

Federal Agencies Make Better Decisions with Data

Strategic leaders look to data to help guide their decisions, yet many tell us they struggle to capitalize on all the possibilities inherent in their data sources. Data is everywhere but sorting through the masses of data to draw informed conclusions is exceedingly difficult. Possessing data often overwhelms them as they need to extract *insight* that drives *impact*.

Data no longer is just the responsibility of IT as all leaders seek to understand how to extract value from it to drive their programs and agenda forward. Developing a coherent data strategy, setting up the right data stores such as data lakes, building robust ETL pipelines, and generating insight from their data – modern Federal leaders need to guide their teams to make the right decisions.

Organizations Aren't Prepared to Compete on Analytics

41%

Less than half of organizations surveyed think they can compete on analytics. The competitive edge isn't just about mission-organizations need to compete for talent in a market where employees can choose the most cutting-edge employers.

Skills, Culture, and People are Often Sidelined

39%

39% of leaders surveyed by Gartner blame Skills and Staff Shortages for holding back their data efforts, while one in four don't think their culture will accept the changes they need to achieve success. Even in a world of technology, it's about the people.

Data Readiness Impedes Future Tech

14%

According to Cisco's AI Readiness Index, only 14% of organizations feel prepared to deploy and utilize Artificial Intelligence even though 95% believe they have a well-defined strategy. The gap is in execution, technology, and people.

Data value starts with the right business problem

We recommend that our clients begin by defining the significant business problem, and the decisions a solution would drive. With the clear problem definition, we work with clients to determine the right data to solve that problem, whether it exists or not. We then obtain, clean, merge, and connect the data, build KPIs and analyses that address the core business problem, and build compensating actions to improve the measures to hit business goals.

Franklin IQ Solutions Architects Make Data Actionable

Franklin IQ offers several services to improve the results you get from your data. Our team is equipped and ready to meet your needs today:

- **Business Intelligence** - make better decisions faster with focused insights
- **Data Analytics** – derive meaning from large, messy datasets
- **Data Visualization** – enable your teams with powerful visuals from your data
- **Talent Analytics** – understand your HR data to uncover untapped potential

For our clients, we know the stakes are high.

Franklin IQ (FIQ) works with mission-focused, ambitious Public Sector leaders who understand the importance of mission success.

For example, when **The Department of Veterans Affairs (VA)** needed to connect licensure data from over 2,000 clinicians, FIQ used Business Intelligence and Analytics to build a near-real-time system for reporting and connecting.

With continuous, updated insight into the state of their licensure data, VA leaders can improve the future instead of discovering the present.





What We Do

Franklin IQ (FIQ) is a mission-focused and change-fueled management consultancy. Using empathetic expertise, we seek to maximize the potential of both individuals and organizations in the healthcare, defense, and public sectors so they can serve their country better. FIQ is a certified Service-Disabled Veteran Owned Small Business that specializes in providing services to the DoD and civilian government agencies.

Talent Solutions

- Instructional design and agile learning
- Talent development
- Executive development
- E-learning design

Digital Solutions

- AI, Data visualization, and analytics
- Data science
- Simulations
- Survey design

Health Solutions

- Clinical supervisor development
- Mental health practitioner accreditation
- Continuing education units
- Analytics
- Clinical training

Organizational Solutions

- Employee engagement
- Organizational design
- Competency modeling
- Organizational assessments
- Customer service/ experience

Strategic Solutions

- Strategic planning and execution
- Change management
- Communications
- Needs analysis

Where We've Done It

FIQ has primed over 50 federal contracts and consulted at most cabinet-level agencies, including:

Defense & Intelligence

- Intelligence Community
- Defense Logistics Agency
- Navy
- Air Force
- Space Force

Federal Healthcare

- Veteran Affairs: Health Administration & Benefits Administration
- Health & Human Services
- Defense Health Agency

Other Federal Agencies

- Agriculture
- Education
- Transportation
- General Services Admin.

Awards

- Inspirational Leadership Gold Award
- TITAN Gold Award: Inspiring Leadership
- Northern Virginia 40 Under 40 recipient
- Wiley Ruby Award
- Department of Labor Hire Vets Platinum Award



The FIQ Difference

- > 50 federal clients served with zero contract deficiencies
- 100% on-time fill rate for staffing projects + consistent and excellent CPARS scores
- 90% of our personnel hold advance degrees (Masters and/or PhD)
- 38% of our team hold PMP certifications
- 33% of our team served in uniform

Primary NAICS Codes

- 541420 Industrial Design Services
- 541511 Custom Computer Programming Services
- 541512 Computer Systems Design Services
- 541513 Computer Facilities Management Services
- 541611 Administrative Management and General Management Consulting Services
- 541612 Human Resources Consulting Services
- 541990 All Other Professional, Scientific, and Technical Services
- 611430 Professional and Management Development Training
- 611710 Educational Support Services
- 624190 Individual and Family Services

UEI: LDYHC9BM6MH5

CAGE: 4UWP9

GSA MAS: 47QRAA24D0019

Size: SBA-Certified Service-Disabled Veteran-Owned Small Business

