

204 Madison Ave #1135
New York, NY 10016

☎ 1 917-477-4100

✉ contact@fedsprout.com

🌐 www.fedsprout.com



Case Study PROJECT EXECUTION

Agency: ARPA-E

Industry: Manufacturing R&D

Areas of Consulting: Engineering Services
Project Management

THE PROBLEM

A small business was awarded a project by the Advanced Research Projects Agency – Energy (ARPA-E). The project timeline was aggressive and they didn't have the staff they needed to support the new project. Bringing qualified employees onboard was going to take time and they had to get started to meet their milestones.

1

Project Deliverables

Several deliverables had to be resubmitted even before starting the project including a revised project plan, budget, and draft technology-to-market plan.

2

Engineering Design

The aggressive schedule meant that the work on the project had to start soon. Engineering design for a test bench had to be started.

3

Contracts Management

A subcontractor agreement had to be developed and negotiated. An IP and data management plan had to be generated.

THE SOLUTION

Fedsprout offered an expert-level project manager, engineer and scientist to support the immediate activities of the project.

Engineering Support

Fedsprout's technical team developed initial drawings, specifications, and a parts list for the test bench. Fedsprout's team helped order the parts, and the parts arrived right at the start of the project.

Managing Client Expectations

Fedsprout worked with the client's law firm to develop the Subcontractor Agreement and IP and data management plans. Fedsprout developed a revised scope of work and project plan by consulting with the client's team that had put the original proposal together. Fedsprout's tech-to-market expert put together a draft commercialization plan. All the documents were submitted to ARPA-E on time.

RESULTS

The client was able to work on the project during the 4-month period before their first hire.

- This allowed them to meet their first quarterly milestone and keep the project on track.
- Fedsprout seamlessly transitioned the project to the company's new staff members.

"We were scared that we might lose the project"