

# Make More Money from Fixed Price and Award Fee Contracts



## A simple solution to increase corporate profits within Fixed Price and Award Fee type contracts – and it's now available.

What's the probability that you can meet your profit margin based on your current bid structure? During contract implementation, what deliverable statistically has the most risk of reducing your profit potential? Catalyst Technologies provides objective, calculated answers. From bid submission to program award and management, this proven solution allows contract and program managers to proactively identify and resolve cost overruns, schedule delays and quality issues, months in advance of their consequences – without burden to the leadership or workforce. It provides positive control to reduce labor costs and enhance a team's ability to meet schedule – ensuring your profit margin is obtained.

Over the last 20 years, Catalyst Technologies has been supporting organizations in the science of reliable implementation. The results have been accumulated in a breakthrough approach to reliably increase profit. The key, as described by Catalyst Technologies' founder Bruce Nagy, is based on using a business indicator called "Average Performance Range and Index" (APRI) as a statistical feedback mechanism. Without it, proposal and implementation teams are limited to unnecessary risk taking, excessive guesswork and reactionary tactics – hindering profit opportunity, along with customer trust.

### 10-DAY RISK FREE CHALLENGE

Are you managing a fixed price or cost plus award fee contract, and you need to be sure that your team meets it deliverables, so you can meet your profit or award fee goals? Our analysts will review your needs, describe our process and then let you experience the results first hand – at no risk to you.

**CATALYST TECHNOLOGIES**  
(310) 476-6899

### AVOIDING THE UNFORSEEN

Program and contract managers need to have calculated answers that are based on what's essential to increase profit or award fee associated with their contract obligations. The more guesswork and reaction to unforeseen issues increases the risk of maximizing profit, along with maintaining good customer relations.

### USING SCIENCE NOT FICTION

By applying a simple math approach called "Average Performance Range and Index" (APRI) as a feedback mechanism to projects under a fixed price and cost plus award contract, managers have dramatically more control over bidding accuracy, meeting deliverables and satisfying customers. APRI gives you unprecedented ability to identify cost, schedule and quality issues months in advance, and resolve these issues without incident, while maintaining profit goals.



## The results of applying APRI in various business applications are significant ...

### In 1 Year: Production Line Improvement from 1,000 hrs to 110 hrs

- Department of Defense (United States Navy)
- Space Technologies, MIL-STD Hardware & Software T&E Environment

### In 6 Months: Cost Overrun Decrease from 35% to 3%

- Hughes Corporation Spin-Off Division (Palomar Products)
- Air Traffic Control Systems, NATO Hardware & Software R&D Environment

### In 6 Months: Time to Market Improvement from 120 to 60 days

- Scour Inc. (Internet Portal Company)
- P2P File Sharing Software Company, Commercial Internet R&D Environment

### In 6 Months: Schedule Reduction from 18 months to 10 months

- Capacity Technologies, Inc.(AOL Time Warner Investment)
- Advanced Networking Servers, Commercial IT R&D Environment

## Here's what's been said about the founder of this approach, Bruce Nagy ...

- "Mr. Nagy's efforts became a ***lifesaver for the organization.***"
  - Senior Project Manager
  - National Security Programs
- "Simply put, Mr. Nagy's technology is ***creative, innovative and effective.***"
  - Transformation Manager
  - US Defense Department
- "I can frankly state that Mr. Nagy's performance ***far exceeded my expectations.***"
  - CEO
  - Multimedia Production Company
- "Incisive and practical method - ***it really worked.***"
  - IT Team Lead
  - New Ships Construction

## CATALYST TECHNOLOGIES

Los Angeles, California 90049

[www.catalysttechnologies.com](http://www.catalysttechnologies.com)

telephone: (310) 476-6899

Take our 10-day, risk-free challenge to experience the value our solution provides to improving your bottom-line.