



Higher Education And Academic Medical Centers Industry Overview

Discovering Tomorrow Today

Confronted by today's tough financial realities, university leaders are put to the test every day to do more with less while continuing to perform the vital tasks necessary to develop tomorrow's leaders and deliver the breakthrough research outcomes that can improve lives today. At Attain, we understand this unique environment and your institution's mission.

Delivering Breakthrough Results, Real Return

The road ahead is complicated, but Attain helps you forge forward. We work with you to define your organization's strategy and make critical resource allocation decisions to deliver on that strategy. We start by helping you to create a vision of the future and manage toward that expectancy. In short, our strategic planning process helps you align your short-term decisions with your long-term goals.

We know how to level barriers and achieve breakthrough results to transform the way your organization operates and optimize the outcomes that support your mission. We will work closely with you to help improve collaboration, communication, and productivity so you can shape minds and make great discoveries.

Working at the intersection of innovation and experience, we pride ourselves on helping you to manage your business better while meeting your fiduciary responsibilities. Attain's high impact services are focused on cost efficiency, revenue enhancement and real transformation.

We provide a wide range of strategic and operational management and technology services to the higher education and academic medical center communities, including:

Strategic Finance and Risk Management

Strategic Planning

Capital Planning and Facilities

Financial Management Performance

Financial Modeling

Facilities Management

Energy Cost Reduction and Sustainability

Operations and Maintenance Cost Recovery

System Design and Commissioning

F&A Reimbursement and Compliance Services

F&A Strategic Planning

Space Functional Usage Study

F&A Proposal Preparation and Submission

F&A Negotiation Assistance

Academic Medical Centers

Financial Management and Turnaround

Medical School Expansion

Operational Reviews

Compensation and Productivity

Research Finance and Program Planning

Grants Management

Research Strategic Planning and Benchmarking

Pre- and Post-Award Grants Management and Deficit Resolution

Revenue Enhancement

Time and Effort Reporting

Research Management Assessment and Research Collaboration

IT Services and Business Transformation

IT Strategic Road Map and Cloud Services

ERP Implementation, Upgrades and ERP Optimization

Business Analytics / Business Intelligence

High Performance Computing and Bioinformatics

Data Warehousing

More Than 30 Years Of Innovation

Attain leverages the deep industry knowledge and proven experience of veteran technology and management consultants. Our team of partners, with a legacy of more than 30 years of public sector and higher education industry expertise, knows what it takes to deliver real, breakthrough results that come only with true innovation.

While Attain was established in 2009, its founding team members first came together at Peat, Marwick and Mitchell since the early 1980's. Peat Marwick's name has changed several times over the years, first to KPMG Consulting and later to BearingPoint, Inc., but the practice our partners built and the quality services they continue to deliver have never changed.

Proven Performance

Attaining Value For Our Clients

Colleges, Universities, and Academic Medical Centers

- Attain has worked with this large research university for more than 40 years, improving cost reimbursement of research grants and contracts. Attain recently prepared a facilities and administration (F&A) rate proposal to submit to the Department of Health and Human Services (DHHS) for negotiating the university's reimbursement rates. To analyze the annual impact of a new research building that opened in the middle of the F&A base year, Attain prepared a F&A projection that included the new research building, other significant changes to the University costing structure, and American Recovery and Reinvestment Act (ARRA) funding.
- Attain assisted in aligning this university's strategic vision with its administrative services and information systems. Attain developed the enterprise resource planning business case, advised on software procurement, and provided consulting services related to phase planning, planning implementation, and implementation of the Oracle e-Business suite of products over two major phases. Attain continues to work with the university, developing methods to fully realize the value of its systems.
- A large academic medical center selected Attain to upgrade its Oracle/PeopleSoft grants management system and bring its accounting records completely up to date to enhance the scalability of its system and to improve cash management across the organization. Attain helped to ensure the accuracy of the organization's accounting records; improve visibility for enhanced decision-making and ensure regulatory compliance.

Teaching Hospitals – Research Portfolio

- Attain was engaged by one of the largest research hospitals in the United States to provide functional and technical expertise in grants management and update Oracle/PeopleSoft ERP applications to deliver greater operational efficiency. Attain develops and supports system enhancements, training, changes in business processes, and reporting capabilities to meet the needs at all levels of the institution. Attain also performs end-to-end outsourcing services in pre- and post-award grants management.
- A major cancer center selected Attain to perform a diagnostic review and assessment of its pre- and post-award grants administration. Attain's review focused on the center's organizational structure, its present and future staffing requirements, current business policies and processes, supporting technologies, and its reporting structure. Attain identified, prioritized and assisted in implementing recommendations to improve pre- and post-award financial administration of sponsored projects. Based on key staff interviews, documentation and process reviews, benchmarking data analyses, and industry best practices, Attain's recommendations included 42 research enterprise improvements, which have been or are being implemented.

Research Institutions

- Attain was hired by a prominent east coast Health System to create a high level plan for merging the research activities of its five member hospitals. The plan included research activities of the IRB and its administrative office, all those related to clinical trials, and those of both the pre- and post-award offices. Attain created a model to identify coordinated research activities throughout the System; apply one set of policies, standard operating procedures and transparent oversight; and incorporate leading industry best practices to ensure delivery of efficient research operations.
- Attain led the successful restructuring of a large research institution's research administration function. As project manager, Attain led a team of consultants and internal staff from across the research organization to review key documentation, such as internal assessments and external reviews, and to draft a project charter, project plan, and a communications plan to establish overall guidelines. The streamlined restructuring plan yielded enhanced contract management processes; stronger visibility through reporting, budgeting and forecasting tools; indirect cost management processes; governance policies, updated systems and infrastructure; and end-user training. Attain delivered increased productivity and profitability while providing better expenditure visibility across the organization.

Proven Performance. Forward Thinking.

Based in Vienna, Va., Attain is a professional services company comprised of innovative problem solvers who deliver tangible results to address today's complex public sector and higher education challenges. Attain delivers strategic, operational support, healthcare solutions, IT security and application services to more than 125 customers in the Federal, state and local government, higher education and academic medical center markets.

For more information about Attain, please visit www.attain.com.

Attain professionals have worked with 70 of the **top 100 research institutions** in the United States.

We are skilled at delivering **breakthrough results** through **innovation** and enabling enterprise **transformation** to improve the way you operate.

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