



# EXPANDED DEFENSE CONTRACT ASSISTANCE PROGRAM

## PROJECT OVERVIEW:

The State of Washington Department of Commerce announces the launch of an expanded defense contract assistance program\*. The program will provide free, customized, one-on-one management consulting services and strategic guidance to up to 20 Washington State companies that are dependent on federal defense contracts. These world-class consulting services will focus on diversification and operational stability, and include the following:

- Organizational health assessment
- Strategy assessment/development
- Action plan / action follow-up
- Follow-up support

The consulting team is currently looking for qualifying businesses to participate in the program. To be considered, please contact Jeff Marcell at 512-343-9113 or [jeff@tipstrategies.com](mailto:jeff@tipstrategies.com).

Funded through a grant from the U.S. Department of Defense's Office of Economic Adjustment (OEA), this program will assist participant companies with strategies for finding new markets, securing new customers, improving processes, and enhancing worker skill sets. The program builds upon the work of three prior OEA-funded pilot projects. This new effort will expand access to best practices identified during the previous work to help firms strategically diversify and maximize operational stability and continuity. Findings from the prior projects will be combined with those from this effort and provided as case studies. The approximate market value of these services to each participant is \$80,000.

The Department of Commerce has engaged management consulting firm Kepner-Tregoe and economic development consulting firm TIP Strategies to lead the program.

- ◆ Kepner-Tregoe is a renowned multinational management consulting and training services company that has been providing problem-solving solutions for businesses for over 50 years. Their services help business leaders improve management practices and develop and apply critical thinking skills in a fast-paced, global economy. Kepner-Tregoe prides itself on creating organizational processes that are used by millions of people worldwide.
- ◆ TIP Strategies has over 20 years of experience in economic development strategic planning, spanning over 300 projects in 37 states and 4 countries. TIP Strategies completed five successful engagements under the initial OEA grant, including the development of the *Washington State Military & Defense Playbook*.

The pool of participant companies will be selected based on industry diversity, type of assistance required, level of need, and potential economic impact.

## ANTICIPATED OUTCOMES:

The primary goal of this program is to provide a framework for sustaining the health and vitality of the state's defense-reliant economy amid potential defense spending uncertainty and variability. Once complete, the resulting case studies will help Washington State military and defense contractors and related support organizations anticipate and mitigate potential changes through effective planning and strategic decision-making.

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