

# Case Study

## MITRE Corporation

### TAD PGS-Adecco collaboration case study

The MITRE Corporation is a not-for-profit organization that applies expertise in systems engineering, information technology, operational concepts and enterprise modernization in the public interest. MITRE manages research and development centers for the Department of Defense, the Federal Aviation Administration, the Internal Revenue Service and the Department of Veteran Affairs. It also has its own independent research and development program.

Through its networking process, the Adecco Group learned that MITRE was about to issue a request for proposals for administrative services. This competitive bidding process would have been extremely difficult for Adecco to win alone because of the specialized government requirements it entailed and because Adecco was less known for government work than for its success with corporate clients.

Adecco immediately engaged TAD PGS, Inc., with its deep understanding of federal government proposal writing and its strong background in providing workforce solutions to federal agencies. With strong collaborative support from Adecco Northeast Regional Accounts Director Nathan Eastman, TAD PGS, Inc. assumed lead responsibility for pursuing this bid.

TAD PGS reviewed the MITRE RFP in detail, breaking it into segments, understanding all its requirements, determining every aspect of what the company wanted, even developing a question set for Adecco to ask MITRE. TAD PGS crafted a comprehensive strategy for winning and implementing the contract, which was valued at \$3 million over three years and required the staffing of 23 labor categories, each of which had five pay-grade levels.

Responding to a government-related RFP is a very different process from working with a commercial proposal. Government responses require following a specific disciplined process. Because it understood and worked this process regularly, TAD PGS was naturally well positioned to direct the pursuit strategy, pricing and solution development.

The TAD PGS/Adecco team was notified in February that they were one of two successful preferred vendors authorized to seek task orders from the approximately 300 buyers in MITRE's offices nationwide. Immediately after being notified of the win, this team went into operational mode to hold kickoff meetings and conduct internal marketing. TAD PGS/Adecco are currently very active in pursuing orders throughout the MITRE organization, with Adecco branch operations managing the recruiting and onboarding of staff.