

PA DEFENSE INDUSTRY ASSISTANCE PARTNERSHIP
DELIVERABLE ACTIVITY METRICS & DEFINITIONS

Metric	Definition
# of Defense Suppliers Engaged	<p># of defense suppliers (unique entities who can be identified by name) with whom the PA DoD project has had <u>two-way</u> communication regarding the resources and assistance available through the program as part of the outreach/intake/vetting/qualification process. This would include suppliers/workers that attend an outreach session, with whom the partners have communicated directly regarding the program, who have responded to a survey or a request for information, have completed/submitted intake forms for consideration, etc.</p> <p>This would exclude suppliers on mailing lists used for outreach who have been contacted by the project, but have not yet responded in a meaningful way.</p> <p>Goal: This will help to better communicate the extent of the outreach, intake, and vetting efforts being undertaken on the ground and the universe of potential need identified over the course of the program.</p>
# of Defense Suppliers Assisted	<p>The subset of engaged suppliers that have received some form of additional follow-on assistance. This would include one-on-one direct meetings/interviews/pre-assessments/assessments with the client, attendance at workshops or trainings, additional technical assistance carried out by the partners, and referrals of defense clients to other partners or resources where the DoD project partnership plays an ongoing role as case manager/facilitator and/or has ongoing interaction (vs. simply a referral w/ no follow-up thereafter by the DoD project).</p> <p>Goal: This will help to better communicate the extent of assistance and value being delivered to the defense sector outside of assessments, plans, and implementations.</p>
# of Defense Suppliers Assessed	<p>The subset of “assisted” defense suppliers for whom the DoD partners have conducted an assessment and prepared actionable recommendations for the company on how to improve its competitiveness. The completion of an assessment is a prerequisite for a client to be referred to implementation funding if federal funds are requested to help the client undertake the recommended actions outlined in the assessment report.</p>
# of Defense Supplier Plans Developed	<p>The # of defense supplier plans which have been developed.</p>
# of Defense Supplier Plans Implemented	<p>The # of defense supplier plans implemented.</p>
# of Defense Industry-focused Workshops/Trainings Held	<p># of group events convened where suppliers are the primary attendees/targeted beneficiaries for the purpose of learning, training, information exchange, networking, etc.</p>
# of Defense Workers Engaged	<p># of defense workers (unique individuals who can be identified by name) with whom the PA DoD project has had <u>two-way</u> communication regarding the resources and assistance available through the program as part of the outreach/intake/vetting/qualification process. This would include workers that attend an outreach session, with whom the partners have communicated directly regarding the program, who have responded to a survey or a request for information, have completed/submitted intake forms for consideration, etc. This would exclude workers on mailing lists used for outreach who have been contacted by the project, but have not yet responded in a meaningful way.</p> <p>Goal: This will help to better communicate the extent of the outreach, intake, and vetting efforts being undertaken on the ground and the universe of potential need identified over the course of the program.</p>
# of Defense Workers Assisted	<p>The # of defense workers that have been engaged AND have received some form of additional follow-on assistance. This would include one-on-one direct meetings/interviews/pre-assessments/assessments with the client, attendance at workshops or trainings, additional technical assistance carried out by the partners, and referrals of defense clients to other partners or resources where the DoD project partnership plays an ongoing role as case manager/facilitator and/or has ongoing interaction (vs. simply a referral w/ no follow-up thereafter by the DoD project).</p>
# of Defense Workforce-focused Workshops/Trainings Held	<p># of group events convened where defense workers are the primary attendees/targeted beneficiaries for the purpose of learning, training, information exchange, networking, etc.</p>