

# Be certain that your bid will win!

With PPAT, it takes **7** steps...

The Peak Performance and Alignment Template (PPAT) provides a systematic, scientific “Theory of Constraints” approach to creating a “lowest bid, technically acceptable” submission. The seven step approach uses “Theory of Constraints” analysis to systematically improve the cost structure, element by element, using our powerful and proven “Workforce Alignment to Business Expectations” Algorithm. The algorithm, running within Excel\*, provides **an automated ability to make the bid more competitive, integrating fully with your existing systems. PPAT makes it easier and more consistent to create winning proposals.**

- 1** Use PPAT to automatically import a list of line items and then ask the proposal Subject Matter Experts (SMEs) to consider seven success parameters defining expectations when performing each line item, including “hot spots” (items needing preferential attention).
- 2** PPAT will next apply, within minutes, the Alignment Algorithm to assess the certainty of each line item in meeting budget within the Average Performance Range and Index (APRI) restrictions & requirements defined, including the seven success parameters.
- 3** PPAT will automatically perform a “Theory of Constraints” analysis to identify weakest to strongest bid estimations by line item within the proposed bid. Results are shown within a stoplight dashboard.
- 4** For line items having “Green” indicators, PPAT’s automation supports the SMEs in reducing those bid estimates and related variables by an aggressive factor. This reduction causes “Green” indicators to turn low “Green” or high “Yellow” with regard to likelihood of success in meeting goals. This is the 1st of two parts to reducing the estimate.
- 5** For each line item that initially has “Red” indicators, the Alignment Algorithm guides the SMEs to improve the mathematical certainty of meeting estimate, turning the “Red” indicators to low “Green” or high “Yellow,” as validated by the SMEs using the algorithm. This is the 2nd part & ensures the estimate is as low as possible.
- 6** PPAT repeats Steps 4 and 5 until each line item is either a low “Green” or high “Yellow,” ensuring each line item can successfully meet the previously defined expectations, where “hot spots” are appropriately adjusted. Using this process, the more “Green” items mean the greater likelihood of creating successful results. The bid is now as low as possible while still having the minimal requirements needed to be implemented successfully.
- 7** Statistical analysis per line item can be done at any time using PPAT. Yet, this final step is only performed when all line items are consistently high “Yellow” or low “Green.” At that point, the PPAT can be used to do a final statistical analysis to ensure that the highest mathematical certainty of success exists for the proposed bid.

After winning the contract, PPAT’s Dashboard and Algorithm Technology can be used to **continuously track and improve the certainty of meeting each estimated deliverable/WBS element.** PPAT automatically creates Lessons Learned entries and continuous process improvements to ensure follow-on proposals have an increased mathematical certainty of winning.

View a demo to learn how to “Celebrate a WIN” in **7** steps!

**CATALYST  
TECHNOLOGIES**



Read our testimonials/case studies  
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See a demo focused on your needs  
**Call: (310) 476-6899**

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

## Thirty years of cutting-edge business solutions:

Our thirty years of original, industry leading management products started with a two-year informal study by Bruce Nagy, the founder of Catalyst Technologies. While living in Japan, Bruce took advantage of a unique opportunity to study how “Kaizen” could be better applied to US business environments. “Kaizen” is a “change for the better” philosophy. This research, combined with Department of Defense (DoD) funding, ignited a new form of budget control for organizations.

Because of the “seemingly impossible” results achieved by teams using our very unique product solutions, academia got interested. The collaboration focused on applying conditional probabilities and confidence factors to the advanced algorithms we were creating. Project Management Institute showcased four of our articles describing these solutions.

We’ve encapsulated the decades of breakthroughs into our now refined “Workforce Alignment to Business Expectations” algorithm technology. Our innovation focused on developing “smart template” “plug-ins” to more easily deliver and use the technology. It took our staff eighteen creative innovations, learning from observations and refinements, to produce the Alignment Algorithm technology in an easy, cost effective form.

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### Result In 1 Year: Increased Production Line Throughput by 600%

- ✓ Department of Defense (United States Navy) - Space Technologies, MIL-STD Hardware and Software Test and Evaluation Environment

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

- ✓ Hughes Corporation Spin-Off Division (Palomar Products) - Air Traffic Control Systems, NATO Hardware and Software Research and Development Environment

### Result In 6 Months: Improved Time-to-Market from 120 to 60 days

- ✓ SCOUR, Inc. (Internet Portal Company) - Peer-to-Peer (P2P) File Sharing Software Company, Commercial Internet Research and Development Environment

### Result In 6 Months: Reduced Schedule from 18 months to 10 months

- ✓ Capacity Technologies, Inc.(AOL Time Warner Investment) - Advanced Networking Servers, Commercial IT Research and Development Environment



Naval Research Laboratories (NRL)

SAIC

Naval Surface Warfare Centers (NSWC)

CACI

NATO

Hughes

Aerospace Corp

Toyota Motor Sales, USA

Dow

Whittaker Communications

CSC

UNISYS

Navy Program Executive Offices (PEOs)

SCOUR

Capacity Technologies

Rockwell-Collins

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