

OST GLOBAL SOLUTIONS WEBINAR SERIES

Winning and Managing Service Contracts

Live Q&A

Learn how the right tools turn complex service contracts into a competitive advantage

September 23rd, 2026 from 12:00 PM to 01:00 PM (ET)

Presented by

ASC Group

Decatur, GA | ascgroup.com

Automated Quality Management System and Contract Modeling Software

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CREDENTIALS

Ph.D. – Industrial & Systems Engineering

North Carolina A&T State University

Lean Six Sigma Black Belt (ASQ)

Certified Internal Auditor

INDUSTRIES

14+ years

Manufacturing · Government Services · EHS



Dan Everest

Founder, ASC Group

San Francisco, CA

CREDENTIALS

Industrial Engineering P.E, MBA

Duke University

Co-developed TF!™ and SeeSOR®

INDUSTRIES

33+ years

Government Services · Consulting · Navy · Manufacturing

Solutions Partner Across **Complex** Contract Lifecycle

Acquisition Strategy - Release - Award - Transition - Closeout

Pre-Award Phase

Performance Phase

Solicitation

Prepare or Ai
Extract
performance
requirements

Contractor Bidding

Bid
discriminator:
KO
Collaboration
, PWS specific
Quality Plan

Contract Award

Customer
Quality
Assurance
Surveillance
Plans (QASP)

Performance Monitoring

Contract KPIs,
reporting, &
CARs.
Automated
scheduling

Audits & Compliance

Defensible
audit trail.
Collaborative
performance
review

Modification / Recompete

Optimized
performance
requirements
. Lessons
learned



DoE



State



Air Force



Navy



Army

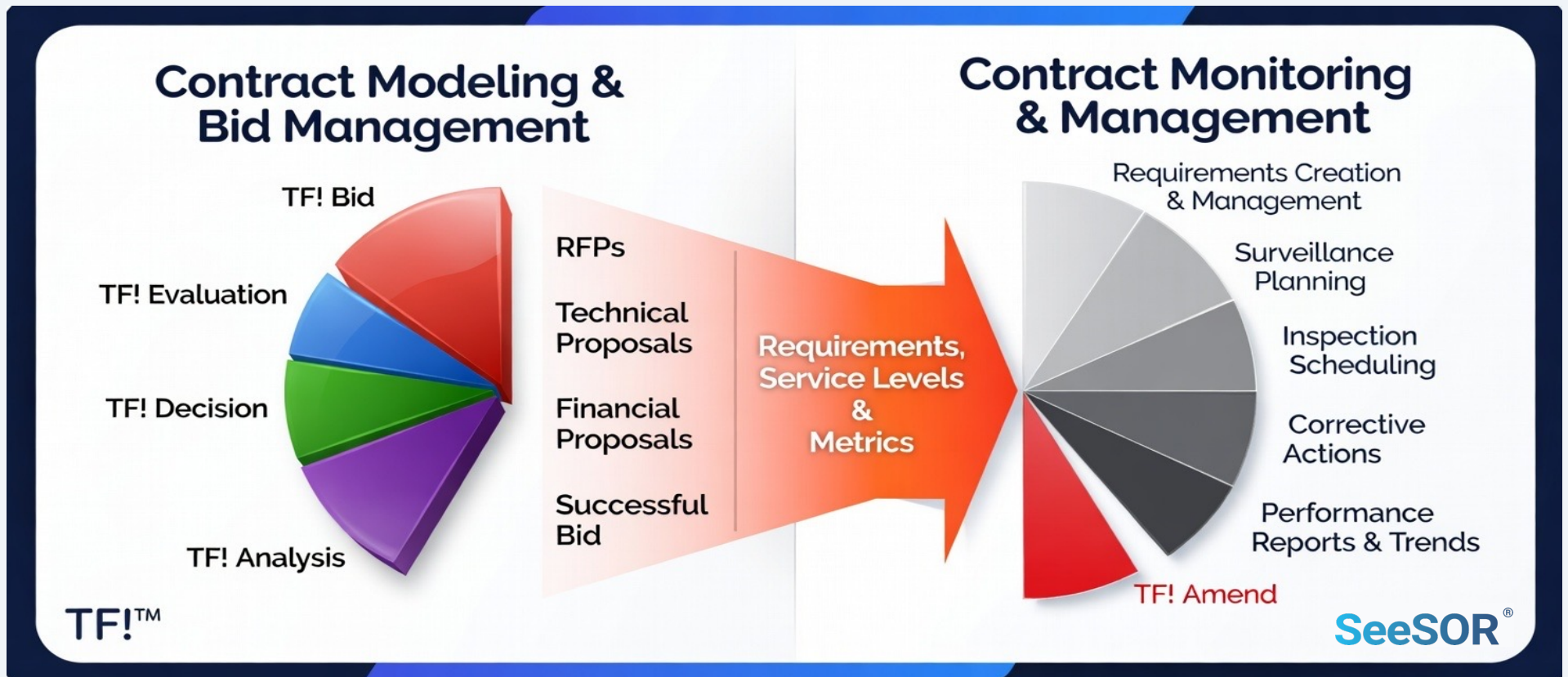


Canada



>130 facilities
~0.5M inspections
Increase Pwin >10%

ASC Tabular Format Technology Unlocks Innovative Lifecycle Management Capabilities



THE RISK

Manual Contract Management Is a Mission Risk, Not Just an Inefficiency

Every requirement tracked in a spreadsheet, every inspection filed on paper, could be a gap an auditor, a PM, or a mission failure can find first.



Program Performance Risk

Requirements drift and issues surface late, jeopardizing CPARS ratings and mission outcomes.



Profit Erosion

Bid uncertainty, change management not tied to resources, no evidence to support incentives/defend against penalties



Mission Failure

Without shared, real-time visibility, small gaps in quality become mission-critical failures.



Supplier Performance Issues

Sub-contractor and supply-chain compliance often goes untracked until it becomes a crisis.



Workforce Turnover

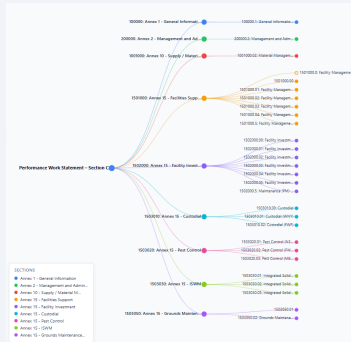
Institutional knowledge diminishes as PMs and QA leads depart or reassigned



Transition & Closeout Risk

Recompetes and contract handoffs lose history, data, and performance continuity

An organized model of your requirements becomes the backbone of your program/project lifecycle management

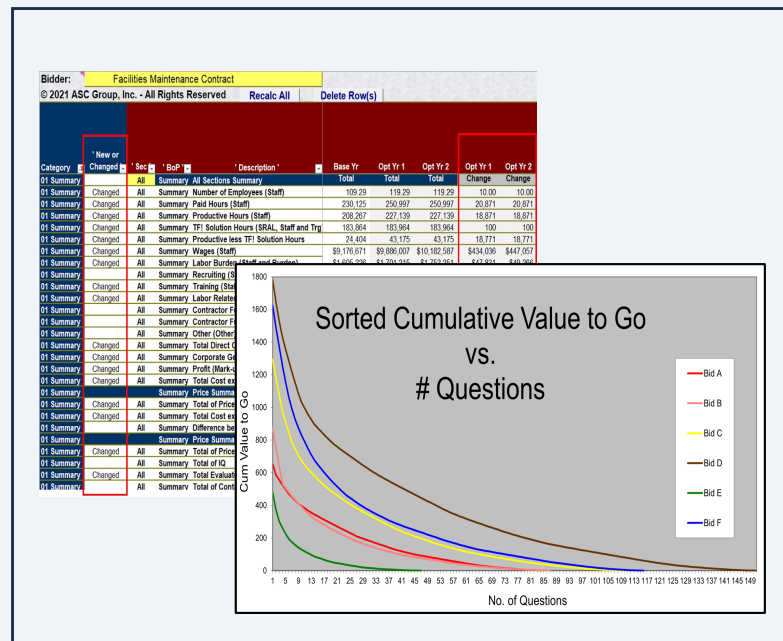


Risk
HIGH
MEDIUM
LOW

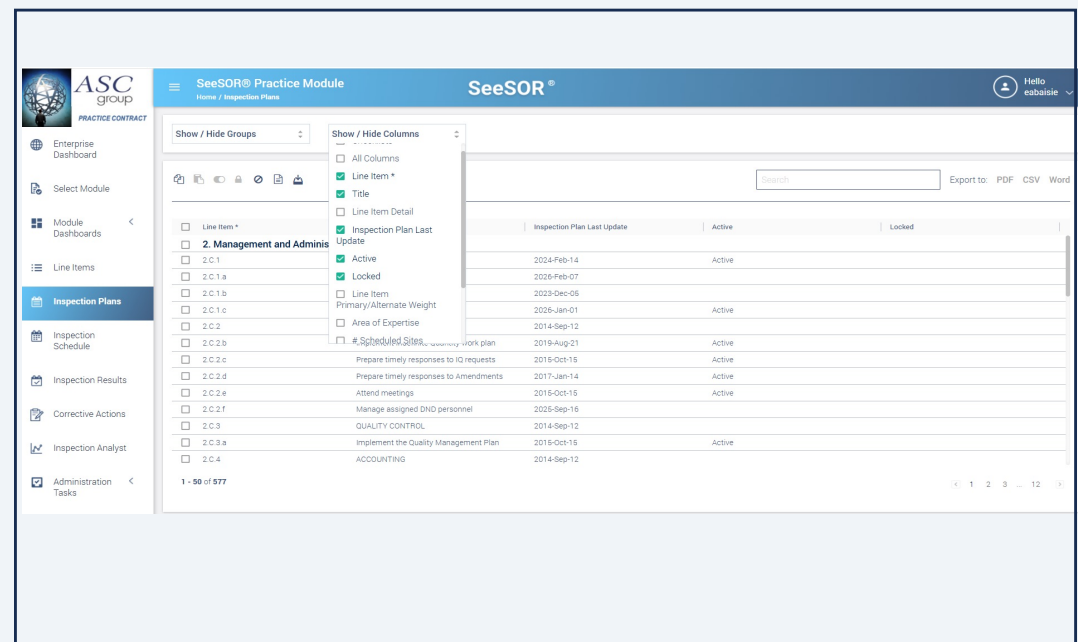
Tabular Format Approach To Modeling Contract Requirements

An organized model of your requirements becomes the backbone of your resource or contract compliance model. Examples:

TF! Bid Model



SeeSOR® Compliance Model



How TF!™ Streamlines Complex Contracting

Win with TF!



TF! Bid

Estimate resources against requirements — costs linked to resources, prices linked to costs

TF! Analysis

Compare alternate bid solutions side-by-side to surface opportunities and issues

TF! Ranking

Rank criteria by relative importance to guide resource allocation and scoring

TF! Decision

Score and track proposals to resolve issues and finalize with confidence

TF! Amend

Negotiate modification pricing or optimize against available budget

Replace guesswork with a data-backed BOE | Bid at a price you can execute | Win & predict profit with confidence

How SeeSOR® Streamlines Complex Contract Monitoring

"You can't manage what you don't measure" Peter Drucker

Example:

PWS Requirement (Raw Text)	Performance Standard	Performance Measure Score (C/A/T)	Surveillance Method	Frequency	Risk
"All work shall be performed by qualified personnel meeting the minimum requirements specified in Section J, Attachment 2."	100% of deployed personnel hold required credentials prior to assignment.	Completeness (1-10)	Credential verification at onboarding; spot check during performance period.	At hire; Semi-annually thereafter.	HIGH
"Monthly progress reports shall be submitted by the 10th calendar day of the following month."	≥98% on-time submission rate over any rolling 6-month period.	Timeliness (1-10)	Report delivery log review; timestamp audit.	Monthly; Quarterly trend review.	MEDIUM
""The Contractor shall perform data entry to Work Order System to ensure the project work orders, and non-recurring work task orders data requirements are properly recorded."	Work orders are assigned to an asset number. Required work order data requirements are properly recorded in Work Order System.	Accuracy (1-10)	Record review and source document verification. Verify all required fields are complete, accurate, and assigned to the correct asset number.	Monthly	MEDIUM

Key insight: Operationalize every obligation to measure, manage and improve performance

How SeeSOR® Streamlines Complex Contract Monitoring

CASE STUDY: FROM CPARS RISK TO EXCEPTIONAL PERFORMANCE

A federal service contractor closed a performance gap using SeeSOR®, with results shared transparently with the customer throughout.

Satisfactory → Exceptional

CPARS rating, in 12 months

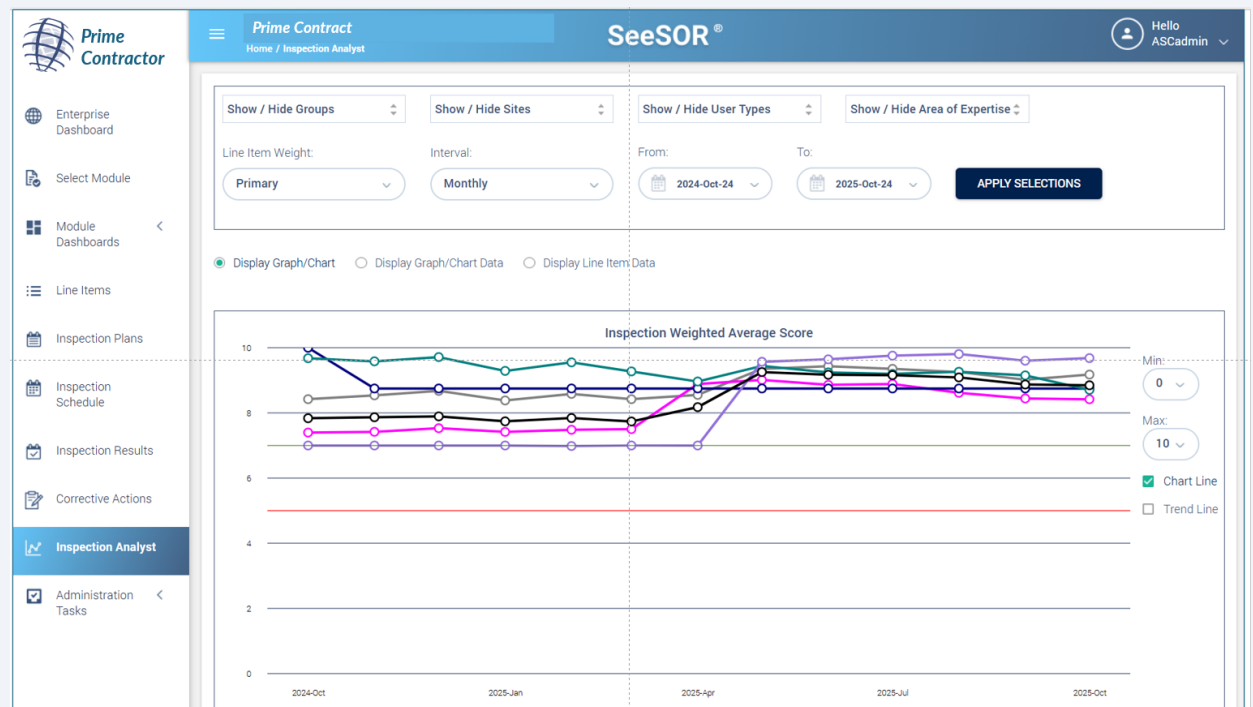
29%

Labor cost savings

6 Depts.

In deep collaboration with the customer

"A proprietary ranking algorithm means better results with fewer inspections — and transparent data the customer sees, too."



Key Takeaways

- ! Manual management of complex contracts is risky and inefficient
- ✓ Model your contract requirements to gain control & competitive advantage
- ✓ Adopt smart digital tools to unlock automation to save \$ and reduce risk



Bid Preparation & Contract Modeling

Models resource costs against requirements, so bids, evaluations, and modifications are defensible from day one.

- Acquisition planning & cost-to-price modeling
- Side-by-side bid comparison
- Defensible award decisions
- Modification & recompetete pricing



Quality & Compliance Management

Stores requirements, schedules inspections, scores performance, and tracks corrective actions in one collaborative platform.

- Requirements-to-verification traceability
- Real-time, shared inspection dashboards
- Corrective/preventive action tracking
- SeeSOR® AI-automated system setup

One Partner, Full Contract Lifecycle Coverage

Thank You

Questions & Discussion

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SeeSOR[®]

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