

① Our AcceleratorsSM

AcceleratorsSM Make The Difference

Significant Industry Experience

Our AcceleratorsSM are senior industry experts, typically with over 30 years experience, former Directors/Vice Presidents of corporations (business unit and program management experience), possessing advanced degrees (usually PhD / MBA).

Immediate Impact

Each AcceleratorSM is able to perform and deliver immediately with all your stakeholders – executives, program management, business development, line management, engineering, proposal staff, finance, internal controls, production, teammates, etc.

Mentoring

Our AcceleratorsSM have the desire and ability to share their experience with your team as an integral part of each engagement - enabling us to mentor and hand-off to your staff.

“Accelerate Provides Us With The Special Forces Of The Proposal World”

- Proposal Center Manager, Fortune 500 Client

- We select from our pool of over 3,000 industry experts to provide the best for you
- Approximately 1,000 proposal experts have worked for us, giving us the unique ability to select those with the right skills, experience, attitude, heart, and desire to meet your needs and expectations
- Leverage our experience on more than 1,000 proposals and programs
- Our experience working with more than 100 organizations provides a highly-valued perspective

② Domain Expertise

Our Clients . . .

. . . Compete for a variety of funding

- Commercial
- International
- US Federal Government
- US State & Local Government

. . . Leverage Accelerate expertise to develop a variety of winning proposals

- Grant Proposals
- Solicited Proposals
- Unsolicited Proposals
- SBIR & STTR Proposals

. . . Compete to win competitive contracts in these domains

- Biotech / Medical / Healthcare Systems
- Information Technology (IT) Systems
- Enterprise Resource Planning (ERP) Systems
- Space Systems
- Naval Systems
- Aircraft Systems
- Ground Systems
- Communication Systems
- Identification / Detection / Sensor Systems
- Services and Support

. . . Include

- Fortune 500 companies
- Prime contractors and/or subcontractors
- Small firms, start-ups, and VC-backed companies
- Universities and not-for-profit



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③ Select Accelerate



Because We . . .

- Unify the team
- Optimize for the opportunity
- Provide comprehensive services
- Deliver experts in the desired fields
- Leverage extremely large resource pool
- Stay current with industry best practices
- Scale to meet different opportunity sizes
- Tailor to the specifics of each opportunity
- Flex to meet different types of opportunities

Options Criteria	Individual / Consultant Group	Large Proposal Firm	Accelerate Inc.
Win Rate - Number of Proposals - Total \$ Won	<i>Bona-fide credentials of individual</i>	<i>Data dominated by past employees (turnover) - Are the winners still employees?</i>	√ Solely Based on Current Accelerators – Your Accelerators
Training	<i>Varies</i>	<i>1-week classroom</i>	√ Starts With Best of the Best
Resource Planning Priority	<i>Limited access to resources</i>	<i>Must rotate employee stock - Next in line</i>	√ Selected Specifically for You
Tailor & Scale Process	<i>Limited by individual's experience</i>	<i>Trained in enforcing 'process'</i>	√ Fit First
Senior Review	<i>Limited by individual's experience</i>	<i>Oversight by office staff</i>	√ Industry Leaders
Strategic Partner	<i>Dedicated to you</i>	<i>Sales person calls you</i>	√ Your Trusted Advisor

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Serving Your Needs

Accelerate Provides Executives, Capture Managers, Proposal Managers, Specialists

Positioning and Pursuit

- Strategic business plan
- Marketing communications plan
- Teaming and initial baselines

Capture

- Capture plan
- Competitive analysis, Black Hat, PTW
- Strategy development, statements, actions
- Baselines and trade-offs
- Themes, claims, proofs
- Executive summary & executive briefings

Proposal

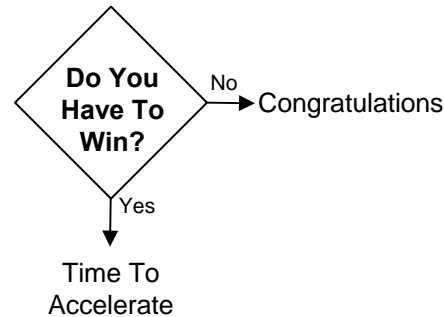
- Outline, expanded outline
- Proposal schedule
- Process (data flow, style guide, etc.)
- Compliance, cross-reference
- Writers' packages (instructions for authors)
- Proposal kickoff
- Storyboards, drafts, reviews
- Production, delivery
- Evaluation notices, questions
- Negotiations, final offer
- Debrief, lessons learned

Program

- Program management and start-up
- Systems engineering
- Contract / subcontract management
- Management plans, IMP/IMS
- Cost account manager (CAM)
- Earned value management system (EVMS)
- Program reviews SRR, PDR, CDR
- Engineering change proposal (ECPs)
- Value engineering proposals (VEPs)

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Additional Information



Our 5 **Accelerate** services are:

- Strategic business development
- Winning proposal management
- Profitable program management
- Confident mergers and acquisition
- Technical litigation services

Accelerate Inc.

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Trusted Advisor



Accelerate's Mission

Help our clients Accelerate their business

Accelerate's Expertise

New business acquisition - with proposal development critical to the front end of the business cycle - extending through successful program completion

Call **Accelerate** for an **A-Team** when:

- Your best team leaders are busy
- You desire additional expertise
- You desire 3rd party involvement
- You need one or more key leaders
- You have too many simultaneous projects

