CAPABILITY STATEMENT, FEDERAL GOVERNMENT

iB Consulting USA

Organizational assessment and gap analysis, performance improvement, strategic planning facilitation, and governance and management review for federal agencies, bureaus, and program offices. Independent evidence at a fixed fee on a fixed timeline.

UEI HK53V4DXAXL9 | CAGE 8HFJ5 | NAICS 541611, 541612, 541618, 541690, 611430 | SIZE Small business, SBA WOSB

Mel K Meier, DBA
PRINCIPAL

2007
Examining organizations under the Baldrige framework since

50+
Organizations examined under the framework

2023
Appointed Master Examiner, state performance excellence program

2017
Firm established, woman owned since founding

Core competencies

1 Organizational assessment and gap analysis

A bureau, division, or entire agency examined against the Baldrige Excellence Framework, showing the gap between current practice and stated goals. Findings, a roadmap with named owners, and a leadership briefing.

Division about 45 days. Agency 60 to 90 days, or faster on an expedited schedule.

2 Performance improvement and quality

How key work processes are designed, carried out, and measured, including the KPIs behind stated goals and how leadership reviews results. Shows where a process, measure, or action plan could be strengthened.

3 Strategic planning facilitation

Facilitated planning with a leadership team, with the action plans and measures that make the plan reportable, including agency strategic plans and annual performance plans.

Single sessions or a monthly retainer.

4 Governance and management review

A Governance Health Check for a board, commission, or advisory committee, and a management review of a program office before an audit or oversight visit.

Three weeks for a board or commission review.

Custom engagements. The four areas above are the most common requests. Any other need can be scoped with the fixed fee and timeline set in writing before award. To learn more about other services, including culture assessments, applied research, executive sessions, and help putting findings into practice, visit ibconsultingusa.com/government.

What sets the work apart

- Examiner led. The principal has examined organizations under the Baldrige framework since 2007, was appointed Master Examiner in 2023, and conducts every engagement personally.
- Two sources of evidence on every finding, the documents and data, and the people doing the work. Where they differ, the difference is reported as an opportunity with an owner.
- Fixed fee and fixed timeline, set before award. The report belongs to the agency, and no product or follow on sale is tied to any recommendation.
- **Confidential by design.** A confidentiality agreement or NDA is signed before any document changes hands. Survey responses are aggregated, and client confidentiality is protected.

Common uses

- An audit, inspection, or oversight review coming up, or findings to act on.
- A strategic plan or annual performance plan due, with measures that need to hold up.
- Employee survey results that call for an outside read and an action plan.
- A reorganization, a leadership change, or a program working to close the gap to its targets.
- Fixed fee engagements that fit the current budget cycle and start within two weeks of award.

Registrations and certifications

SAM.gov	Active, UEI and CAGE shown above
SBA WOSB	Certified woman owned small business
State of Nebraska	Registered contractor, Vendor ID 2814313
Nebraska DED	CDBG Certified Administrator
Tennessee Go-DBE	Certified Woman Business Enterprise
Insurance	Certificates available on request

Procurement paths

- Purchase order under the micro-purchase and simplified acquisition thresholds.
- WOSB set-aside and sole-source eligible under 13 CFR 127 for eligible NAICS codes.
- Available as a prime contractor, or as a subcontractor to a prime contractor on federal task orders.
- Responds to sources sought notices and RFIs under NAICS 541611, 541612, 541618, 541690, and 611430.
- Fixed fee set at award, invoiced on delivery or by milestone. No hourly billing.
- **Discount options.** Prompt payment discount terms on every quote, as in federal contracts, plus a discount for payment in full at award.

Request a 15 minute scoping call

Bring the question you have, even if it is not listed above.

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