



## McManis & Monsalve Associates

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Contract Number  
& Name: PF 14804C01-09 Strategic Planning

VA SWAM  
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### Our Firm

McManis & Monsalve Associates (McManis & Monsalve) is a SWAM-certified consulting firm that helps organizations improve performance, manage change, and mitigate risk. As an integrated group of skilled professionals with diverse career backgrounds in Fortune 1000 companies, the federal government, and the U.S. military, we work with government, private, and non-profit clients to address organizational challenges and achieve measurable results.

The McManis & Monsalve difference starts with our perspective: we utilize our proprietary approach, Intelligence Led Management™, which is comprised of intelligence analysis tools and techniques along with decades of management consulting expertise, to thoroughly review the problem in question and develop actionable intelligence. This better allows us to provide our customers with comprehensive solutions to their full portfolio of risks.

Our capacity to identify the array of existing and emerging risks associated with specific organizational needs, along with our ability to introduce interventions, has resulted in improved practices and outcomes and tangible cost savings for our clients. Collaboration is also a cornerstone of our business; we're effective because we're there to help implement, not just write reports.

## Our Services

### Defy Risk®. It's what we do. It's what we help our clients do.

In any environment there is assumed risk. **Success depends on taking risk wisely.** An organization's ability to achieve its desired results requires that they identify, understand, and mitigate defined risk while simultaneously exploiting market opportunities that require informed risk taking. Our consultants provide a wide range of risk analysis and mitigation services that enable our clients to succeed.

### Strategic Planning Services

McManis & Monsalve Associates believes that every organization should strive to keep its structure, systems, processes, policies and culture aligned with its mission, vision, values and strategy. We also believe that **analytics drive strategy**. That is, an organization's strategy should continuously evolve based on feedback from internal operations and the external environment.

Our consultants understand the challenges that organizations face in navigating complex environments. We support strategic planning efforts through both methodology and solid research and analysis. Our approach is to help management develop or incorporate an ongoing, interactive cycle that involves stakeholders from across our client's organization. Our emphasis is to help with the alignment of strategy, implementation and performance measures (Figure 1). This includes utilizing established approaches such as the balanced scorecard, 7-S approach or we have the ability to develop a model tailored to the organization's specific structure and culture. Regardless of the specific approach, the end result is a strategic plan that is understandable, actionable and goal-oriented.



## Ordering Process

McManis & Monsalve believes collaboration is the key to success. Before providing a quote, we would like to opportunity to discuss your needs and how we might be able to support your efforts. We look forward to partnering with you.

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