



**HERAN
CONSULTING**
Powered by Analytics... Driven by Values



Firm and Capabilities Brief Overview

Who We Are

- Firm - A Northern VA based, multi-service Management and IT consulting firm, established by professionals with extensive experience in their respective fields.
- Innovation – we offer a unique combination of high-end consulting across multiple service lines as well as an innovative decision and predictive analytics software solution.
- Time-tested ability – our team has numerous years of high-profile consulting experience; industry knowledge, information technology, best practices and exceptional implementation skills
- Results focused - we are committed to delivering cost-effective solutions and measurable value to our clients.
- Values – by simultaneously putting our clients and people first, we value integrity, competence, collaboration and independence.

- Strong Competence in Focused Areas
- Innovative Decision Support Tool
- Multiple Services
- Federal and Commercial Sector Focus
- Strategic Alliances that Complement Services
- Business-centric View of Technology
- High Ethical Values
- GSA MOBIS Schedule # GS10F0029W
 - 874-1 Consulting Services
 - 874-7 Project Management Services

What We Do

Advisory Services

- Strategic Planning & Roadmap
- Risk Assessment
- Governance
- Business Architecture
- Capital Planning
- Policy and Procedure Development
- Training
- Portfolio Management
- Performance Management
- Program Management & Support

Enterprise Application Development

- Requirements Elicitation
- Design
- Development
- Testing
- Operations and Maintenance
- Reverse Engineering
- Service Oriented Architecture (SOA)
- Systems Integration

Decision Support & Analytics

- Strategic Planning
- Analysis of Alternatives
- Strategic Partnership Selection
- Predictive Analytics
- Risk Assessment
- Analysis of Cognitive Bias & Surprise
- Acquisition Support
- Cost Benefit Analysis
- Investment Decision Analysis

Supply Chain Management

- Global Supply Chain Risk Management
- Global Supply Chain Network Analysis
- Logistics & Transportation Management
- Process Flow Optimization
- Business Process Re-engineering
- Global Strategic Sourcing
- Sales & Operations Planning
- Demand Planning/Forecasting
- Distribution Planning
- Manufacturing Planning

What We Do – Advisory Services

Heran Consulting Provides a Wide Range of Advisory Services Including:

- Strategic Planning & Roadmap
- Risk Analysis
- Governance
- Business Architecture
- Capital Planning
- Policy and Procedure Development
- Training
- Portfolio Management
- Quality Control
- Program Management & Support

- Mergers and Acquisitions
- Strategic Alliance Analysis
- Growth Strategy
- Business Plan Development
- Human Capital Development
- Financial Management
- Marketing Strategy
- New Market Entry
- New Product Strategy
- Operations Strategy

What We Do – Supply Chain Management

Services offered to support safer, sustainable and resilient global supply chains include:

- Supply Chain Risk Management
- Asset Management
- Strategic Sourcing
- Sustainability Assessment
- Sales and Operations Planning
- Demand and Supply Planning
- Distribution Planning
- Assessments and Benchmarking

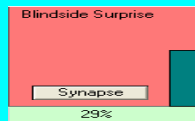
- Supply Chain Network Design
- Manufacturing Planning
- Factory Scheduling
- Logistics and Transportation Management
- Visibility
- Decision and Execution Systems
- Technology Selection



What We Do – Decision Support Services

- Predictive Analytics
- Risk Analysis & Modeling
- Cognitive Bias Analysis
- Blindside & Surprise Analysis
- Portfolio Modeling
- Visioning and Scenario Analysis

- Strategic Planning
- Analysis of Alternatives
- Investment Analysis & Selection
- Prioritization of Alternatives
- Pair-wise Comparison/Analysis
- Financial Analysis



Likelihood of surprise



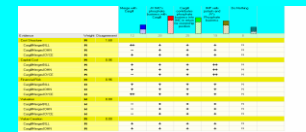
Bias, assumptions



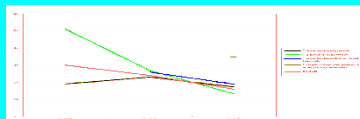
Risks



Predictive Analytics



Collaboration



Tracking Predictions



Analysis of Alternatives

What We Do – International Economic Development

Heran Consulting provides specialized Economic Development services including:

- Due Diligence
- Valuation
- Portfolio Performance Analysis
- Portfolio Risk Analysis
- Financial Analysis
- Mergers and Acquisitions
- Post Merger Integration
- Investor and Investment Matching



- Strategic Sourcing
- Public-private partnerships
- Privatization
- Commercialization
- Project/Program Management
- Business Transformation
- Programmatic Support
- Independent Technology Selection
- Independent Validation & Review
- Implementation Services
- Supply Chain & Logistics Services

What We Do – Application Development

Heran Consulting provides a wide range of Application Development services to its clients including:

- Database Design & Management
- Decision Support Systems
- Predictive Analytics
- Content Management Systems
- Knowledge Management Systems
- Training & Learning Management Systems
- Data Warehousing & Business Intelligence
- Integration/Service Oriented Architecture (SOA)
- Cloud Computing
- Infrastructure Design



- Requirements Analysis
- Rapid Application Design
- Development
- Testing
- Deployment
- Integration Strategy and Systems Integration
- Maintenance & Operations
- Program Support
- Change Management
- Project/Program Management
- Business Process Re-engineering
- Independent Technology Selection
- Independent Validation & Review

How We Do IT – Innovation & Collaboration

- Decision Breakthrough Technology (DBT) – an advanced Decision and Predictive analytics tool
- Structured methodologies and innovative solutions – Leveraging a blend of our Big 4 consulting heritage, we use structured methodologies, innovative software, toolkits and processes that are custom tailored for individual client needs
- Integrated suite of management and information technology solutions
- Collaborative culture and measurable value-focused approaches
- Scalable solutions and capacity to address the diverse needs of our mid-sized and large global clients

How We Do IT – Industry Focus & Partnership

Industry Focus - We bring value-added focus to our clients by providing subject matter depth and breadth in these primary industries

- ❑ Federal Government
- ❑ Health Care
- ❑ Manufacturing
- ❑ Automotive
- ❑ High-technology
- ❑ Financial Sector
- ❑ Transportation

Partnerships - We serve our small and large clients with sufficient scale and complementary value added services through several strategic partnerships that have been established with large and small specialized firms including:

- ❑ Price Waterhouse Coopers (PwC)
- ❑ IBM
- ❑ Bearing Point
- ❑ Deloitte & Touche

Client Testimonial – Federal Government

“DBT’s ... a remarkably effective device for warning analysts to make convincing judgments. The Joint Chiefs of Staff, Directorate for Intelligence (JCS/J2) regularly makes use of this application. It has become a cornerstone for us in our efforts to accomplish accurate, predictive analysis – forecasting if you will – of events or trends relevant to policy and decision makers’ at the most senior level of the U.S. government. JCS/J2 plans to expand the use of DBT within the Defense Intelligence Agency (DIA) and the larger intelligence community (IC) in the coming months. I recommend DBT without reservation.”

Senior Intelligence Officer for Warning
Department of Defense (DOD)
Directorate for Intelligence (J2), Joint Chiefs of Staff
Defense Intelligence Agency

Client Testimonial – Health Care/Non-Profit

“Our ... organization has engaged Heran Consulting Group L.L.C to assist with the following;

- IT Strategic Planning
- Business Process Assessment
- Documentation and Assessment of Current IT Environment
- Code Fixing and Documentation
- Project Management and Quality Assurance
- Fetal Heart Monitoring Training Module Development
- Knowledge & Content Management
- Architecture, Design and new Website Development

Since the project inception in June 2007, Heran Consulting Group L.L.C has demonstrated both in-depth knowledge related to strategic planning and decision making as well as a commitment to the success of this project and our organization. I would make a strong recommendation that any organization in the non-for-profit or government setting utilize the services and tap into the knowledge base of Heran.”

Vice President,
Client & Member Relations

Client Testimonial – Global High Technology

“The Heran Consulting team was very creative and innovative in helping us with our global supply chain strategy and post-merger integration efforts.”

Sr. Vice President, Supply Chain
Hitachi Global Storage Technologies

Client Testimonial – Global Financial Services

“Heran Consulting has been instrumental in our post-merger integration efforts. They have demonstrated in-depth knowledge related to Data Warehousing, Business Intelligence and Project Management. It’s hard to imagine the success of our projects without their involvement.”

Vice President, Enterprise Applications
TD Ameritrade

Selected List of Clients





HERAN
CONSULTING
Powered by Analytics... Driven by Values

Contact us:
1934 Old Gallows Rd,
Suite 350
Vienna, VA 22182
703.752.6224 (Phone)
703.935.0669 (Facsimile)