

Grinnell Appreciative Consulting

2009-2010 Prospectus

Creating a Successful Future from the Best of the Past

Certified Woman Owned Business

Services

- Business Development
- Project Management
- Structured Software Testing
- One Day Team Building Seminars

Subject Matter Expertise

Child Support Enforcement
ShIPLEY Business Development
Structured Testing

Contact Us

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2009 - 2010 Outlook

The U.S. Department of Health and Human Services (HHS) today announced the availability of Recovery Act funds for state programs that establish, enforce, collect and distribute child support.The new Recovery Act provision is effective Oct. 1, 2008 through Sept. 30, 2010. States will receive the additional match funding based on any incentive funds used during FY 2009 and FY 2010, including incentives earned and not spent in prior years. States will access the additional funds as they currently do, through grant awards based on quarterly expenditures. News Release from DHHS on March 26, 2009

This reversal of the 2005 Deficit Recovery Act enables states to continue with their much needed modernization projects for their automated systems. Opportunities exist for system development, feasibility studies, updates to Advance Planning Documents, and IV&V The change will make approximately \$1 billion in new resources available to states across the country.

Another major topic in the Child Support community that is before the U.S. Senate is the Hague Convention Treaty that is slated to be ratified.

These two events will provide significant opportunities for vendors to support state IV-D agencies in improving their programs through new technologies, and help to position them for the additional requirements for international payment processing.

As a Certified Woman Owned business with substantial expertise and well established relationships with the IV-D directors in many states, Grinnell Appreciative Consulting is well positioned to make significant commitments to vendors and state agencies directly.

Jan Grinnell, President and Owner



Ms. Grinnell is currently an independent consultant with extensive experience in government and commercial systems development, planning, implementation, testing, and training, including over 15 years experience in Child Support Enforcement. She serves on two national association boards of directors for Child Support. She is an excellent communicator with demonstrated success in business development, proposal management/development, system test management, client relationships, project management, training, quality assurance, and problem resolution. She had been a speaker at several national conferences and training seminars.

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Creating a Successful Future from the Best of the Past

At Grinnell Appreciative Consulting, we specialize in business development, proposal management/development, system test management, client relationships, project management, training, quality assurance, and problem resolution.

Build your future from the best of your past!



Services

Ms. Jan Grinnell has extensive experience in software consulting that is based on 39 years experience in the software development industry. Her company is founded on her expertise in the following disciplines:

- Business development,
- Project management,
- Software Structured Testing
- Training

This experience is now being offered with a new approach for business. Ms. Grinnell has training in Appreciative Inquiry and has incorporated this organizational development model into her consulting practices which helps to create a positive work environment.

Business Development



Jan Grinnell has been trained in the Shipley Business Development Process. She offers consulting services to develop Capture Strategies, create win themes, organize and facilitate Black Hat reviews, proposal management, and proposal development. She can provide staff augmentation to train or assist current business development teams in capture planning and proposal generation from concept to delivery.

Jan has provided independent consulting services to several vendors for helping them to promote their products in the Child Support Enforcement automated systems market. She has assisted with the creation of a product demo and creating sales leads. She also assisted a former employer in implementing a Shipley approach to proposal writing including developing Capture Planning documentation which promoted use of Capture Plans to create win themes early in business development process. She taught the use of Proposal Development Worksheets (storyboarding technique in Shipley model).

Project Management

Grinnell Appreciative Consulting offers project management services for large scale software development projects including planning, organizing, and managing resources to bring about the successful completion of specific project goals and objectives. Project oversight is available for development and implementation of any size project. In addition, Ms.

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Clients:

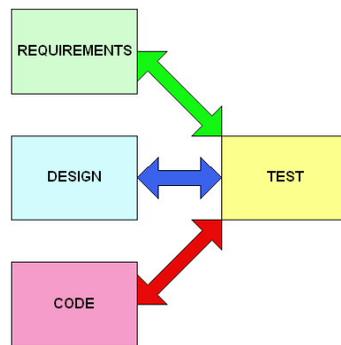
HP – EDS (via Kelliher & Associates)

State of NJ KiDS project – via Protech

HP – Exstream (via Flynn, Kossick & Associates)

Grinnell has experience in Business Analysis and Requirements Gathering for use during the Project Initiation Phase.

Structured Software Testing



Ms. Grinnell has developed a structured Testing Methodology which is based upon the Software Quality Engineering (SQE) STEP methodology, and ANSI/IEEE Standards 829 and 1008, and has been a speaker at several national industry conferences.

Grinnell Appreciative Consulting offers the following services in testing:

- Structured Testing Training
- Testing Assessments
- Test Team Management
- Test Process Document Templates
- Master Test Plan
- Requirements Traceability Matrix
- Test Calendar
- Test Scripts
- Test Scenarios
- Test Reports

One Day Team Building Seminars

The one day team building seminars provide opportunities for individuals or organizations and companies to identify an affirmative approach to their work. It is aimed at helping others find a way to use their native talents and abilities to grow personally and professionally so they can perform at their best, which will ultimately create success and growth for their employer.

Professional consulting services are typically focused on solving problems. Grinnell Appreciative Consulting is a company taking a different approach – focusing on success.