



Improve Your Government Business

Is your business...

- Pursuing significant contract opportunities
- Expanding current Government Business
- Entering the Government Market for the first time
- Offering technology to the Government

Benefit from our professional advice and assistance.

We can help improve your business performance:

- Gather intelligence about government opportunities
- Respond effectively and expeditiously to solicitations
- Develop new business opportunities
- Gain knowledge about how the Federal Government does business
- Focus on what Government Program Managers really care about
- Access information on programs and activities

**J. Tierney Associates provides you the
knowledge and head start that your
business needs to get and stay
ahead of your competition.**

Who is J. Tierney Associates?

We represent firms interested in conducting business with the Departments of Defense and Homeland Security, other U.S Federal Government agencies, the Commonwealth of Massachusetts and other New England States.

Our Services:

Business Improvement

- Capture Management
- Business Development
- Contract Planning and Preparation
- Commercialization Planning and Execution
- Proposal Strategy, Writing and/or Review
- Acquisition Strategy Planning and Development

Program Execution

- Contracts Management
- Requirements Translation
- Documentation Improvement
- Budget Planning, Review and Analysis
- Program Management, Execution and Review
- Acquisition Strategy Planning and Development

Knowledge Improvement

- Market Survey and Analysis
- Defense Acquisition Training
- Organizational Development
- Technology Review and Assessment

Partnership Development

- Teaming Augmentation
- Technology Review and Assessment
- Seeking and Reviewing Technology Providers
- Strategic Partnership Relationship Development

We develop client-specific, comprehensive solutions that **produce results.**

Norwich University Applied Research Institutes (NUARI) initially engaged Jim Tierney to develop and teach an introductory defense acquisition course in the summer of 2005. Jim's presentation of this complicated and difficult material was clear and concise. His comprehensive knowledge of the subject and more importantly his ability to communicate that knowledge allowed our new firm to successfully venture into the difficult arena of Defense and Government contracting. Since that time NUARI has engaged Jim on several projects and found his work to be always timely, complete, and accurate. Jim's insight into this complex arena as well as his extensive background in project management, have been a key component of several successful NUARI projects. As the senior NUARI administrator, I continue to rely on Jim as we grow our business.

Eric 'Ric' W. Braman, Vice President, Norwich University Applied Research Institutes (NUARI), Jan. 2007

J. Tierney Associates contributed immensely to the effort that resulted in GMA Cover Corporation being selected for a \$1.7B contract in 2006. From providing guidance on our acquisition strategy to developing a robust competitive assessment; from assisting in the writing of the Technology Volume to participating in the Red Team of the entire proposal, J. Tierney Associates was a key factor in our success. Jim Tierney knows the defense acquisition business inside and out. More importantly, he was able to apply his knowledge specifically to our situation and recommend actions/paths to take that significantly enhanced our competitiveness. As an added benefit, working with J. Associates raised the knowledge level and professionalism of our staff. Without the assistance of J. Tierney Associates, GMA Cover Corporation would not have been successful in winning the ULCANS production contract in support of the U.S. Army.

Brian C. Keller, Chairman, GMA Cover US, Dec. 2006

