

Unified Approach for Federal Financial Management

M-13-08: Improving Financial Systems Through Shared Services



A Partnership for Setting a New Course in Transforming and Modernizing Federal Financial Management



Our Vision

The vision for financial systems modernization framed in OMB Memorandum 13-08 will have a wide ranging and long-term impact on the federal financial management community. Our Team understands the complex, multi-dimensional challenges facing the government as it formulates strategies and plans for achieving this vision. We have assembled a very highly qualified group of professionals to assist in the effort required to decrease the cost of financial systems modernization, promote accountability and innovation, and implement common solutions for financial management across government.

Our Approach

Our unified approach encompasses a customizable suite of services and methods that provide a sustainable and repeatable way to create a clear path for achieving compliance with OMB M-13-08 and implementing related financial systems modernization initiatives.

Our approach is anchored in sound program and project management capabilities and addresses the multiple needs of Shared Services Centers that must now operate as autonomous businesses, departments and agencies that have or will be migrating to Shared Services Centers, and leaders at OMB and Treasury who are responsible for ensuring success of this important government-wide initiative. Our market strategy leverage disciplines which include but are not limited to:

- SDLC Implementation
- Operational and Capital Budgeting
- Market Research and Alternative Analysis
- Proposal and Pricing Reviews
- Governance and Interagency Agreements
- Data Cleanup and Migration
- Auditing and Management Assessments
- Performance Management
- Business Development
- Cost and Pricing Studies
- Customer Service
- Portfolio Management
- Budget Formulation and Execution
- Financial and Operational Auditing
- Enterprise Architecture and Analysis
- Human Capital

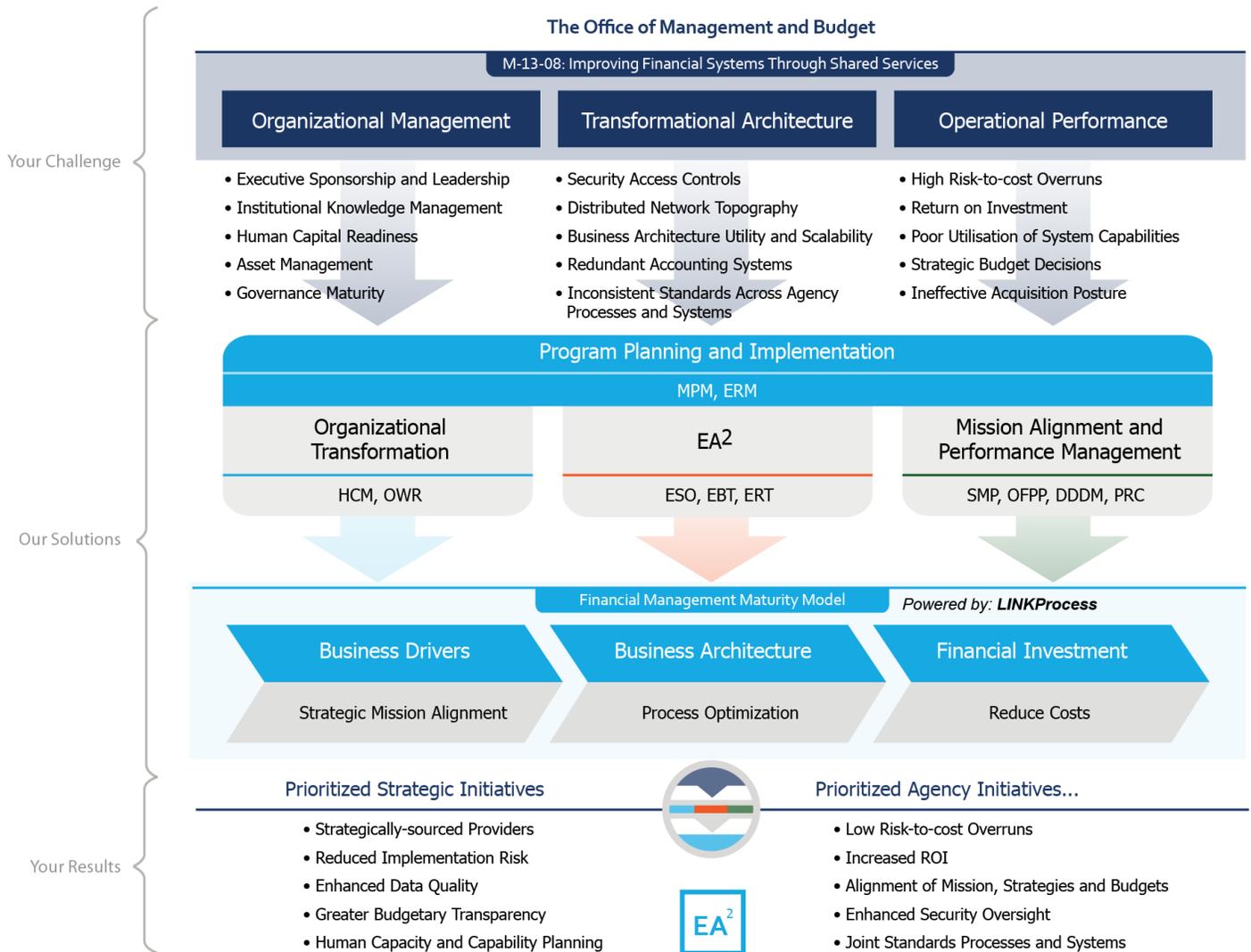


Figure 1: Evolution Framework for Federal Financial Management

Our Approach is equally applicable to meeting the needs of the government-wide program office that will provide leadership to this effort as well as departments and agencies that have already implemented shared services but want to enhance as a service provider across a broader number of clients; agencies and departments that want to create shared services centers that support organic needs of their enterprise and provide attractive service offerings that will be attractive to a larger number of clients; and agencies and departments that are focused on core missions and want to position themselves to derive maximum value as a consumer of shared services.



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HJS is a small business backed by 150 years of dedicated federal financial experience providing accounting and management consulting services to senior leader and executives in the public sector. The firm is staffed by senior professionals who have worked in executive positions in government, and throughout their careers, have focused on making government more transparent and effective.

The firm’s Founder and CEO, Hank Steininger, is a member of the National Executive Committee of the AGA and Chairman of the AGA Chairman of the Corporate Partners Advisory Group. Hank has been an active participant in planning the Financial Systems Summit and working with the AGA, Treasury, and OMB in formulating strategies for addressing the most pressing management issues facing government.

Robbins Gioia LLC



Robbins Gioia was founded in 1980 to focus on helping government customers avoid common sources of failure in implementing major programs. Our founders reasoned that by providing strong professional program management skills, fully independent of any conflicts of interest, they could provide a critical program oversight role and become trusted advisors to their clients. This basic vision, enhanced over the years by the addition of services related to key success drivers in technology and people performance, has produced consistently superior results and long-standing relationships with many client organizations in federal government departments and agencies, selected state government organizations, and leading private sector clients.