT) leverages skills, expertise, and specific capture opportunity experience to assist the client after the contract is won.

Responsibilities include:

- Manage IPT execution tasks as designated by the client as part of the client program execution team
- Participate in planning and implementing IPT level activities for a timely and reliable “transition to execution” of the contract from the proposal through contract startup to first deliveries. Identify IPT transition risks and develop IPT risk mitigation plans
- Mentor the client IPT Lead and other IPT staff to achieve success
- Improve IPT organizational and/or individual performance as related to the mission, strategic goals, and mandates of an organization and its programs to meet both IPT contract objectives and program team business objectives
- Support the improvement and modernization of the IPT infrastructure, achieve IPT systems excellence, continuously improve IPT customer support, and proactively pursue cost reductions for the IPT
- Monitor IPT-assigned technical performance, risk management, and cost and schedule performance as measured against the contract baseline; provide IPT reviews to program management; and conduct IPT technical and management review meetings in conjunction with the Earned Value Measurement System reporting requirements
- Capture lessons learned and best practices and report back to the client Program Manager
- For production or hardware, responsibilities included:
  - Analyze and report production costs
  - Analyze and recommend action on manufacturing and production problems
  - Assess the impact of production engineering changes, waivers, and deviations on other procurements
  - Organize, plan, perform, and/or monitor pre-production, production, and first article testing
  - Identify problems, isolate factors contributing to these problems, and propose improvements
  - Conduct other IPT management activities as required by client

*“You brought a level-headed, precise direction to our efforts, which will give us a framework for success on perhaps all our future projects.”*

*- Proposal Manager*

### **Why Partner with Shipleys?**

We offer:

- Complete proposal team support
- Professional support at high-value peaks across the proposal process
- End-to-end leadership of capture and proposal milestone reviews

Let Shipleys add value to your business development team by bringing resources that offer:

- Leadership
- Discipline
- Flexibility

### **Other Services**

- Proposal Management
- Government Marketing
- Post-Award Support
- Business Development Training

Shipleys | Wins

Shipleys clients value our blended services model that provides industry-best consultants, trainers, and business development tools. Since 1972, Shipley has supported large and small companies in securing billions of dollars of Government and commercial contracts.

### Consulting

#### **Providing proven personnel and best practices to help clients succeed.**

- Winning strategic, competitive bids to Government or business customers
- Establishing long-term customer relationships through market positioning or capture planning
- Evaluating the necessary infrastructure and processes necessary to compete on complex bids
- Augmenting proposal teams to provide “just in time” resources needed to produce a competitive proposal
- Managing a complete turnkey proposal effort
- Supporting program management and execution

### Training

#### **Offering a blend of learning solutions that help clients build internal capability and competence.**

- Writing Federal Proposals
- Managing Federal Proposals
- Capturing Federal Business
- Winning with Past Performance
- Winning through Task Orders
- Managing Winning Reviews
- Winning in the Cost Volume
- Foundations of Proposal Development (online)
- Understanding the Business Development Lifecycle
- Winning Sales Proposals (Business to Business)
- Winning Executive Summaries
- Price to Win
- Winning Sales Communication
- Positioning to Win (Sales Training)
- Custom course development – classroom and online
- Shipley University

### Tools and Products

#### **Publishing a number of award-winning books, tools, and templates that help clients win business.**

- Shipley Proposal Guide
- Capture Planning Template
- Proposal Management Plan Template
- Proposal Development Worksheet
- 7-Phase Business Development Lifecycle – chart and description
- Executive Summary Planner
- Bidder Comparison Matrix
- Color Team Review Tools
- Compliance Matrix Template

Learn how Shipley can help you improve your business development effectiveness and success through a proven model of applying best practices. Call us or visit us at [www.shipleywins.com](http://www.shipleywins.com).