



DMC Management System™

Customer Asset

EOS-CAT-201

Acquisition Consulting & Executive Advisory Services Catalog™

Expert Acquisition Solutions for Government and Industry

Version 1.0 | Released

Classification: Customer-Facing

Prepared for DMC Solutions

The DMC Way™

Experience. Discipline. Results.

The DMC Way is our commitment that every decision, every process, every engagement, and every deliverable reflects disciplined execution, uncompromising integrity, and measurable value for our clients.

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Document Control Statement

EOS-CAT-201 is a controlled customer-facing asset of the DMC Management System™ and Acquisition Center of Excellence™. The current approved version is the authoritative customer-facing catalog of DMC Solutions' acquisition consulting & executive advisory services. Updates are maintained in accordance with EOS-STD-001 — DMC Editorial, Documentation & Intellectual Property Standards Manual™.

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Prepared in accordance with EOS-STD-001 — DMC Editorial, Documentation & Intellectual Property Standards Manual™.

Publication Purpose

The Acquisition Consulting & Executive Advisory Services Catalog™ provides government and industry decision-makers with a concise overview of the acquisition consulting & executive advisory capabilities available through DMC Solutions.

The catalog is designed to help prospective and existing clients quickly understand where DMC Solutions can help, the acquisition challenges we address, the services we provide, and the outcomes our consulting capabilities are designed to support.

It presents DMC Solutions' acquisition consulting & executive advisory portfolio at the level necessary to support initial capability evaluation, acquisition planning, business-development discussions, teaming decisions, and engagement scoping without requiring clients to navigate the substantially greater detail maintained within DMC's underlying Enterprise Playbooks™, methodologies, procedures, and other controlled assets.

Intended Audience

Acquisition challenges rarely exist within a single functional area.

DMC Solutions provides integrated acquisition consulting across the acquisition lifecycle. Our capabilities include:

- Acquisition Strategy & Planning
- Source Selection Support
- Market Research & Industry Engagement
- Cost & Price Analysis
- Solicitation Development
- Contract Administration
- Policy, Compliance & Acquisition Governance
- Standard Operating Procedure Development
- Organizational & Process Improvement
- Specialized Acquisition Solutions
- Executive Acquisition Advisory

Services may be engaged individually or combined into an integrated solution based on the client's mission, requirements, complexity, risk, and outcomes.

How to Use This Catalog

This catalog is designed for quick reference. Readers may review the DMC Solutions overview and DMC Acquisition Excellence Framework™ or proceed directly to the capability most relevant to their needs.

Each service section summarizes:

What We Do | Challenges We Help Solve | Core Services | Typical Deliverables | Client Outcomes

Clients do not need to identify the exact service before contacting us. Many acquisition challenges cross functional areas, and DMC Solutions can help determine the appropriate combination of capabilities.

Bring us the acquisition challenge. We will help determine the right path forward.

Executive Message

Acquisition Expertise. Mission Focus. Measurable Value.

Acquisition is more than a procurement process. It is how organizations transform mission requirements into capabilities, services, and measurable outcomes.

At DMC Solutions, we understand the decisions, risks, and responsibilities behind that process. Our mission is:

To empower government and industry partners with expert acquisition solutions that deliver value, strengthen missions, and drive success.

We provide specialized Acquisition Consulting & Executive Advisory Services across the acquisition lifecycle through eleven integrated service disciplines, including Acquisition Strategy & Planning, Source Selection Support, Market Research & Industry Engagement, Cost & Price Analysis, Solicitation Development, Contract Administration, Policy, Compliance & Acquisition Governance, Standard Operating Procedure Development, Organizational & Process Improvement, Specialized Acquisition Solutions, and Executive Acquisition Advisory.

Our approach begins with the mission and the problem that needs to be solved. Through the DMC Acquisition Excellence Framework™ (AEF), we apply six disciplined phases—Strategize. Plan. Research. Execute. Manage. Improve. to align client objectives, develop effective solutions, support disciplined execution, strengthen governance, and continuously improve organizational acquisition capability.

What distinguishes DMC Solutions is not simply the services we provide. It is the experience, discipline, and professional judgment we bring to every engagement. We combine practitioner-informed acquisition expertise with practical consulting methodologies to deliver solutions that are actionable, defensible, scalable, and aligned with real-world mission requirements.

Whether an organization is developing an acquisition strategy, conducting market research, executing a source selection, strengthening acquisition governance, improving organizational performance, addressing a complex acquisition challenge, or supporting executive decision-making, our objective remains the same:

Help our clients make better acquisition decisions and achieve better mission outcomes.

This catalog provides a concise view of the capabilities offered through the Acquisition Center of Excellence™ (ACOE) and the value our services can bring to your organization. We welcome the opportunity to understand your acquisition challenges and determine how our expertise can support your mission.

The DMC Way™

Experience. Discipline. Results.

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Chapter 1: About DMC Solutions

Acquisition Expertise Built Around the Mission

DMC Solutions is a specialized acquisition consulting and executive advisory firm helping government and industry partners navigate complex procurement environments, strengthen acquisition performance, and achieve better mission outcomes.

We support clients across the acquisition lifecycle—from acquisition strategy & planning and market intelligence through solicitation development, source selection, cost and price analysis, contract administration, governance, and organizational improvement. We also provide specialized acquisition solutions and executive advisory services when organizations face complex, high-risk, or mission-critical acquisition challenges.

Our approach reflects a fundamental understanding of acquisition: successful procurement requires more than regulatory compliance or completion of required documentation. It requires the integration of mission requirements, market intelligence, strategy, competition, pricing, risk, governance, workforce capability, and sound professional judgment.

DMC Solutions brings those elements together to help clients make better acquisition decisions and translate those decisions into measurable mission value.

Our Mission

To empower government and industry partners with expert acquisition solutions that deliver value, strengthen missions, and drive success.

Our mission defines the purpose behind every engagement. Whether supporting a single complex procurement or helping improve an acquisition organization, we focus on solutions that strengthen decision-making, improve execution, manage risk, and support the outcomes our clients are responsible for delivering.

The DMC Difference

DMC Solutions is not a general management consultancy that happens to offer acquisition services. Acquisition is a core discipline of our firm.

Our perspective is grounded in practical acquisition experience and an understanding of how procurement decisions affect programs, organizations, contractors, budgets, and mission performance.

That perspective shapes six principles we bring to our client engagements:

Mission Alignment

We begin with the mission and desired outcome, not a predetermined consulting solution. Acquisition strategy, processes, and recommendations should support what the organization ultimately needs to accomplish.

Practitioner Expertise

Our approach is informed by real-world acquisition experience. We understand the practical challenges behind requirements development, market research, competition, evaluation, pricing, contracting, administration, governance, and acquisition leadership.

Integrated Thinking

Acquisition challenges rarely exist in isolation. We evaluate the relationships among requirements, markets, strategy, competition, pricing, risk, contract structure, performance, governance, and organizational capability to identify the problem behind the problem.

Disciplined Execution

We bring structure, analytical rigor, accountability, and attention to detail to every engagement. Our recommendations and deliverables are designed to be clear, supportable, and defensible.

Practical Solutions

A recommendation has limited value if the client cannot implement it. We develop solutions around the client's actual mission, resources, authorities, operating environment, and organizational capacity.

Knowledge Transfer

Where appropriate, our work is designed to leave the client stronger. We develop processes, tools, frameworks, and institutional knowledge that help organizations sustain improvements beyond the consulting engagement.

Together, these principles allow DMC Solutions to provide more than additional consulting capacity. We provide acquisition judgment, structured problem-solving, and mission-focused expertise where they can create the greatest value.

Who We Serve

DMC Solutions supports organizations that acquire, manage, oversee, or depend upon complex goods and services.

Federal Government

We support agencies, contracting activities, program offices, acquisition organizations, and mission partners requiring specialized acquisition expertise, independent analysis, or organizational improvement.

State & Local Government

We help public-sector organizations strengthen procurement strategy, processes, governance, documentation, competition, and acquisition performance within their applicable regulatory environments.

Prime Contractors & Government Contractors

We provide acquisition expertise that can support public-sector programs, authorized subcontracted requirements, acquisition operations, process improvement, and complex procurement environments.

Public-Sector & Mission-Support Organizations

We support organizations operating within or alongside government acquisition environments where disciplined procurement strategy, governance, processes, and acquisition expertise are essential to successful performance.

Regardless of organization type, our approach remains consistent:

Understand the mission. Identify the acquisition challenge. Apply the right expertise. Deliver meaningful value.

Chapter 2: The DMC Way™

The DMC Way™

EXPERIENCE	DISCIPLINE	RESULTS
Practitioner Expertise. Sound Judgment.	Structured Thinking. Defensible Execution.	Meaningful Value. Mission Outcomes.
We apply practical acquisition experience to understand how mission requirements, markets, competition, pricing, risk, contracting strategy, and organizational realities interact.	We approach every engagement with analytical rigor, acquisition integrity, accountability, and quality—developing recommendations grounded in facts, sound analysis, and professional judgment.	We measure success by the value our work creates—from stronger strategies and better decisions to reduced risk, improved performance, and greater mission impact.
Understand the challenge. Anticipate risk. Make better-informed decisions.	Analyze deliberately. Execute responsibly. Deliver defensible work.	Create value. Strengthen performance. Advance the mission.

What Our Clients Can Expect

WE LISTEN FIRST:	WE APPLY EXPERIENCED JUDGMENT:
Understand the mission and acquisition challenge before recommending a solution.	Bring practical acquisition perspective to complex problems and decisions.
WE COMMUNICATE CLEARLY:	WE PROTECT THE ACQUISITION:
Make issues, risks, alternatives, and recommendations understandable and actionable.	Maintain integrity, objectivity, confidentiality, and appropriate decision authority.
WE BUILD FOR USE:	WE FOCUS ON OUTCOMES:
Develop strategies, analyses, tools, and recommendations clients can put into action.	Keep every engagement connected to meaningful acquisition and mission results.

The DMC Standard

Experience to understand the challenge. **Discipline** to solve it effectively. **Results** that create meaningful value.

Together, they form the standard behind every DMC Solutions engagement and the experience we intend every client to receive.

That is The DMC Way™.

Chapter 3: The DMC Acquisition Excellence Framework™ (AEF)

A Disciplined Approach to Acquisition Excellence

The DMC Acquisition Excellence Framework™ (AEF) is the common consulting methodology that guides every Acquisition Consulting & Executive Advisory Services engagement delivered through the Acquisition Center of Excellence™ (ACOE).

Rather than treating acquisition as a collection of isolated activities, the AEF provides a structured approach that connects strategy, planning, research, execution, governance, and continuous improvement into one integrated framework.

Whether supporting a focused acquisition initiative or enterprise-wide transformation, the AEF helps DMC Solutions deliver practical, scalable, and mission-focused solutions.

One framework. Eleven integrated services. One commitment to acquisition excellence.

The Six Phases of the DMC Acquisition Excellence Framework™

Every Acquisition Consulting & Executive Advisory Services engagement is aligned with one or more phases of the DMC Acquisition Excellence Framework™ (AEF). Together, these six phases provide a disciplined, repeatable approach for helping organizations strengthen acquisition performance from strategic planning through continuous improvement.

AEF Phase	Primary Objective
STRATEGIZE	Align mission, priorities, and client objectives.
PLAN	Develop the acquisition approach, roadmap, and governance.
RESEARCH	Build informed acquisition decisions through market intelligence and analysis.
EXECUTE	Deliver disciplined acquisition support and implementation.
MANAGE	Monitor performance , risk, governance, and compliance.
IMPROVE	Strengthen future acquisition capability through continuous improvement.

STRATEGIZE → PLAN → RESEARCH → EXECUTE → MANAGE → IMPROVE

The AEF is flexible. Engagements may begin at any phase depending on the client's objectives and acquisition environment.

Applying the Framework

Each phase addresses a fundamental question that guides our consulting approach.

AEF Phase	The Question We Answer
STRATEGIZE	What outcomes should guide this effort?
PLAN	What approach will achieve those outcomes?

RESEARCH	What information is needed to make informed decisions?
EXECUTE	How do we translate strategy into effective action?
MANAGE	How do we govern performance and manage risk?
IMPROVE	How do we strengthen future acquisition performance?

How AEF Creates Client Value

The AEF provides a disciplined consulting methodology that helps clients achieve better acquisition outcomes.

MISSION-ALIGNED	INFORMED DECISIONS
Begin with the client's mission, objectives, and outcomes.	Combine planning, research, and professional judgment to support informed acquisition decisions.
PRACTICAL & SCALABLE	CONTINUOUS IMPROVEMENT
Tailor every engagement to the client's acquisition environment and level of support required.	Strengthen governance, processes, and organizational capability beyond the engagement.

One Framework. Tailored to the Challenge.

The AEF scales to the client's mission, acquisition environment, and objectives. Whether supporting acquisition strategy, source selection, contract administration, organizational improvement, or executive advisory services, the framework provides consistency without imposing a one-size-fits-all approach.

From Challenge to Sustainable Results

MISSION & ACQUISITION CHALLENGE



STRATEGIZE → PLAN → RESEARCH → EXECUTE → MANAGE → IMPROVE

Align → Prepare → Inform → Implement → Govern → Evolve



STRONGER ACQUISITION & MISSION OUTCOMES

Each phase builds upon the last while allowing DMC Solutions to adapt as priorities, risks, stakeholder needs, and acquisition requirements evolve. The result is a disciplined consulting methodology that connects strategy to execution, governance to performance, and continuous improvement to lasting organizational capability.

The AEF Standard

Strategize with purpose. Plan with discipline. Research with insight. Execute with excellence. Manage with accountability. Improve continuously.

STRATEGIZE. PLAN. RESEARCH. EXECUTE. MANAGE. IMPROVE.

Chapter 4: Acquisition Solutions at a Glance

Expertise Across the Acquisition Excellence Framework™

Successful acquisitions require more than successfully completing individual procurement activities. Strategy, requirements, market intelligence, competition, pricing, solicitation quality, evaluation, contract performance, governance, and organizational capability are interconnected—and decisions made in one area can significantly affect outcomes in another.

DMC Solutions provides an integrated portfolio of acquisition consulting & executive advisory solutions designed to help government and industry partners address acquisition challenges across the Acquisition Excellence Framework™ (AEF).

Our services can be engaged independently to address a specific requirement or combined to support complex acquisitions, organizational initiatives, and mission-critical challenges.

Our Acquisition Consulting Portfolio

Solution	How DMC Solutions Helps
Acquisition Strategy & Planning	Develop mission-aligned acquisition strategies, procurement roadmaps, lifecycle plans, milestone schedules, risk assessments, and acquisition documentation that establish a strong foundation for execution.
Source Selection Support	Strengthen evaluation planning and execution through evaluation criteria, source selection plans, scoring methodologies, evaluation support, consensus facilitation, and defensible executive decision briefs.
Market Research & Industry Engagement	Deliver market intelligence, vendor capability assessments, competitive landscape analysis, RFIs, Sources Sought, benchmarking, and industry engagement that inform acquisition strategy and expand understanding of available solutions.
Cost & Price Analysis	Support sound financial decisions through IGCE development, price reasonableness analysis, cost analysis, cost realism assessments, proposal evaluation, negotiation support, and data-driven pricing insight.
Solicitation Development	Develop clear, comprehensive procurement packages—including RFPs, RFQs, IFBs, SOWs, PWSs, instructions, evaluation criteria, and supporting documentation—aligned with client objectives.
Contract Administration	Strengthen post-award execution through performance monitoring, modification support, option analysis, invoice validation, risk management, contractor communication, compliance tracking, and closeout support.

Together, these capabilities support the progression from acquisition planning and market understanding through competition, award, and successful contract execution.

But acquisition performance also depends on the organization surrounding the procurement. DMC Solutions therefore extends beyond individual contract actions to help clients strengthen the governance, processes, operating models, and executive decisions that shape acquisition performance.

Solutions Beyond the Individual Procurement

Our portfolio also addresses the broader organizational and strategic conditions that influence acquisition success.

Solution	How DMC Solutions Helps
Policy, Compliance & Acquisition Governance	Assess and strengthen acquisition governance, policies, internal controls, compliance practices, decision structures, and oversight mechanisms to improve accountability, consistency, transparency, and audit readiness.
Standard Operating Procedure Development	Design acquisition SOPs, policies, workflows, templates, checklists, and job aids that standardize execution, clarify responsibilities, improve consistency, and support efficient operations.
Organizational & Process Improvement	Evaluate acquisition organizations and processes, identify root causes and performance gaps, redesign workflows and operating models, and develop practical improvements that strengthen efficiency and organizational capability.
Specialized Acquisition Solutions	Provide tailored acquisition expertise for complex and high-risk procurement environments, including Information Technology, Professional Services, Construction, Architecture & Engineering, Healthcare, Leasing, and other specialized requirements.
Executive Acquisition Advisory	Provide senior leaders with independent acquisition perspective, strategic counsel, acquisition reviews, decision support, risk analysis, recovery strategies, portfolio advisory, governance support, and executive-level acquisition insight.

Solutions Across the DMC Acquisition Excellence Framework™

STRATEGIZE	PLAN	RESEARCH	EXECUTE	MANAGE	IMPROVE
Acquisition Strategy & Planning	Source Selection Support	Market Research & Industry Engagement	Solicitation Development	Contract Administration	Organizational & Process Improvement
Executive Acquisition Advisory	Solicitation Development	Cost & Price Analysis	Cost & Price Analysis	Policy, Compliance & Acquisition Governance	Standard Operating Procedure Development
					Specialized Acquisition Solutions

Across the Acquisition Excellence Framework™

Specialized Acquisition Solutions and Executive Acquisition Advisory can be applied at any stage when an acquisition involves increased complexity, risk, specialization, organizational significance, or executive attention.

One Portfolio. Tailored to the Challenge.

DMC Solutions services may be engaged individually or combined into an integrated solution. We look beyond the immediate task to understand the broader acquisition challenge and align the right expertise to the client's mission, environment, and desired outcome.

The client brings the acquisition challenge. DMC Solutions brings the expertise to help solve it.

Chapter 5: Acquisition Consulting Solutions

Expertise Across the Acquisition Excellence Framework™

DMC Solutions provides specialized acquisition consulting & executive advisory services designed to address individual procurement requirements, complex acquisitions, and broader organizational challenges.

Our delivery model aligns the level of expertise and cost to the complexity of the requirement. Each engagement is structured with the appropriate mix of analytical, consulting, senior practitioner, subject-matter, and executive expertise necessary to deliver the required outcome efficiently and effectively.

Services may be procured individually or combined into integrated engagements. Pricing varies based on scope, complexity, schedule, required expertise, and contractual requirements.

The right expertise. The right level of effort. The right value for the mission.

Note: Pricing shown represents starting prices for typical engagements and is provided for planning purposes. Final pricing is based on scope, complexity, required expertise, level of effort, schedule, period of performance, travel, data availability, contractual requirements, and other engagement-specific considerations. A final price will be established through a DMC Solutions proposal, quotation, or applicable contractual instrument.

Acquisition Strategy & Planning: Build the Right Acquisition Foundation

What We Do

DMC Solutions helps clients transform mission requirements into clear, executable, and defensible acquisition strategies and plans. We evaluate mission objectives, acquisition alternatives, market conditions, competition, schedule, contract structure, risk, and governance to establish a practical roadmap for successful acquisition execution.

Core Services

Acquisition Strategy & Planning • Procurement Roadmaps • Alternatives Analysis • Contract Type & Vehicle Analysis • Competition Strategy • Milestone Planning • Acquisition Risk Assessment • Independent Strategy Assessment

Typical Deliverables

Acquisition Strategies • Acquisition Plans • Procurement Roadmaps • Milestone Schedules • Alternatives Analyses • Risk Assessments • Executive Decision Briefs

Client Outcomes

Stronger Strategy • Earlier Risk Identification • Improved Stakeholder Alignment • Reduced Rework • Greater Acquisition Readiness

Engagement Pricing

Service	Typical Starting Price
Acquisition Strategy Review	\$3,500
Acquisition Strategy & Planning Engagement — Standard	\$7,500
Complex Acquisition Strategy & Planning	\$15,000

Acquisition Planning & Roadmap Development	\$5,000
Independent Acquisition Strategy Assessment	\$4,500
Acquisition Strategy Advisory Support	\$150/hour

Source Selection Support: Strengthen Evaluation Integrity and Decision Quality

What We Do

DMC Solutions supports source selection planning and execution by helping clients establish clear evaluation criteria, disciplined methodologies, effective evaluation processes, and well-supported documentation while preserving decision authority with authorized government officials.

Core Services

Source Selection Planning • Evaluation Criteria Development • Rating Methodologies • Evaluator Tools • Technical Evaluation Support • Consensus Facilitation • Cost/Price Evaluation Coordination • Executive Decision Briefs

Typical Deliverables

Source Selection Plans • Evaluation Criteria • Evaluation Worksheets • Rating Methodologies • Consensus Tools • Evaluation Reports • Decision-Support Documentation

Client Outcomes

Greater Consistency • Improved Defensibility • Stronger Decision Quality • Reduced Risk

Engagement Pricing

Service	Typical Starting Price
Source Selection Plan Development	\$4,500
Evaluation Criteria & Methodology	\$3,500
Evaluation Readiness Review	\$2,500
Evaluation / Consensus Support	\$150/hour
Standard Source Selection Support	\$8,500
Complex / Multi-Phase Source Selection	\$18,000

Market Research & Industry Engagement: Turn Market Intelligence Into Better Acquisition Decisions

What We Do

DMC Solutions helps clients understand what the market can provide, who can provide it, competitive conditions, and how industry capabilities should influence acquisition strategy.

Our focus is actionable market intelligence, not simply documenting that market research occurred.

Core Services

Market Research • Vendor Capability Assessments • Competitive Landscape Analysis • Benchmarking • RFIs • Sources Sought • Industry Days • Market Segmentation • Response Analysis

Typical Deliverables

Market Research Reports • Vendor Landscape Assessments • Capability Matrices • RFI/Sources Sought Packages • Industry Day Materials • Benchmarking Studies

Client Outcomes

Better Market Visibility • Stronger Competition • Better Requirements • More Informed Acquisition Strategy

Engagement Pricing

Service	Typical Starting Price
Focused Market Research	\$2,500
Comprehensive Market Research Report	\$4,500
Vendor / Competitive Landscape Assessment	\$4,000
RFI or Sources Sought Development & Analysis	\$3,500
Industry Engagement Strategy	\$3,500
Complex Market Intelligence Engagement	\$8,500

Cost & Price Analysis: Strengthen Pricing Confidence**What We Do**

DMC Solutions provides analytical support to help clients evaluate cost, price, affordability, realism, reasonableness, and negotiation position.

The analytical approach is tailored to the acquisition, available data, competitive environment, contract structure, and complexity of the proposed pricing.

Core Services

IGCE Development • Price Analysis • Cost Analysis • Cost Realism • Historical Pricing Analysis • Pricing Models • Cost-Driver Analysis • Proposal Analysis • Negotiation Preparation

Typical Deliverables

IGCEs • Price Analyses • Cost Analyses • Cost Realism Assessments • Pricing Models • Comparative Analyses • Negotiation Support Analyses

Client Outcomes

Greater Confidence • Improved Negotiation Readiness • Stronger Documentation • Better Decisions

Engagement Pricing

Service	Typical Starting Price
Basic IGCE Development	\$2,500
Complex IGCE	\$4,500
Price Reasonableness Analysis	\$2,500
Cost Analysis / Cost Realism Assessment	\$5,500
Negotiation Preparation & Analysis	\$3,500
Complex Pricing Engagement	\$10,000
Cost & Price Analysis Support	\$120/hour

Solicitation Development: Turn Strategy Into a Clear Market Requirement

What We Do

DMC Solutions develops clear, complete, internally aligned solicitation packages that connect requirements, acquisition strategy, instructions, evaluation methodology, contract structure, and supporting documentation.

Core Services

RFP Development • RFQ Development • IFB Support • SOW/PWS Development • Instructions to Offerors • Evaluation Criteria • Performance Standards • Solicitation Quality Reviews

Typical Deliverables

RFPs • RFQs • IFBs • SOWs • PWSs • Evaluation Criteria • Instructions • Performance Standards • Solicitation Review Findings

Client Outcomes

Greater Clarity • Better Competition • Reduced Ambiguity • Fewer Avoidable Amendments • Stronger Evaluation Foundation

Engagement Pricing

Service	Typical Starting Price
SOW/PWS Development or Refinement	\$3,500
RFQ Development — Standard	\$4,500
RFP Development — Standard	\$7,500
Complex RFP / Solicitation Package	\$15,000
Solicitation Quality Review	\$2,500
Solicitation Development Support	\$120/hour

Contract Administration: Protect Value After Award

What We Do

DMC Solutions helps clients strengthen post-award contract management through performance oversight, contract-action support, risk management, documentation, compliance tracking, and lifecycle planning.

Core Services

Performance Monitoring • Modification Support • Option Analysis • Invoice Validation • Risk Tracking • Contractor Communication Support • Compliance Monitoring • Contract Closeout

Typical Deliverables

Contract Administration Plans • Performance Tools • Risk Registers • Modification Documentation • Option Analyses • Invoice Review Tools • Closeout Packages

Client Outcomes

Improved Performance Visibility • Earlier Intervention • Stronger Documentation • Better Lifecycle Management

Engagement Pricing

Service	Typical Starting Price
Contract Administration Assessment	\$3,500
Contract Administration Plan	\$3,000
Option-Year Analysis	\$2,000
Modification / Contract Action Support	\$120/hour
Ongoing Contract Administration Advisory	\$3,000/month
Contract Closeout Support	\$1,500/contract

Policy, Compliance & Acquisition Governance: Strengthen Accountability and Acquisition Control

What We Do

DMC Solutions helps organizations strengthen acquisition policies, governance, internal controls, decision authority, compliance, and oversight while avoiding unnecessary administrative burden.

Core Services

Governance Assessments • Policy Development • Compliance Reviews • Internal Controls • Authority Frameworks • Acquisition Review Structures • Audit-Readiness Support

Typical Deliverables

Policies • Governance Frameworks • Compliance Assessments • Internal Control Matrices • Authority Matrices • Review Charters • Corrective Action Plans

Client Outcomes

Greater Accountability • Improved Compliance • Clearer Authority • Stronger Oversight • Improved Audit Readiness

Engagement Pricing

Service	Typical Starting Price
Focused Compliance Review	\$3,500
Acquisition Policy Development	\$4,000
Governance Assessment	\$7,500
Governance Framework Development	\$10,000
Audit-Readiness Assessment	\$6,500
Governance Advisory	\$150/hour

Standard Operating Procedure Development: Turn Policy Into Repeatable Execution**What We Do**

DMC Solutions develops acquisition SOPs, workflows, templates, checklists, and job aids that translate policy into clear, repeatable operating practices.

Core Services

SOP Development • Process Mapping • Workflow Design • Templates • Checklists • Job Aids • Responsibility Mapping
• Procedure Modernization

Typical Deliverables

SOPs • Process Maps • Workflow Diagrams • Templates • Checklists • Job Aids • Responsibility Matrices •
Implementation Guides

Client Outcomes

Greater Consistency • Clearer Responsibilities • Reduced Rework • Faster Onboarding • Better Knowledge Retention

Engagement Pricing

Service	Typical Starting Price
Individual SOP — Basic	\$1,750
Complex SOP	\$3,500
SOP + Workflow + Templates Package	\$5,000
Small SOP Library — 3–5 SOPs	\$8,500
Acquisition Operations Manual	\$15,000
Process Documentation Support	\$120/hour

Organizational & Process Improvement: Build Stronger Acquisition Operations

What We Do

DMC Solutions evaluates the organizational and process conditions affecting acquisition performance and develops practical improvements to workflows, decision structures, operating models, accountability, and performance management.

Core Services

Organizational Assessments • Process Assessments • Root-Cause Analysis • Process Mapping • Workflow Redesign • Operating Model Development • Improvement Roadmaps • Performance Measurement

Typical Deliverables

Organizational Assessments • Process Maps • Gap Analyses • Root-Cause Findings • Future-State Workflows • Operating Models • Improvement Roadmaps

Client Outcomes

Reduced Risk • Greater Process Visibility • Clearer Accountability • Improved Cycle Time • Better Resource Alignment

Engagement Pricing

Service	Typical Starting Price
Focused Process Assessment	\$4,500
Acquisition Process Improvement Engagement	\$8,500
Organizational Acquisition Assessment	\$10,000
Workflow / Future-State Redesign	\$6,500
Comprehensive Transformation Engagement	\$20,000
Organizational & Process Improvement Advisory	\$150/hour

Specialized Acquisition Solutions: Expertise for Complex and High-Risk Procurements

What We Do

DMC Solutions provides tailored acquisition expertise for requirements where specialized markets, technical complexity, regulatory considerations, delivery models, or elevated risk require a more customized acquisition approach.

Specialized Environments

Information Technology • Professional Services • Construction • Architecture & Engineering • Healthcare • Leasing • Emerging & High-Risk Requirements

Core Services

Specialized Acquisition Strategy • Market Analysis • Requirements Analysis • Solicitation Strategy • Evaluation Design • Pricing Support • Risk Assessment • Independent Review

Typical Deliverables

Specialized Acquisition Strategies • Market Assessments • Procurement Roadmaps • Risk Analyses • Solicitation Documentation • Evaluation Frameworks • Independent Reviews

Client Outcomes

Better Strategy • Reduced Specialized Acquisition Risk • Stronger Market Alignment • Improved Decision Quality

Engagement Pricing

Service	Typical Starting Price
Specialized Acquisition Assessment	\$5,000
Specialized Acquisition Strategy	\$8,500
Complex Procurement Advisory	\$185/hour
Independent Specialized Acquisition Review	\$6,500
End-to-End Specialized Acquisition Consulting	\$20,000

Executive Acquisition Advisory: Experienced Perspective for High-Impact Decisions**What We Do**

DMC Solutions provides senior leaders with independent acquisition insight, strategic counsel, and decision support when procurement issues carry significant mission, financial, schedule, organizational, or performance implications.

Core Advisory Solutions

Executive Acquisition Counsel • Independent Acquisition Reviews • Decision & Alternatives Analysis • Acquisition Recovery • High-Risk Acquisition Advisory • Portfolio Advisory • Acquisition Governance Advisory

Typical Deliverables

Executive Decision Briefs • Independent Reviews • Risk Assessments • Alternatives Analyses • Recovery Plans • Portfolio Assessments • Governance Recommendations

Client Outcomes

Better Decisions • Earlier Risk Identification • Stronger Executive Visibility • Improved Recovery • Greater Strategic Alignment

Engagement Pricing

Service	Typical Starting Price
Executive Acquisition Consultation	\$205/hour
Independent Acquisition Review	\$5,500
Executive Decision / Alternatives Analysis	\$4,500
Acquisition Recovery Assessment	\$7,500

Executive Advisory Retainer	\$3,500/month
Fractional Senior Acquisition Advisor	\$5,500/month

DMC Solutions Pricing Philosophy

DMC Solutions is intentionally positioned to provide high-value acquisition expertise at competitive rates. Our focused operating model and lower overhead allow us to deliver experienced acquisition consulting without the cost structure typically associated with larger consulting organizations.

Our approach is based on three principles:

RIGHT EXPERTISE	COMPETITIVE VALUE	FLEXIBLE STRUCTURE
We align the level of expertise and effort to the complexity of the requirement.	Our streamlined operating model allows us to provide experienced acquisition consulting at competitive prices without compromising quality or professional standards.	Fixed-fee, hourly, labor-hour, retainer, fractional, and integrated pricing structures allow engagements to be tailored to the client’s requirements.

Pricing & Engagement Structure

Pricing throughout this catalog represents starting prices for planning purposes. Final pricing is established based on the specific scope, complexity, required expertise, level of effort, schedule, period of performance, contractual requirements, and other engagement-specific considerations.

Government pricing may also be subject to applicable contract vehicles, competition, negotiated rates, or other procurement requirements.

The right expertise. The right structure. Value aligned to the mission.

Chapter 6: Integrated Acquisition Solutions

Complex Challenges. Connected Solutions.

Acquisition challenges rarely exist within a single functional area. Strategy, requirements, markets, pricing, competition, contract performance, governance, and organizational capability are interconnected—and weaknesses in one area can affect the entire acquisition.

DMC Solutions combines capabilities from across our consulting portfolio to address these multidimensional challenges through **coordinated, mission-focused solutions**.

The challenge defines the solution, not the boundaries between our services.

Complex Acquisition Solutions

Coordinate Expertise Across the Acquisition Excellence Framework™

For major, complex, or mission-critical procurements, DMC Solutions can integrate multiple consulting capabilities into one coordinated engagement.

CLIENT NEED	DMC CAPABILITY
Establish the acquisition approach	Acquisition Strategy & Planning
Understand market capability and competition	Market Research & Industry Engagement
Develop clear requirements and procurement documents	Solicitation Development
Establish and evaluate pricing	Cost & Price Analysis
Prepare for and support evaluation	Source Selection Support
Strengthen post-award execution	Contract Administration

This integrated approach helps maintain alignment from early strategy through execution while reducing gaps between acquisition activities.

Potential Outcomes:

Stronger alignment • Earlier risk identification • Reduced rework • Better decisions • Improved acquisition readiness

DMC Acquisition Recovery Framework™

Diagnose. Recover. Stabilize.

When an acquisition experiences delays, repeated rework, performance concerns, cost issues, stakeholder misalignment, or other significant challenges, addressing the immediate symptom may not solve the underlying problem.

DMC Solutions provides an independent approach to identifying root causes and establishing a practical recovery path.

ASSESS → DIAGNOSE → PRIORITIZE → RECOVER → STABILIZE

Assess the acquisition → Identify root causes → Prioritize risks and actions → Establish the recovery strategy → Support stabilization

Depending on the challenge, DMC Solutions may integrate Executive Advisory, Acquisition Strategy & Planning, Contract Administration, Cost & Price Analysis, Governance, and Process Improvement expertise.

Potential Outcomes:

Clearer root causes • Prioritized corrective actions • Greater executive visibility • Reduced risk • Stronger path forward

Acquisition Organization Improvement

Strengthen the Acquisition Environment

Recurring acquisition problems may indicate broader organizational issues rather than isolated procurement challenges.

DMC Solutions helps clients assess and improve the processes, governance, workflows, roles, policies, controls, and operating practices that influence acquisition performance.

ASSESS	IMPROVE	STANDARDIZE	SUSTAIN
Identify gaps, bottlenecks and root causes.	Improve workflows, responsibilities and decision structures.	Establish policies, SOPs, templates and controls.	Transfer knowledge and reinforce improvements.

Potential Outcomes:

Greater consistency • Clearer accountability • Stronger governance • Reduced process friction • Improved acquisition performance

Executive & High-Risk Acquisition Support

Experienced Perspective When the Stakes Are High

Mission-critical, complex, high-value, or troubled acquisitions may require independent senior-level perspective beyond routine acquisition support.

DMC Solutions provides experienced acquisition judgment and structured analysis to help leaders understand risk, evaluate alternatives, and make better-informed decisions.

EXECUTIVE NEED	DMC SUPPORT
Critical acquisition decision	Strategic Decision Support
Independent perspective	Independent Acquisition Review
Troubled acquisition	Acquisition Recovery Advisory
Portfolio or oversight challenge	Portfolio & Governance Advisory
Specialized or high-risk procurement	Specialized Acquisition Advisory

DMC Solutions provides the analysis, perspective, and acquisition expertise. Decision authority remains with the client.

One Integrated Approach

DMC Solutions begins with the client's challenge and desired outcome, then aligns the combination of capabilities necessary to address it.

The DMC Acquisition Excellence Framework™ provides the common methodology connecting every integrated engagement:

STRATEGIZE	PLAN	RESEARCH	EXECUTE	MANAGE	IMPROVE
Align	Prepare	Inform	Implement	Govern	Evolve

This allows DMC Solutions to bring multiple areas of expertise together through one coordinated approach focused on the mission and the outcome.

Integrated expertise. Disciplined execution. Solutions built around the mission.

Chapter 7: Working With DMC Solutions

Flexible Engagements. Clear Expectations.

DMC Solutions structures engagements around the client's requirement, outcomes, complexity, timeline, and level of support needed. Whether the need is a focused analysis, defined consulting project, ongoing advisory relationship, or integrated engagement, we align the appropriate expertise and delivery structure to the work.

The engagement should fit the challenge, not the other way around.

Who We Serve

DMC Solutions supports government and industry organizations that acquire, manage, oversee, support, or depend upon complex goods and services.

CLIENT	HOW DMC CAN HELP
Federal Government	Acquisition consulting, lifecycle support, governance, process improvement, specialized solutions, and executive advisory.
State & Local Government	Procurement strategy, market intelligence, solicitation and evaluation support, governance, policy, and process improvement.
Prime Contractors	Specialized acquisition expertise, subcontracted consulting, public-sector acquisition insight, and support for government programs.
Government Contractors	Acquisition advisory, procurement improvement, internal acquisition operations, and government-market expertise.
Mission-Support Organizations	Acquisition expertise where procurement strategy and performance directly influence mission execution.

DMC Solutions tailors each engagement to the client's operating environment, responsibilities, and applicable contractual or regulatory requirements.

Engagement Models

ENGAGEMENT MODEL	BEST SUITED FOR
Project-Based / Fixed-Fee	Defined projects, deliverables, analyses, and consulting outcomes.
Hourly / Labor-Hour	Requirements where workload or level of effort may evolve.
Advisory	Strategy, independent review, analysis, and decision support.
Retainer / Fractional	Recurring access to DMC expertise over an established period.
Assessment & Diagnostic	Independent evaluation before improvement or recovery begins.
Integrated Consulting	Complex challenges requiring multiple DMC capabilities.

Final scope, pricing, and contractual structure are established based on the specific requirement and applicable procurement environment.

Right expertise. Right structure. Value aligned to the mission.

How an Engagement Begins

From Challenge to Action

Clients do not need to determine which DMC Solutions service they need before contacting us. We begin by understanding what needs to be accomplished and build the engagement from there.

1. DEFINE	2. UNDERSTAND	3. ALIGN	4. STRUCTURE	5. EXECUTE
Clarify the challenge and desired outcome.	Understand the environment, constraints, timing, and risk.	Identify the capabilities and expertise required.	Establish scope, deliverables, schedule, responsibilities, and pricing.	Mobilize and begin disciplined delivery.

This approach establishes clear expectations before significant resources are committed and creates a common foundation for execution.

What Clients Can Expect

Every DMC engagement is guided by consistent delivery principles.

CLEAR SCOPE	TRANSPARENT COMMUNICATION
Defined objectives, deliverables, responsibilities, assumptions, and expectations.	Clear visibility into progress, risks, issues, decisions, and required actions.
DISCIPLINED DELIVERY	PRACTICAL SOLUTIONS
Structured execution supported by acquisition expertise, quality practices, and accountability.	Recommendations designed for the client's actual operating environment and mission needs.
CLIENT COLLABORATION	KNOWLEDGE TRANSFER
Active collaboration while respecting client authorities and decision responsibilities.	Where appropriate, tools, processes, and knowledge that strengthen capability beyond the engagement.

Built Around the Client. Focused on the Mission.

From a focused acquisition review to a complex integrated engagement, DMC applies the same fundamental approach:

Understand the challenge. Align the expertise. Execute with discipline.

The DMC Way™ — Experience. Discipline. Results.

Chapter 8: Why DMC Solutions

Acquisition Expertise. Mission Focus. Disciplined Execution.

DMC Solutions is built around acquisition. We combine practitioner-informed expertise, disciplined consulting methods, and practical problem-solving to help government and industry clients make better-informed decisions, reduce risk, strengthen acquisition performance, and advance the mission.

The DMC Difference

ACQUISITION EXPERTISE	MISSION-FIRST THINKING
Practical expertise across the Acquisition Excellence Framework™, grounded in real-world acquisition experience.	We begin with the mission and align our solutions to what the client needs to accomplish.
RIGHT-SIZED SOLUTIONS	DISCIPLINED DELIVERY
The right expertise, level of effort, and engagement structure for the requirement.	Analytical rigor, integrity, accountability, quality, and actionable results.

Our Commitment

Every engagement reflects four commitments:

UNDERSTAND THE MISSION → APPLY THE RIGHT EXPERTISE → EXECUTE WITH DISCIPLINE → DELIVER VALUE

Our work should help clients make better decisions, reduce acquisition risk, improve performance, strengthen organizational capability, or advance mission outcomes.

Have an Acquisition Challenge?

Let's Solve It Together.

Whether you are planning a complex procurement, strengthening acquisition operations, addressing a troubled acquisition, or navigating a critical decision, DMC Solutions is ready to help.

You do not need to determine which service you need before contacting us.

Bring us the challenge. We'll help determine the right path forward.

[SCHEDULE AN ACQUISITION CONSULTATION]

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The DMC Way™ — Experience. Discipline. Results.



DMC Solutions

Acquisition Consulting & Executive Advisory

Expert acquisition solutions for government and industry.

We bring acquisition expertise, disciplined execution, and mission-focused solutions to the challenges that matter.

Connect With DMC Solutions

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The DMC Way™

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