

Program Execution - IMP/IMS Specialist

The Integrated Master Plan/Integrated Master Schedule (IMP/IMS) Specialist leverages skills, expertise, and specific capture opportunity experience to assist the client after the contract is won.

The IMP/IMS Specialist manages the advancement of the Integrated Master Plan (IMP) to ensure the program is completed within schedule and cost constraints and minimizes risk related with the WBS and SOW. Responsibilities include:

- Ensure IMP is an event-oriented representation of integrated product development – each activity includes all related subjects within those activities.
- Create a list of measured events such as, but not limited to, the ICDR, FCDD, Production Reviews, Test Reviews, Test Acceptance, and Delivery that should be addressed.
- Ensure the IMP includes assumptions/guidelines and a dictionary of definitions for selected events and verbs used within the specified goals.
- Schedule regular status and working meetings with each engineering group to advance the project.
- Use a software planning system to ensure appropriate version control of the document.

The IMP/IMS Specialist also manages the development of an Integrated Master Schedule (IMS). Responsibilities include:

- Contain, at minimum, all events and goals contained in the IMP.
- Contain secondary tasks and any additional details for a thorough schedule management process.
- Identify tasks' reliance on one another and provide examination for critical path analysis.

“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

“The support we received from your team was incredible. Your dedication and perseverance have been truly impressive. It has been great to work with you.”

- Proposal Manager

Why Partner with Shibley?

We offer:

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

Let Shibley 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

Shibley | Wins

Shingley clients value our blended services model that provides industry-best consultants, trainers, and business development tools. Since 1972, Shingley 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
- Shingley University

Tools and Products

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

- Shingley 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 Shingley 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.shingleywins.com.