

### ABOUT US

Panorama Government Solutions is the global leader in government management and independent enterprise technology consulting. Our services enable government entities and nonprofits worldwide to achieve economic, social and managerial benefits through the modernization of their operations and technology. Panorama's work is focused on empowering public sector and nonprofit leaders to implement integrated solutions and deliver effective service to citizens – a concept Panorama has termed “ROC” or “return on citizenship.”

ROC is a powerful benchmark for both organizations and citizens: organizations can set goals that directly provide better services to citizens, and citizens can help shape the policies and programs that they need to live a more productive, efficient life. Our input and services are proven to decrease risk, accelerate progress and increase the success and value of your agency's service to citizens.

We partner with public service organizations in both developed and developing countries to solve complex challenges, cultivate cohesive environments and work across portfolio boundaries to achieve an integrated government solution that delivers effective service to citizens.

**We understand how to create efficient and responsive governments.** Perhaps now more than ever, there is a global opportunity for dynamic government leaders who recognize that fiscal discipline and improved public sector performance is required to proactively drive management and technology initiatives. Leaders require data in order to make the decisions, manage costs and increase efficiency while simultaneously protecting and advancing their core missions. Panorama is proud to partner with innovative leaders to bring about necessary changes within the public sector. We take our mission very seriously.

### KEY VALUES AND DIFFERENTIATORS

We value independence, integrity, innovation and the drive to make a positive impact on society. Our dedicated partnership model empowers public sector clients in all regions to identify their highest value opportunities, address their most challenging problems and transform their agencies to effectively serve the public.



- 100% independent and vendor-agnostic
- Dedicated consulting teams with deep and broad public sector, government, strategic, operational and technological expertise
- Expertise procuring, implementing and realizing value from more than 150 different ERP and IT systems
- Best practice and proprietary methodologies underpinning every service offering
- Team-based, collaborative and transparent approach to consulting
- International management, ERP and IT consulting experts ready to deploy on-site
- Focus on delivering proven results and positive ROI for federal, state and municipal feasibility, organizational effectiveness, ERP and IT engagements

### RECENT CLIENTS



### MARKET FOCUS

Federal Government  
State and Municipal Government  
International Government  
Nonprofit/NGOs

Healthcare  
Power & Utilities  
Oil & Gas  
Education

### SERVICES

- Digital Strategy
- Technology Assessment
- ERP Selection
- ERP Implementation
- Change Management
- Business Process Reengineering
- Project Recovery
- IT Staffing
- Independent Verification and Validation

### QUALIFICATIONS

Panorama consultants have exceptional backgrounds in management and IT consulting. Our consultants are trained in our proprietary assessment, strategy, software procurement and implementation methodologies. They hold diplomas across a full range of disciplines, from business administration and economics to engineering and information technology. Because we provide a cross-functional team, our new hires work alongside seasoned specialists with years of industry and functional expertise. This management philosophy enables us to provide our clients with cutting-edge solutions that yield the greatest competitive advantage and value to our clients.

**DUNS:** 07-862-0182      **CAGE:** 6STC0

### CERTIFIED SMALL BUSINESS ENTITY

### NAICS CODES:

- 518210** Data Processing, Hosting and Related Services
- 519190** All Other Information Services
- 541199** All Other Legal Services
- 541219** Other Accounting Services
- 541511** Custom Computer Programming Services
- 541512** Computer Systems Design Services
- 541519** Other Computer Related Services
- 541611** Administrative Management and General Management Consulting Services
- 541612** Human Resources Consulting Services
- 541613** Marketing Consulting Services
- 541614** Process, Distribution and Logistics Consulting Services
- 541618** Other Management Consulting Services
- 541690** Other Scientific and Technical Consulting Services
- 541990** All Other Professional, Scientific and Technical Services
- 551112** Offices of Other Holding Companies
- 551114** Corporate, Subsidiary and Regional Managing Offices
- 561499** All Other Business Support Services
- 611420** Computer Training
- 611430** Professional and Management Development Training



### RECENT PROJECT EXPERIENCE

#### **State Client**

Panorama was contracted to conduct an assessment of a state entity's financial ERP failure. Our team reviewed thousands of pages of project information, including requirement documentation, emails, presentations, status reports, plans and strategies to conclude that our state client did not fail in its implementation because of technical issues. The state failed because of issues related to people, processes and project management. Our conclusive analysis was used by the state's attorney general to determine wrongdoing and influenced the decision of whether or not to pursue legal claims against involved parties.

#### **Government-owned Upstream Oil and Gas Client**

Panorama was contracted to conduct and oversee a full enterprise software implementation for a nationalized oil and gas production company in the Middle East. Our dedicated, on-site teams enabled the organization to successfully transition from SAP to Epicor and realize gains in productivity, efficiency and morale. Concurrent to implementation, Panorama ran highly profitable process improvement and organizational change management initiatives and managed the training of 2000+ rotational shift workers on the new processes and software. Within a year, the company increased system accuracy from below 50-percent to more than 95-percent, improved process compliance from below 40-percent to more than 90-percent and identified and realized operating cost savings in excess of \$500,000 annually.

#### **City Government Client**

Panorama was contracted to determine the effectiveness of the organizational change management component of a city government ERP project. Panorama conducted a review of the city's current change management strategy and related documentation. Our team provided concise recommendations for improvement allowing the city to move forward and regain momentum. The city realized quantifiable improvements in their change management process in less than two months after the start of the engagement.