

# CAPABILITY STATEMENT

Daniel Penn Associates, LLC  
860-232-8577



## COMPANY OVERVIEW

Daniel Penn Associates, LLC (DPA) helps clients implement changes to support efficient operations and reduce the cost of the supply chain. We work with clients, side by side, to help them streamline operations, boost performance, reduce costs and enhance customer service. We offer the tools and know-how to help implement processes and systems that can have a profound impact on an organization's short, medium- and long-term growth.

DPA's 42-year record of offering practical solutions has helped clients achieve 25-35% in productivity improvements and 10-20% in cost savings.

## CORE SERVICES

- Lean Management & Operational Excellence Transformation
- Lean and Six Sigma On-Site and Online Training
- Business Process Improvement
- Maintenance & Asset Management
- Warehousing and Supply Chain Operations Optimization
- Staffing & Capacity Planning

## PAST PERFORMANCE - GOVERNMENT

- Vermont's Agency for Transportation. Trained, educated and developed a staff of lean practitioners to support the growth of lean and a culture of continuous improvement.
- Rhode Island's Department of Behavioral Healthcare, Developmental Disabilities & Hospitals. Helped streamline the processes by which Medicare eligible services are identified and billed. Reduced process time by 57% and lead times by 35%.
- Cambridge (MA) Housing Authority. Helped them to organize and improve their maintenance procedures and work flow, and delivered a Maintenance Operation and Preventive Maintenance Plan and staffing for each of their properties.
- Rhode Island's Division of Motor Vehicles. A 50% reduction in wait and processing times, a 31% reduction in the reinstatement process.
- U.S. Army Medical Command. Developed Performance Work Statements, Quality Assurance Surveillance Plans, personnel requirements, and evaluation criteria for a \$150 million medical research acquisition. As a result, RFP evaluation and contract award were completed in less than six weeks, a record time.
- GSA's Global Supply Alaska warehouse. Analyzed the need to better utilize existing space, improve business processes, to handle more throughput with faster turn-around time without the need for additional space. New layout, racking system, and re-configuration of packaging and shipping operations was achieved without construction of additional space.
- U.S. Army – Alliant Lake City Ammunition Plant. Wrote Field Maintenance Procedures (FMPs) and prepared spare parts lists for all the plant's manufacturing equipment (old, new and custom built).

## CURRENT GOVERNMENT CONTRACTS and AGREEMENTS

- U.S Navy – Subcontractor to Booz Allen Hamilton to provide maintenance consulting services for the NAVSEA Total Ownership Cost Contract.
- Master Services Agreement for Lean Management Consulting and Training in Commonwealth of Massachusetts, State of Connecticut Department of Administrative Services, State of Maryland, State of Washington, King County, Washington, State of Michigan, State of Rhode Island, Connecticut Energy Efficiency Fund, Tri-County Metropolitan Transportation District of Oregon (TriMet).

### Company Data

DUNS Number: 039435953  
CAGE Code: 1LUL8  
EIN: 061534463  
NAICS Codes: 541611, 541612, 541614, 541618, 531690, 611430  
SAM Registration: Active  
Business Size: Small Disadvantaged  
Minority: Hispanic-American  
Certifications: DBE, MBE, SDB

**D&B Overall Rating Summary: 1.33**  
(1-Outstanding to 5-Unsatisfactory)

### Contact Information

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### Why DPA?

- Decades of earned knowledge within private and government sectors
- Hands-on approaches to each operations challenge
- Guide teams to own their process and their success
- Follow-through support activities to sustain results

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