



US General Services Administration Authorized Federal Supply Schedule



PINNACLE MANAGEMENT SYSTEMS, INC.



Contract Information

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SIN 611430: Professional and Management Development Training

SIN 54151S: Information Technology Professional Services

SIN 541611: Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

Contact Information

Pinnacle Management Systems, Inc.

www.pinnaclemanagement.com

50 Culpeper Street, Suite 2
Warrenton, Virginia 20186

POC: Michael Breuker, President

Telephone: (703) 468-0146

Email:

michael.breuker@pinnaclemanagement.com

Business Size: Small Business

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As a trusted GSA vendor, Pinnacle is a top provider of Enterprise Project Management (EPM), Project Portfolio Management (PPM), and Earned Value Management (EVM) solutions for government agencies.

Pinnacle partners with the leading project management software vendors, including Microsoft, Oracle, Deltek, and forProject Technology, and has a proven track record spanning more than 20 years of successfully helping government agencies get more value from their EPM, PPM, and EVM investments.

Our mission is clear - to help our clients improve performance through better management of projects, resources, and people across the enterprise.



SIN 54151S - Information Technology Professional Services

Pinnacle delivers implementation and support services for the industry's leading project management tools. We are authorized solution partners for Oracle, Microsoft, Deltek, and forProject Technologies. Our consultants have a vast array of product knowledge, and we utilize our software partner network to stay abreast of the latest releases and technology. Our technology focus is what distinguishes us from other project management consulting firms.

We specialize in enterprise software implementations of Oracle Primavera, Microsoft Project Server and Project Online, the Deltek PPM suite, and the forProject Technology suite. Our specialists are experts in deploying these, as well as other project management tools, across the organization using Pinnacle's proven methodologies and techniques. Our specialists also understand that a single software solution is not always the best fit for an organization and are experts on integrating "best of breed" solutions to meet the unique needs of each client.

SIN 541611 - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

Pinnacle is focused on improving on-time and on-schedule project delivery for our clients, while focusing on benefits realization. We have been partnering with government agencies for nearly 30 years and our concentration has always been on project-based organizations. We work with agency stakeholders to effectively adopt high-value business management solutions.

Our consultants are experts on Enterprise Project Management (EPM), Project Portfolio Management (PPM), and Earned Value Management (EVM) disciplines, and understand how these disciplines support the Capital Planning & Investment Control (CPIC) process. Our management consultants provide more than just strategic advice. We roll-up our sleeves and engage at all levels of the organization, providing documentation, mentoring, and support to ensure effective adoption of change.

SIN 611430 - Professional and Management Development Training

Pinnacle provides both in-person and remote training, specializing in Earned Value Management (EVM), Project Portfolio Management (PPM), and the many technology products used. Pinnacle's professional staff have designed, developed, and delivered these courses to many government agencies. Our trainers have expert communication skills, maintain high energy throughout the courses, and know how to keep the attendees focused to maximize the learning experience.

In addition to our commercial off the shelf (COTS) training, we offer many team-based workshops focused on specific project management and EVM topics, including CPIC reporting, preparing for Integrated Baseline Reviews, scheduling best-practices, Schedule Risk Assessments, and Risk & Opportunity Management, to name a few.

SIN 54151S - Information Technology Professional Services

SIN 541611 - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

Labor Category	Discounted GSA Hourly Rate
Senior Consultant	\$268.77
Consultant V	\$244.55
Consultant IV	\$219.90
Consultant III	\$195.47
Consultant II	\$171.19

Senior Consultant

Minimum/General Experience

- At least 5 years of experience leading the implementation of Earned Value Management (EVM) systems, Enterprise Project Management (EPM) systems or Project Portfolio Management (PPM) systems in accordance with Pinnacle’s methodologies and industry best practices.
- Experience in one or more of the following disciplines:
 - Project Scheduling
 - Project Controls
 - Earned Value Analysis
 - Project Portfolio Analysis
 - Enterprise Project Management
 - Resource Planning
 - Risk Analysis
 - Reporting

Functional Responsibility

- Subject Matter Expert in the disciplines of EPM, PPM, and/or EVM.
- Provides strategic guidance on the implementation of these systems to solve identified business challenges.
- May provide expertise and support for disciplines such as:
 - Project Scheduling
 - Project Controls
 - Earned Value Analysis
 - Project Portfolio Analysis
 - Risk Analysis
 - Resource Planning
 - Enterprise Project Management
 - Reporting

Minimum Education

- Bachelor’s Degree in Computer Science, Information Systems, Operations Research, Engineering or a related field from an accredited college or University.

Senior Consultant (cont.)

- At least 5 years of experience performing the foregoing functions
- At least 7 years of experience and a high school diploma.

Consultant V

Minimum/General Experience

- At least 5 years of experience leading the implementation of Earned Value Management (EVM) systems, Enterprise Project Management (EPM) systems or Project Portfolio Management (PPM) systems in accordance with Pinnacle's methodologies and industry best practices.
- Experience in one or more of the following disciplines:
 - Project Scheduling
 - Project Controls
 - Earned Value Analysis
 - Project Portfolio Analysis
 - Enterprise Project Management
 - Resource Planning
 - Risk Analysis
- Demonstrated expertise in EVMS/EPM/PPM tools from vendors such as Oracle Primavera, Deltek, forProject Technologies and Microsoft.

Functional Responsibility

- Subject Matter Expert in the disciplines of EPM, PPM, and/or EVM.
- Provides support for implementation of EVMS/EPM/PPM systems, including requirements, design, installation, configuration, integration, documentation, testing, pilot testing, user training and deployment support.
- Senior level expertise and support for disciplines such as:
 - Scheduling
 - Project Controls
 - Earned Value Analysis
 - Project Portfolio Analysis
 - Risk Analysis
 - Resource Planning
 - Enterprise Project Management
 - Reporting
- Provides guidance and direction to lower-level Consultants.

Minimum Education

- Bachelor's Degree in Computer Science, Information Systems, Operations Research, Engineering or a related field from an accredited college or University.
- At least 5 years of experience performing the foregoing functions
- At least 5 years of experience and a high school diploma.

Consultant IV

Minimum/General Experience

- At least 4 years of experience leading the implementation of Earned Value Management (EVM) systems, Enterprise Project Management (EPM) systems or Project Portfolio Management (PPM) systems in accordance with Pinnacle's methodologies and industry best practices.
- Experience in one or more of the following disciplines:
 - Project Scheduling
 - Project Controls
 - Earned Value Analysis
 - Project Portfolio Analysis
 - Enterprise Project Management
 - Resource Planning
 - Risk Analysis
- Demonstrated expertise in EVMS/EPM/PPM tools from vendors such as Oracle Primavera, Deltek, forProject Technologies and Microsoft.

Functional Responsibility

- Provides support for the implementation of EVMS/EPM/PPM systems, including requirements, design, installation, configuration, documentation, testing, user training, and deployment support.
- May provide expertise and support for disciplines such as:
 - Project Scheduling
 - Project Controls
 - Earned Value Analysis
 - Project Portfolio Analysis
 - Risk Analysis
 - Resource Planning
 - Enterprise Project Management
 - Reporting

Minimum Education

- Bachelor's Degree in Computer Science, Information Systems, Operations Research, Engineering or a related field from an accredited college or University.
- At least 4 years of experience performing the foregoing functions
- At least 6 years of experience and a high school diploma.

Consultant III

Minimum/General Experience

- At least 3 years of experience leading the implementation of Earned Value Management (EVM) systems, Enterprise Project Management (EPM) systems or Project Portfolio Management (PPM) systems in accordance with Pinnacle's methodologies and industry best practices.

Consultant III (cont.)

Functional Responsibility

- Provides support for the implementation of EVMS/EPM/PPM systems, including requirements, design, installation, configuration, documentation, testing, user training, and deployment support.
- May provide expertise and support for disciplines such as:
 - Project Scheduling
 - Project Controls
 - Earned Value Analysis
 - Project Portfolio Analysis
 - Risk Analysis
 - Resource Planning
 - Enterprise Project Management
 - Reporting

Minimum Education

- Bachelor's Degree in Computer Science, Information Systems, Operations Research, Engineering or a related field from an accredited college or University.
- At least 3 years of experience performing the foregoing functions
- At least 5 years of experience and a high school diploma.

Consultant II

Minimum/General Experience

- Demonstrated expertise in EVMS/EPM/PPM tools from vendors such as Oracle Primavera, Deltek, forProject Technologies and Microsoft.

Functional Responsibility

- Provides support for the implementation of EVMS/EPM/PPM systems, including requirements, design, installation, configuration, documentation, testing, user training, and deployment support.
- May provide expertise and support for disciplines such as:
 - Project Scheduling
 - Project Controls
 - Earned Value Analysis
 - Project Portfolio Analysis
 - Risk Analysis
 - Resource Planning
 - Enterprise Project Management
 - Reporting

Minimum Education

- Bachelor's Degree in Computer Science, Information Systems, Operations Research, Engineering or a related field from an accredited college or University.
- At least 2 years of experience performing the foregoing functions
- At least 5 years of experience and a high school diploma.

SIN 611430 - Professional and Management Development Training

Course Offerings	Discounted GSA Price
Principles of Earned Value Management (EVM)	\$4,397.98 + Travel Costs
Introduction to Earned Value Management (EVM)	\$8,795.97 + Travel Costs
Variance Analysis Reporting (VAR) Using Empower	\$2,198.99 + Travel Costs

Principles of Earned Value Management (EVM)

Description

This one-day course is for individuals that want to better manage projects using EVM, a project management best practice. Students will learn, understand and be able to put into practice planning work from scope to completion, assigning responsible individuals to the work scope, and integrating scope, schedule and cost objectives into a performance measurement baseline plan against which accomplishments can be measured. We will then focus on controlling baseline changes, understanding actual costs incurred and accessing accomplishments at the work performance level.

Then we will dive into how to analyze significant variances from the plan, forecast impacts, and prepare an estimate at completion based on performance to date and work to be performed. Finally, the students will learn how to use the earned value information in their organization's management processes and procedures.

Length: 1 Day (8 Hours)

Participants: 1 – 15

Introduction to Earned Value Management (EVM)

Description

This two-day course is for individuals who are new to earned value management, or for current professionals that want to increase their knowledge and application of EVM.

Students will become familiar with the problems earned value management was created to solve, as well as the terminology and data elements used in EVM. The five categories of the EIA-748 standard – organizing; planning, scheduling and budgeting; accounting; managerial analysis and reporting; revisions - and the 32 EVMS guidelines, will also be covered.

Length: 2 Days (16 Hours)

Participants: 1 – 15

Variance Analysis Reporting (VAR) Using Empower™

Description

This half-day course is for Control Account Managers, or anyone involved in preparing, reviewing, or approving EVM Variance Analysis Reports (VAR) using Encore Analytics Empower™. Students will learn how to perform root-cause analysis with the goal of writing a clear, cohesive VAR. VARs are exception reports used in an Earned Value Management System (EVMS) that alert program stakeholders to cost and schedule variances, root-cause, impact to the program, and corrective actions to be taken. This course provides hands-on instruction using the web-based Empower™ software. A license for Encore Analytics Empower™ is required to participate in student exercises.

Length: 1/2 Day (4 Hours)

Participants: 1 – 15

Minimum Order Limit:	\$100
Maximum Order Limit:	\$500,000
Geographic Coverage:	48 States, DC
Payment Discounts:	2% if payment made within 15 days
Prompt Payment Terms:	Net 30 Days
Volume Discounts:	5% for all orders over \$300,000
Ordering Address:	50 Culpeper Street, Suite 2 Warrenton, VA 20186
Ordering POC:	Michael Breuker, President
Phone Number:	(703) 468-0146
Email Address:	michael.breuker@pinnaclemanagement.com

MANAGEMENT Solutions

SIN 54151S - Information Technology Professional Services

SIN 541611 - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

Since 1993, Pinnacle has enabled federal government organizations to effectively adopt high-value business management solutions. Our organizational solutions can be leveraged across the enterprise for better management of projects through a balanced integration of processes, information, tools, and people while maintaining a focus on adoption.

Enterprise Project Management Solutions

Pinnacle's Enterprise Project Management Solutions (EPM) services enable our clients to continuously improve operational efficiency through better tactical delivery of projects and effective use of resources across the enterprise.

Project Portfolio Management Solutions

Pinnacle has some of the foremost Project Portfolio Management (PPM) experts in the industry who can help your agency improve PPM related practices/processes and achieve a successful PPM System rollout. Our PPM focused professionals help enable our clients to select, prioritize and manage portfolio investments in a way that maximizes Return on Investment (ROI) to the organization.

Earned Value Management

We have been successfully implementing Earned Value Management Systems (EVMS) for over 25 years. Our clients come from both government agencies as well as government contractors. Our federal agency clients and suppliers are applying EVM methods and tools to manage program and contract performance on some of the largest projects in the world.

TECHNOLOGY Solutions

SIN 54151S - Information Technology Professional Services

Government agencies have made sizable investments in project management software and rely on these tools to manage their projects and portfolios. Pinnacle has an unparalleled foundation in project management software, distinguishing us from other management consulting firms.

We are more than just a systems integrator. Our consultants have deep industry expertise in business processes as well as tools, and take a business-driven implementation approach, ensuring a faster Return on Investment (ROI) and long-term benefits. Our adoption-focused implementation approach ensures clients optimize the business value and end up with sustainable solutions. This approach includes five key elements:

Configuration: Our discovery process is about more than just business requirements. Our expert business consultants work directly with your leadership team to understand your organizational objectives, and ensure the implementation is focused on delivering the solutions you need.

Integration: Our professional staff has the skills necessary to seamlessly move data in and out of the system. Whether your data needs to integrate with dashboards, financial systems, or earned value management data, our consultants know the system architecture and can create custom solutions to meet your needs.

Training: During our long history of designing and implementing EPM, PPM and EVM solutions, we have developed outstanding user training protocol that provides your user community with the skills they need to be successful.

Deployment: Focusing on user adoption is critical to maximizing your return on investment and we are there every step of the way. We work with your staff during deployment, providing mentoring and support to drive success.

Support: Our goal is to enable your project teams to be self-sufficient, but we are also available for continual support. If you require follow-on training, new custom integrations, or need on-site highly skilled project management talent, we are here to help you drive your project management maturity forward.

TECHNOLOGY Solutions (cont.)

Microsoft EPM

Microsoft Project Server and Project Online are tool sets used in the Enterprise Project Management (EPM) and Project Portfolio Management (PPM) markets. Project Server and Project Online help organizations effectively manage resources, collaborate, and coordinate across projects and measure and track portfolio performance.

The Microsoft EPM suite is a collaborative project and portfolio environment based on Microsoft Office Project, Project Server, and PowerBI. In Microsoft's 365 cloud, it is known as Project Online.



Pinnacle has been a certified Microsoft Project & Portfolio Management partner for more than 22 years. Whether on-premise or in the cloud, we have the unique capability to design and implement Microsoft enterprise project solutions for your agency.

Oracle Primavera

The Oracle Primavera suite of tools provide capabilities commonly utilized as part of an integrated Project and Portfolio Management enterprise-wide business system, including specialty tools that provide capabilities for enterprise scheduling and resource management, schedule risk analysis, project-based workflow automation, portfolio management, CPIC reporting, and business intelligence.

Pinnacle has been implementing Primavera products for more than 22 years for commercial and federal agency clients. As an Oracle

Partner, we are trusted to deliver successful outcomes for our government agency clients whether implementing on-premises or in the cloud.



TECHNOLOGY Solutions (cont.)

Deltek PPM

The Deltek suite of Project and Portfolio Management tools consist of earned value and cost management, scheduling, resource management, risk and schedule acceleration, analytics and project workflow. The Deltek PPM suite integrates project data with financial data, and is purpose built for government agencies and contractors focused on project performance.



Pinnacle has been a Deltek Partner for more than a decade. We design implement, and integrate Deltek PPM solutions within your enterprise.

Our Deltek product experience is unparalleled - we know how to make all the pieces fit.

forProject Technology

forProject Technology is a provider of Earned Value Management (EVM) solutions and schedule analytics. Their flagship product, EVMS forProject, is known for its flexibility, ease-of-use, and integration capabilities.

Schedule Analyzer forProject makes it fast and easy to identify and solve schedule issues within your Microsoft Project schedules. It uses the DCMA Earned Value Compliance Metrics (DECM), GAO Schedule Guide, and other industry best-practices to provide feedback on schedule problems and allow for corrections within the tool.



Pinnacle is the only authorized forProject Platinum Partner. We have been delivering implementation, integration, and training services for the entire forProject suite of products since the company was founded in 2007.

WORKSHOPS & Custom Curriculum

SIN 541611 - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

Pinnacle offers team-based workshops and consulting services for basic and advanced project and portfolio management concepts and best-practices. We also develop customized training curriculum to meet unique organizational requirements. Whether you are looking to introduce new business processes and procedures to your organization, or improve on your existing practices, Pinnacle has customized solutions to meet your needs.

Our workshops on project management topics encompass building a Work Breakdown Structure (WBS), establishing a project risk register, developing an Integrated Master Plan (IMP), and implementing GAO schedule best-practices, among other topics.

Our consultants are also experts in the development of custom, role-based project management curriculum tailored to an agency's unique business processes. Custom curriculum can be taught in-person or developed as Computer Based Training (CBT) to be integrated with your Learning Management System (LMS).

Pinnacle Management Systems, Inc. is a leading management consulting firm dedicated to helping our clients improve business performance through better management of projects, people, and resources.

Founded in 1993, Pinnacle Management Systems, Inc. provides consulting, training, and system implementation services to a worldwide client base. Pinnacle specializes in enterprise-wide management systems and practices including Enterprise Project Management (EPM), Project Portfolio Management (PPM), and Earned Value Management (EVM).

To learn more about Pinnacle, visit www.pinnaclemanagement.com

