



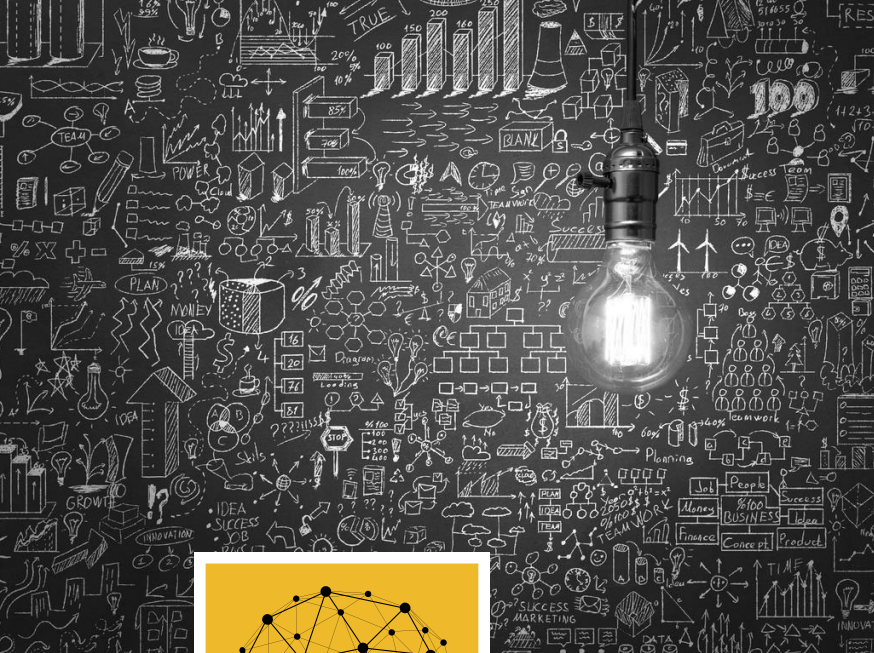
**TIER TECH
INTERNATIONAL**

STRATEGIC DESIGN APPROACHES

Tier Tech International created Strategic Design Approaches (SDA), a rigorous and evolving suite of methodologies that enable us to prioritize risk, find and shape opportunities for success, design and implement an actionable campaign, and quantitatively assess and adjust priorities.

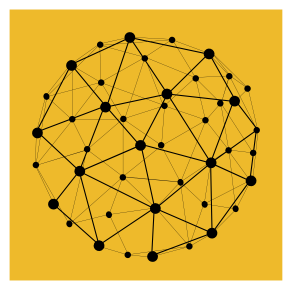
TIER-TECH.COM

TTI Business Proprietary



Crafting Solutions. Creating Impact.

We know through hard-earned experience that our team can find solutions to – and create opportunities for – even the most daunting of problems where most fail or do not even know where to start.



RPM

RISK PRIORITIZATION & MITIGATION

TCRP Threat Characterization & Risk Prioritization

GAP

GAP ANALYSIS & PRIORITIZATION

Challenge
Framing

OA

OPPORTUNITY ANALYSIS (FULL)

DESIGN WORKSHOP

ALTERNATIVE FUTURES

REHEARSAL OF CONCEPT

RIOS Risk Informed Opportunity Sequences

OTHER

ODA

OPTION DECISION AID

RMAT Risk/Merit Assessment of Technology

HRITL Human Resources Integrated Target List

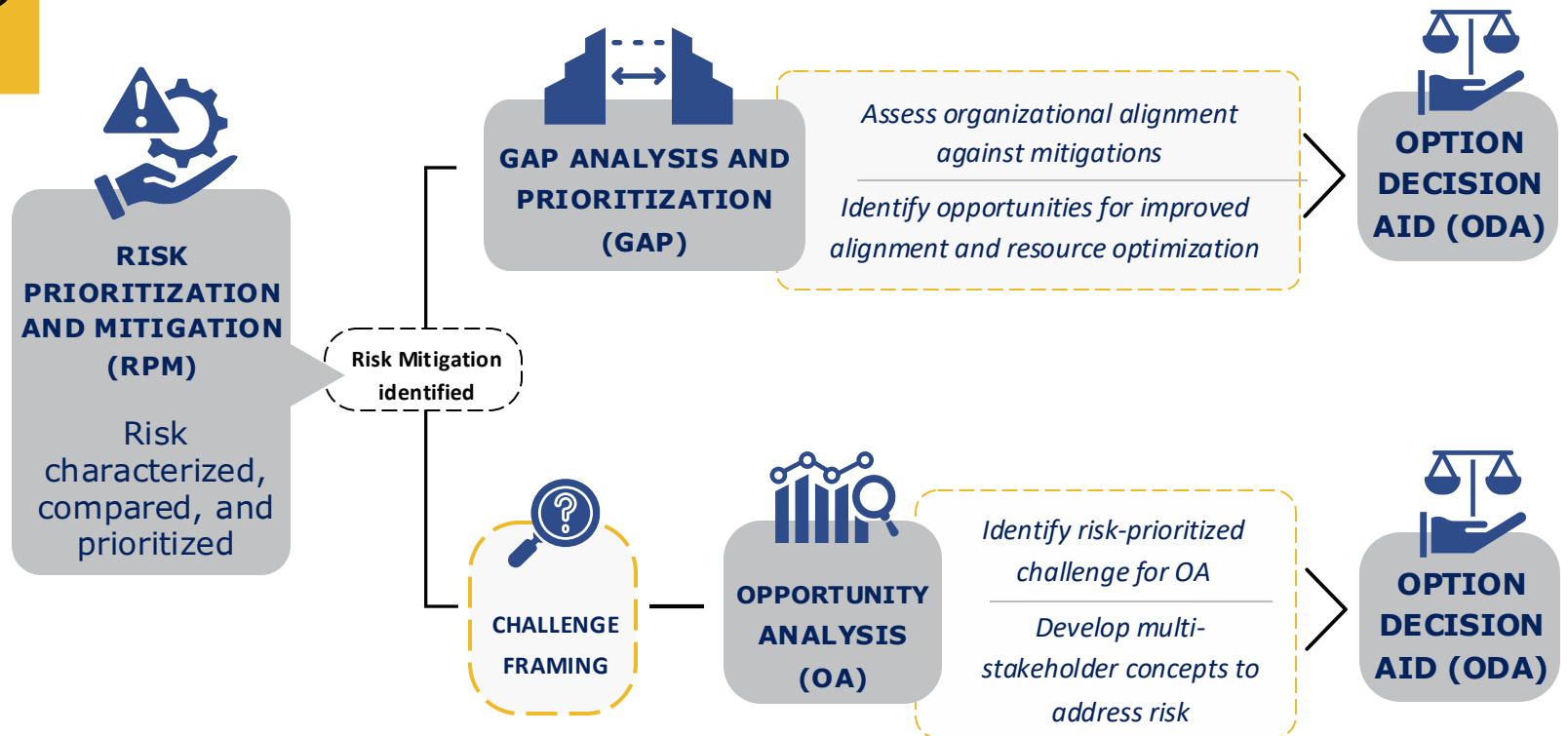
POrTL Prioritized Organization Target List

PETL Prioritized Equipment Target List



Yielding Risk Buydown by Closing Gaps.

Our Strategic Design Approaches are comprised of iterative, systematic, and repeatable processes that are ideally suited to expand our client's risk mitigation options.



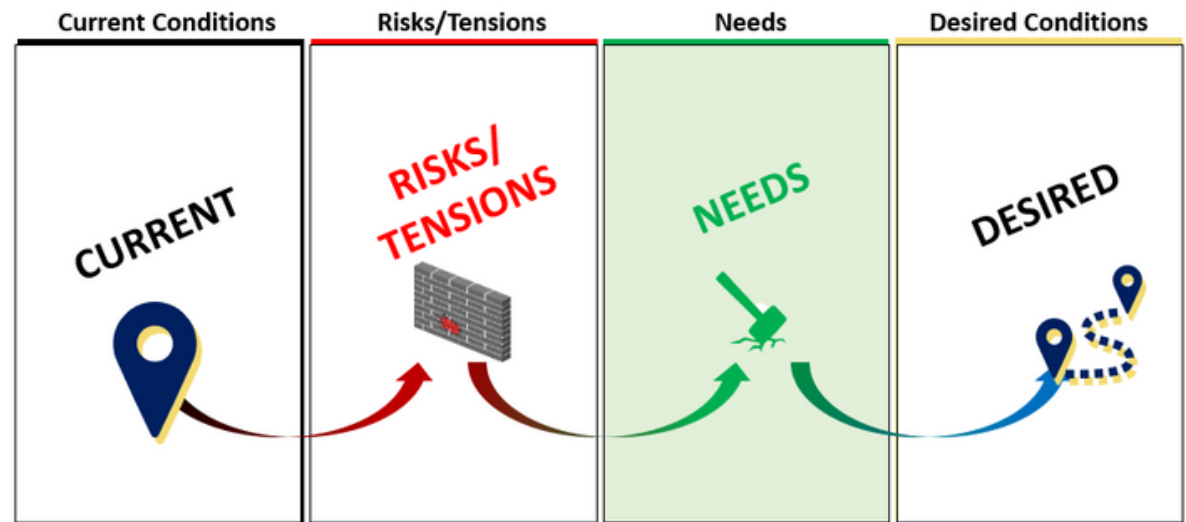
Risk Prioritization and Mitigation (RPM)

RPM is a process that allows organizations to identify, assess and prioritize risk to mission. In the RPM process, “risk” resides at the intersection of “threat,” “mission,” and “vulnerabilities.”

RPM uses qualitative and quantitative methods to evaluate threat so that it can be characterized for its specific risk to any mission or set of objectives.

Threat Characterization and Risk Prioritization (TCRP)

TCRP is a customized workflow developed to support the Defense Threat Reduction Agency (DTRA).



Our continued employment of RPM for DTRA frames the specific risks posed to CCMD competition and contingency plans by their respective state actors in WMD categories. Strategies are developed to buy-down or eliminate risk to CCMD missions.

RPM outcomes feed the TTI GAP methodology, described on the next page.

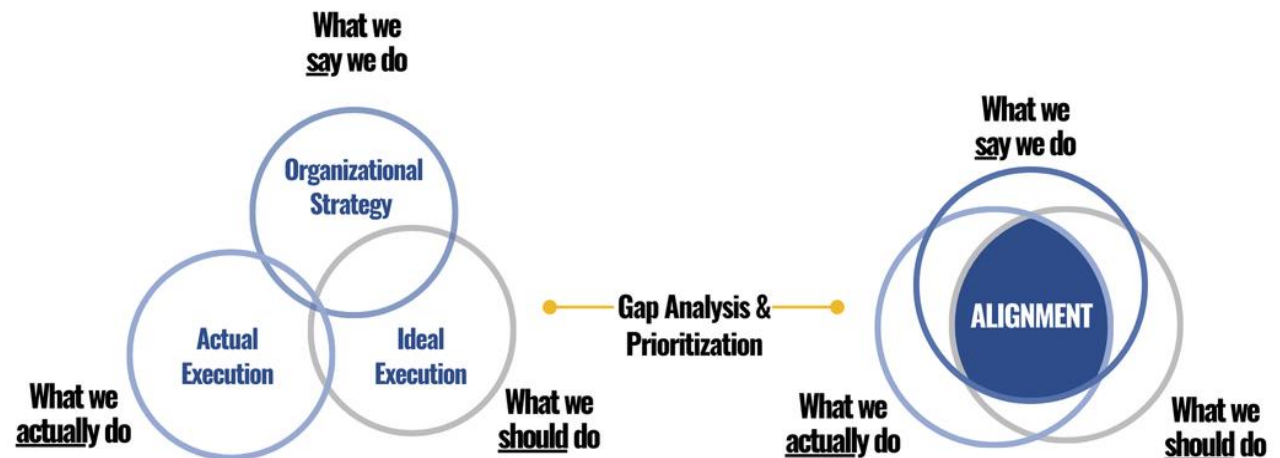


Gap Analysis and Prioritization (GAP)

GAP informs resourcing decisions to:

- buy down prioritized risk
- highlight under-served or gapped risk
- balance over-served risk
- identify opportunity to consolidate redundant efforts
- illuminate areas to divest of efforts that are not well aligned to risk, strategy, or customer demands.

TTI is the architect of the GAP process currently in use at DTRA and DHS's Office for Bombing Prevention (OBP).



Using the DTRA analysis as an example, GAP caused DTRA to align what it should do (described in RPM generated results) with what it says it does (strategy) with what it actually does (planning and execution of its programs).

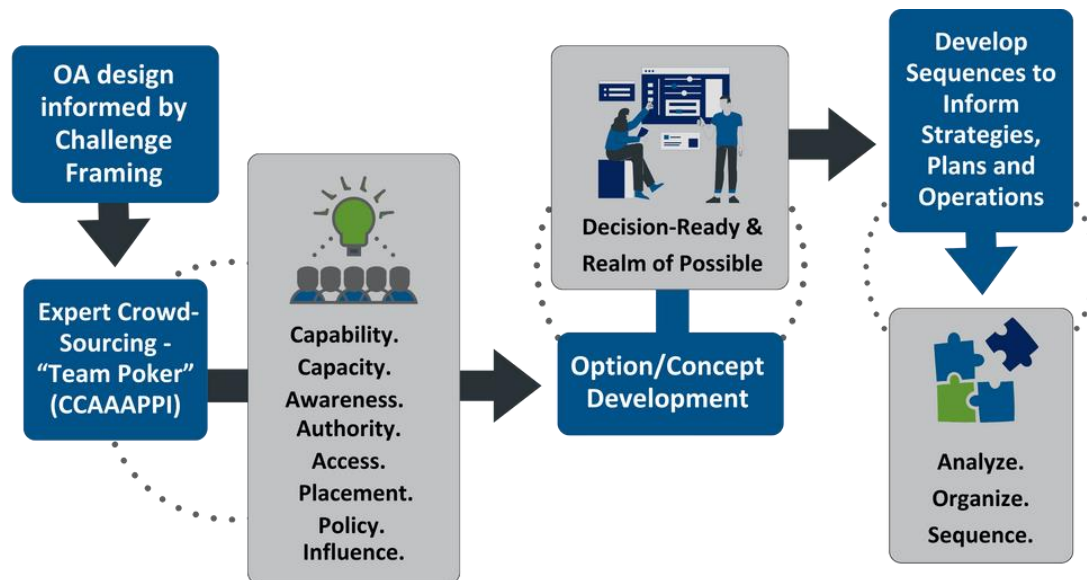


OPPORTUNITY ANALYSIS (OA)

OA is TTI's primary process for framing complex challenges and then designing and executing analytic approaches to develop hundreds of crowd-sourced expert stakeholder concepts.

These concepts are curated and sequenced into decision ready and viable options to prevail against a targeted challenge, often informing the design of Combatant Command Plans and Campaigns.

Ranging from strategy to tactics, nearly 3000 concepts have been developed with the OA methodology over the last 10 years.



By design, OA involves dozens of key stakeholders across the U.S. Government and sometimes allies and partners.

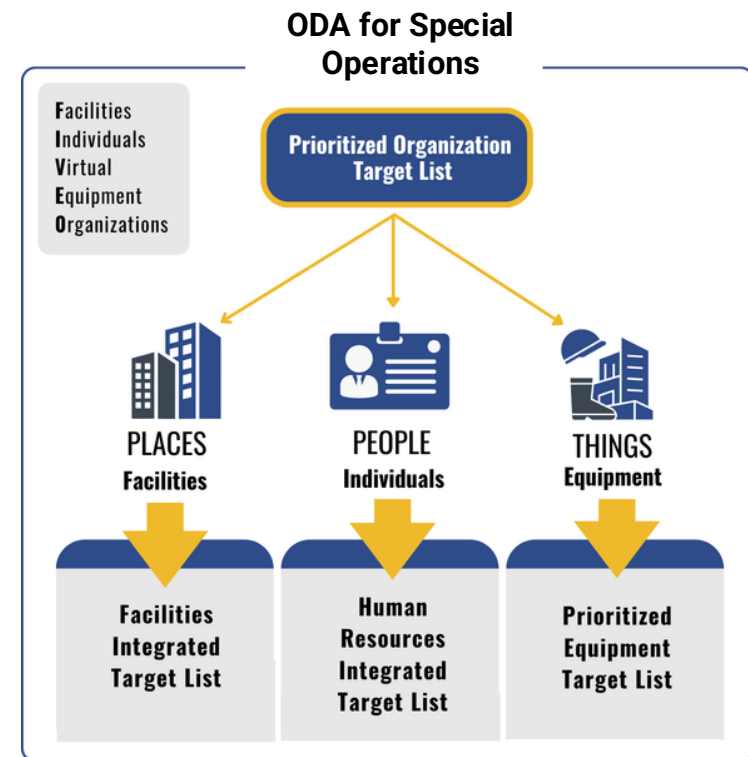
Expert stakeholders have participated in every iteration and have included every Combatant Command, the Departments of State, Commerce, Treasury, Homeland Security, Justice, Energy, numerous additional Defense entities, and the Intelligence Community.



Options Decision Aid (ODA)

ODA is a methodology that is used agilely to complement or supplement other methods, or to stand alone in support of any decision-making process that involves numerous complex or competing factors.

ODA is ideal for organizations that want to evolve at the pace of technology or that need to make informed investment and resource-allocation decisions within set risk parameters.

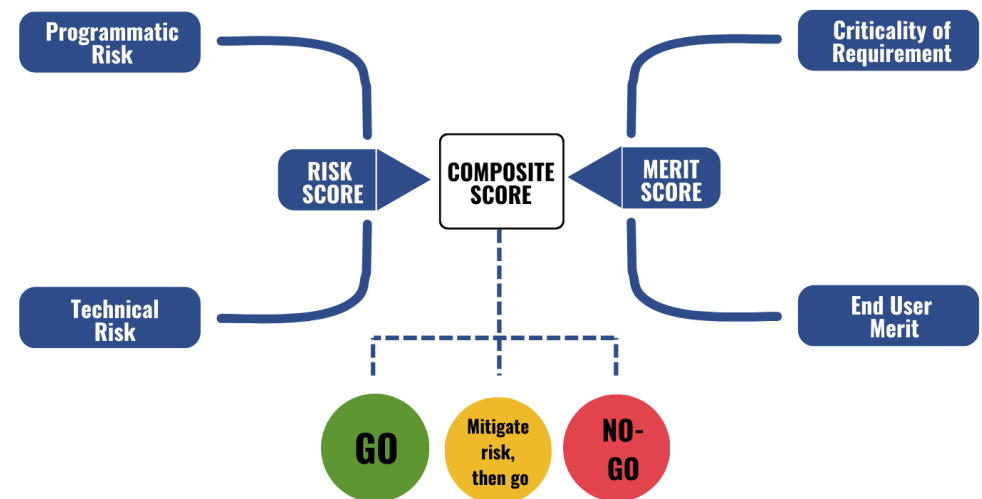




Risk v. Merit Assessment of Technology (RMAT)

Select technologies are evaluated against defined operational criteria. The technology requirements have tailored weighting factors which are developed in advance of the evaluation. Programmatic and technical risk are considered against operational merit, and criticality of the requirement to aid in acquisition decisions.

A pool of qualified reviewers is drawn from operational, technical, programmatic, and sometimes policy backgrounds, depending on the technologies being evaluated.



A quantitative scoring process enables three decision recommendations:

- **Go** – green in risk score, green in merit score.
- **No-go** – red in merit score, regardless of risk score.
- **Mitigate risk, then go** – green in merit score, red in risk but well characterized mitigation activities can be accomplished to reduce risk.



Risk Informed Opportunity Sequences (RIOS)

RIOS is an iterative process that blends TTI's planning and analysis capabilities (OA) with our risk management methodology (RPM). It creates discrete, action-oriented options that can be combined in a variety of ways to achieve desired outcomes.



Cross-Cutting Tools and Supporting Methodologies

CCAAAPPI CONSTRUCT

Enables IA, partner planning, collaboration:

- Capability
- Capacity
- Awareness
- Authority
- Access
- Placement
- Policy
- Influence



TENSION WORKSHEETS

Characterizes specific measures and initiatives needed to bridge from the “current condition” to the “desired condition”



CHALLENGE FRAMING

Describes the difference between where we are and where we want to be, uncovering risks, opportunities, and a way forward



TTI ENGAGEMENT METHODS

Strategies and templates for stakeholder engagement to enable action-biased collaboration



INTEGRATED PLANNING AND CAMPAIGNING

Foundational understanding and application of dynamic interagency planning and campaigning techniques



ARTIFICIAL INTELLIGENCE

AI amplifies every SDA methodology, surfacing blind spots, exposing cascading dependencies, and compressing the path to action.

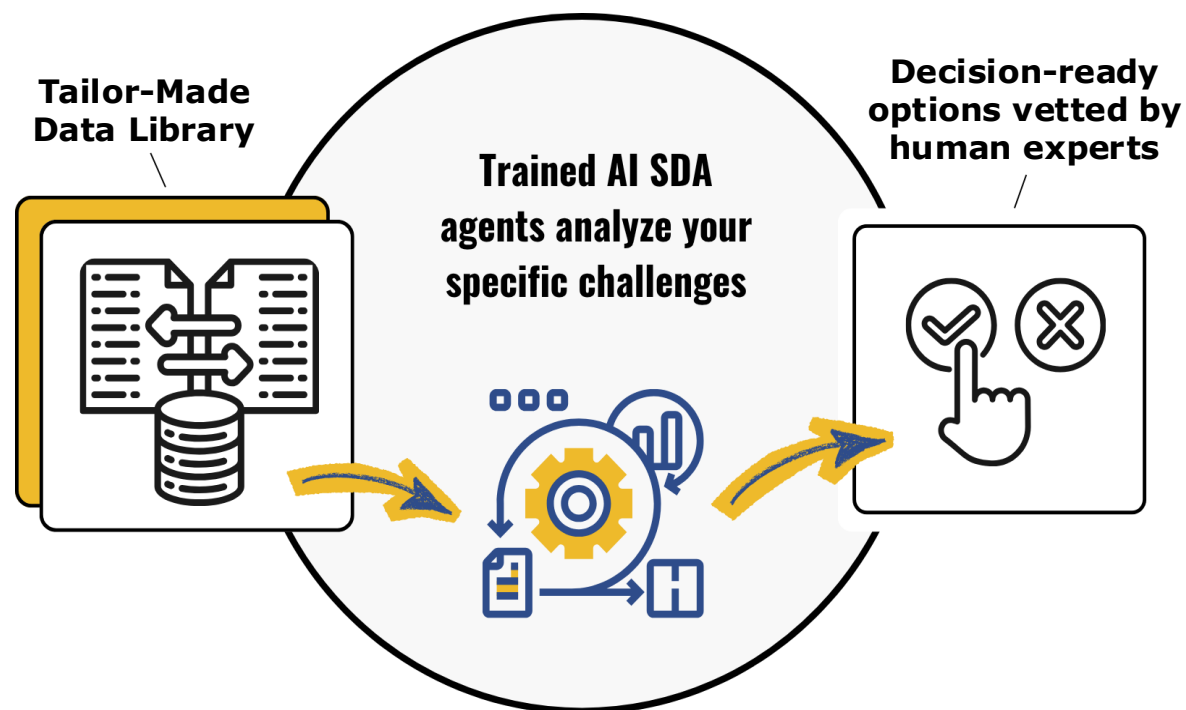




TTI AI: YOUR BRIDGE FROM INSIGHT TO ACTION

- Layers on top of existing organizational data, documents, and open sources to create a unified decision support platform
- Surfaces what matters, connects it to SDA analytical frameworks, and delivers decision-ready options
- Plain-language queries return sourced, operationally grounded answers, not noise
- Every deployment is tailored to the client's mission. The data changes. The bias for action stays the same.

Ellen is a TTI AI deployment, purpose-built for strategic materials.

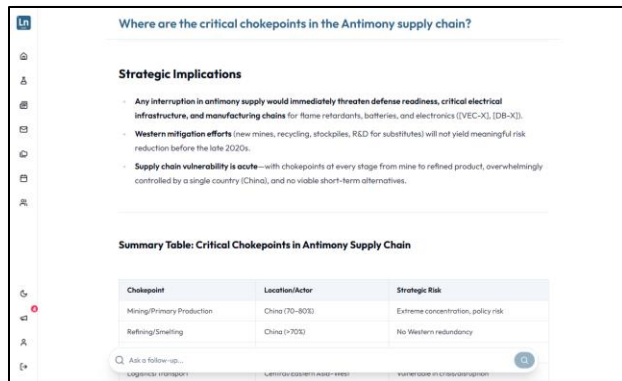




ELLEN: STRATEGIC MATERIALS DECISION SUPPORT

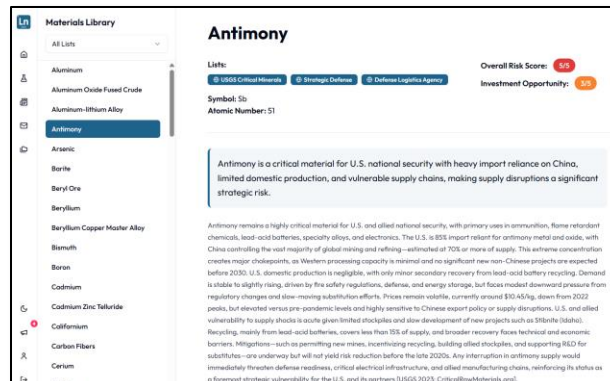
TTI AI, Applied to Critical Materials

ELLEN connects material-level risk and opportunity to mission-level decisions through SDA analytical frameworks.



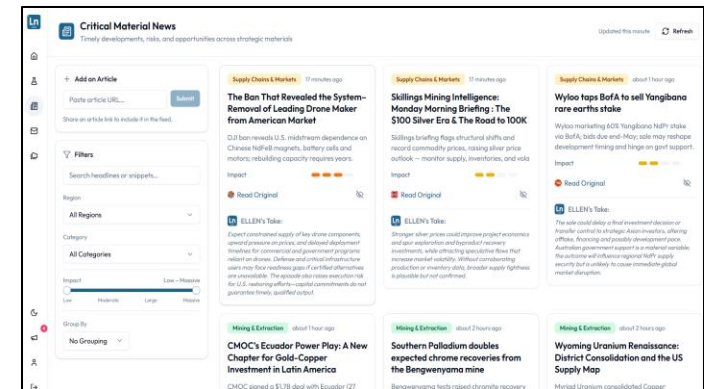
Ask Ellen

Plain-language questions return sourced, action-oriented answers, grounded in vetted data.



Risk & Opportunity Scoring

Every material scored across 8 dimensions, so risk and opportunity are quantified, not debated.



Continuous Monitoring

Emerging developments viewed through an SDA-lens, ranked by consequence to separate signal from noise.



TTI Engagement Methods

A simplistic, yet highly effective suite of engagement processes that enable effective integrated collaboration between government agencies, departments, allies, partners, or any other stakeholder with equities in the challenge at hand.

The methods include:

- Engagement Strategy Workbooks
- Stakeholder Engagement Templates
- Pre-engagement “Win-Statements”
- Post engagement assessment
- “Re-strike” objectives.

Integrated Planning and Campaigning:

TTI has a practical understanding and applied knowledge of the interplay between Whole of Government, Intra-agency, and Military Planning. Our experiences span processes of the National Security Council, inter/intra-agency coordination, national and agency intelligence processes, Civil-Military cooperation, and military planning and decision making.

We have deep knowledge and have applied our methods to shaping various Combatant Command competition and contingency plans, theater campaigns and SECDEF Integrated Deterrence initiatives, particularly where they involve interagency dependencies.



**TIER TECH
INTERNATIONAL**

Improving outcomes across the board



We have spent the past ten years designing decision making frameworks that maximize opportunities in a causal chain long before arriving at the need for consequence management because **we address the drivers of risk and opportunity, both direct and indirect.**

Instead, **we expand our client's understanding of the risk continuum** to gain visibility into the full chain of causal links, to include those for which they have direct and indirect responsibility.

The sum of these parts – opportunities and risk – are strategic design approaches that can be adapted to almost any problem set. Our methodologies can be applied all the way down to the level of go/no-go on a specific project and all the way up to strategic partnerships with a variety of stakeholders.

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