

Mission Oriented Business Integrated Services (MOBIS)

GSA Federal Supply Service (FSS) Contract No. GS-10F-0309Y

ProSidian.com



# Helping Forward Thinking Clients Solve Problems and Improve Operations

Structured Approach to Strategic Solutions

www.ProSidian.com



ProSidian is a management and operations consulting firm with a reputation for its strong national practice spanning six solution areas including Risk Management, Compliance, Business Process, IT Effectiveness, Energy & Sustainability, and Human Capital (Talent Management). We help forward-thinking clients solve problems and improve operations. Launched by former Big 4 Management Consultants; our multidisciplinary teams bring together the talents of nearly 190 professionals nationally to complete a wide variety of engagements for Private Companies, Fortune 1,000 Enterprises, and Government Agencies of all sizes. Our Services are deployed across the enterprise, target drivers of economic profit (growth, margin, and efficiency), and are aligned at the intersections of assets, processes, policies, and people delivering value.

Copyright © 2017 By ProSidian Consulting. This document contains proprietary and confidential information to ProSidian Consulting and is provided for the sole purpose of evaluation and/or use by ProSidian subsidiaries, approved collaborating partners, funding institutions, advisors, and/or clients only. In accordance with Applicable Federal, State, and Local Laws, some parts of this document, as identified on individual pages, are considered by ProSidian Consulting to be privileged or confidential trade secrets or commercial or financial information not subject to mandatory disclosure under the Freedom of Information Act. ProSidian Consulting: The ProSidian Logo; And ProSidian's Engagement Methodology Are Registered Trademarks of ProSidian Consulting. Material considered privileged or confidential on such grounds is contained on the page(s): ALL In consideration of receipt of this document, the recipient agrees to maintain such information in confidence and not to reproduce or otherwise disclose this information to any person or business without prior written consent from ProSidian Consulting. If you are not the intended receiver of this documentation, please destroy it and notify ProSidian at info@ProSidian.com or call 800-597-6904.

Risk Management | Energy & Sustainability | Compliance | Business Process | Project Management | IT Effectiveness | Human Capital ProSidian Consulting, LLC | Charlotte NC | +1.800.597.6904 | +1-270.517.9048 | www.Pro<sup>©</sup>idian.com © Copryncist © 2017, PRoSinaw Consulting, LLC, ALI Rights Reserved.









### **Table of Contents**

| Table of Contents  | 3  |
|--|----|
| Information For Ordering Offices   | 4  |
| Overview of Prosidian Consulting   | 5  |
| Awarded Special Item Number (SIN)  |    |
| Customer Required Information  | 7  |
| Welcome To Our Structured Approach To Strategic Solutions                | 9  |
| We Deploy "Both" Cleared & Un-Cleared Professionals                      |    |
| Primary NAICS Codes for ProSidian Consulting                             | 10 |
| ProSidian SIN 874-1, 874-1(RC) MOBIS Consultation Services               | 11 |
| Prosidian Philosophy of Advisory Services                                | 11 |
| Global Strategic Resource Allocation                                     | 13 |
| Periodic Table Of ProSidian Services                                     | 13 |
| Our Solution Sets – ProSidian Risk Management Solutions                  | 14 |
| Our Solution Sets - ProSidian Compliance Solutions                       | 14 |
| Our Solution Sets – ProSidian Business Process Solutions                 | 15 |
| Our Solution Sets - ProSidian Program/Project Management Solutions       | 15 |
| Our Solution Sets – ProSidian Energy & Sustainability Solutions          | 16 |
| Our Solution Sets - ProSidian IT Effectiveness Solutions                 | 16 |
| Our Solution Sets – ProSidian Human Capital Solutions                    | 17 |
| Our Experience Assisting the Federal Government                          |    |
| ProSidian GSA Labor Category Descriptions                                | 19 |
| Labor Category Descriptions - Junior Consultant                          | 19 |
| Labor Category Descriptions - Senior Consultant                          | 19 |
| Labor Category Descriptions - Program Manager                            | 19 |
| Service Contract Act   |    |
| Education Substitutions  | 20 |
| Experience Substitutions   | 20 |
| ProSidian GS-10F-0309Y Labor Rates Sins: 874-1, 874-1(Ric)               | 21 |
| ProSidian Pledge To Actively Hire Military Veterans & Their Spouses      | 21 |
| Instructions For Placing Orders For Services Based On GSA Schedule Rates |    |
| Prosidian Commitment To Promote Small Business Participation             |    |
| About Prosidian Consulting, LLC  |    |
| Equal Opportunity Employer   | 23 |

10

1











### **Information For Ordering Offices**

General Services Administration (GSA) Federal Supply Service Authorized Federal Supply Schedule Pricelist Professional Services Schedule (PSS) Schedule Title: Mission Oriented Business Integrated Services (MOBIS) Service Offerings: Business Consulting Solutions SIN Name: Integrated Consulting Services SIN Number: 874 1 Primary NAICS: 541611

### **Authorized Federal Supply Schedule**

| Adrian Woolcock E-Mail: awoolcock @ ProSidian.com          |
|--|
| ProSidian Consulting, LLC                                  |
| 15801 Brixham Hill Avenue Suite 530<br>Charlotte, NC 28277 |
| Federal Contracts  |
| +800.597.6904 Ext 100                                      |
| +270.517.9048  |
| www.ProSidian.com  |
| Small Business   |
| 874  |
| R499   |
| GS-10F-0309Y   |
| May 18, 2012 - May 17, 2020                                |
|  |

ProSidian Consulting (ProSidian) is a GSA MOBIS Contract #: GS-10F-0309Y holder (Period Covered by Contract: May 18, 2012 - May 17, 2020) and 8(a) Certified Professional Services Firm. We are also a Navy SeaPort-e Enhanced Prime Contract holder (N00178-15-D-8378).

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage!<sup>TM</sup>, a menu-driven database system. The INTERNET address for GSA Advantage!<sup>TM</sup> is http://www.GSAAdvantage.gov.

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at http://www.gsa.gov/schedules-ordering

For more information on ProSidian Specific Services and Solutions: http://www.ProSidian.com/GSAMOBIS/





### **Overview of Prosidian Consulting**

### Risk Management | Compliance | Business Process | IT Effectiveness | Energy & Sustainability | Human Capital

ProSidian is a Management and Operations Consulting Firm focused on providing value to clients through tailored solutions based on industry-leading practices. We help forward-thinking clients solve problems and improve operations. We help forward-thinking clients solve problems and improve operations related to Risk Management, Compliance, Business Process, IT Effectiveness, Energy & Sustainability, and Human Capital Solutions.

Launched by former Big 4 Management Consultants; our Engagement Teams bring together talents of nearly 190 professionals nationally to complete a wide variety of services for Private Companies, Fortune 1,000 Enterprises, and Government Agencies of all sizes. We employ an on-demand business model — a flexible, results-driven approach anchored in industry best practices that combine subject matter expertise with the program management and quality oversight of principal and practice leader level professionals.

When you work with ProSidian, you have immediate and constant access to the full range of expertise that can seamlessly respond to complex project's needs. Linking strategy to execution, ProSidian helps client leaders maximize returns on investment capital through design and execution of operations core to delivering value. When we say "*Structured Approach to Strategic Solutions*", we mean services deployed across the enterprise, targeting drivers of economic profit (growth, margin, and efficiency), and aligned at the intersections of assets, processes, policies and people delivering value. Learn more about ProSidian at www.ProSidian.com.

# What We Do... Help Clients Improve Operations

How We Do It ...







### Awarded Special Item Number (SIN)

#### **00CORP:** The Professional Services Schedule (PSS)

### Mission Oriented Business Integrated Services

**874-1:** Integrated Consulting Services: Contractors shall provide expert advice and assistance in support of an agency's mission-oriented business functions. Services covered by this SIN include: Management or strategy consulting, including research, evaluations, studies, analyses, scenarios/simulations, reports, business policy and regulation development assistance and strategy formulation \* Facilitation and related decision support services \* Survey services, using a variety of methodologies, including survey planning, design, and development; survey administration; data validation and analysis; reporting, and stakeholder briefings \*Advisory and assistance services in accordance with FAR 37.203 NOTE: Consulting services where the preponderance of work is specifically covered under other PSS SINS or GSA Schedules are not permitted under this SIN. NOTE: Legal, consulting, and audit services pertaining to financial matters are not covered by this SIN. Refer to 520 SINs. Consulting services relating to public relations are not covered under this SIN. Refer to SIN 541-2, Public Relations Services.

#### Strengthening the MOBIS Mission

The mandate to achieve more with less, improve performance and accountability, better manage change, and sustain superior value and outcomes now penetrates every aspect of mission operations. ProSidian Consulting responds to these acute stakeholder requirements by leveraging a structured approach to strategic solutions and executive-level management capabilities for support across a broad range of management and operations functional areas. The MOBIS program offers a full range of management and consulting services that can improve a federal agency's performance and their endeavor in meeting mission goals.

Through the MOBIS schedule, ProSidian Consulting can help federal clients improve performance and accomplish mission goals with specialized consulting and training services, facilitation, surveys, competitive sourcing and project management. ProSidian offers a full range of management and operations consulting services to improve performance and accomplish mission goals.

### The ProSidian GSA MOBIS Contract

The Mission Oriented Business Integrated Services (MOBIS) program offers a full range of management and consulting services that can improve a federal agency's performance and success in meeting mission goals. MOBIS contractors possess the necessary expertise to facilitate how the federal government responds to a continuous stream of new mandates and evolutionary influence, such as the President's Management Agenda; Government Performance and Results Act; Federal Acquisition Streamlining Act; OMB Circular A-76; Federal Activities Inventory Reform Act; and government reinvention initiatives such as benchmarking and streamlining.

| PROSIDIAN STATUS | SIN NUMBER    | NAICS CODE                     | Sin Name  |
|------------------|---------------|--------------------------------|---|
| Awarded          | 874 1         | 541611                         | Integrated Consulting Services  |
| Awarded          | 874 7         | 541611                         | Integrated Business Program Support Services  |
| Pending Award    | 874 4         | 611430  <br>611519  <br>611710 | Training Services: Instructor Led Training, Web Based Training and Education<br>Courses, Course Development and Test Administration Learning Management,<br>Internships   |
| Not Yet Awarded  | <u>874 6</u>  | 541611                         | <ul> <li>Acquisition Management Support</li> <li>Acquisition Support Services Ordering Guide [DOCX - 24 KB];</li> <li>Notice regarding the prohibition of inherently governmental services [DOCX - 35 KB];</li> <li>Importance of Training for Acquisition Personnel [DOCX - 16 KB];</li> <li>Sample nondisclosure statement [DOC - 28 KB]; and</li> <li>Sample Request for Quote Template [PDF - 270 KB].</li> </ul> |
| Not Yet Awarded  | <u>874 8</u>  | 611430                         | <ul> <li>DAU and FAI Certified DAWIA and FAC Acquisition Workforce Training for GS-1102 and Non-1102</li> <li>Personnel</li> <li>Acquisition Workforce Training Ordering Guide [DOCX - 21 KB]</li> </ul>  |
| Not Yet Awarded  | <u>874 9</u>  | 333318  <br>511199             | Off-the-Shelf Training Devices and Training Materials: Print, Electronic, Audio-Visual, Multi-Media, and Simulation Training Devices  |
| Not Yet Awarded  | <u>100 01</u> | 541890                         | Introduction of New Services  |
| Not Yet Awarded  | <u>100 03</u> | 541330                         | Ancillary Supplies and/or Services  |

#### MOBIS - Schedule 874 Variety of Offerings Include the Following Special Item Numbers (SIN):





### **Customer Required Information**

1a. Awarded Special Item Number (SINs): Special Item No. 874-1 and 874-1RC - Consulting Services

### 1b. Lowest Priced Model Number and Lowest Unit Price:

See the section on this price list titled "Services Price List" for hourly/daily firm fixed and training prices.

- 1c. Hourly Rates: See the section in this price list titled "Services Price List" for hourly/daily firm fixed and training prices.
- 2. Maximum Order: For MOBIS Schedule orders valued over \$1,000,000, GSA recommends that the ordering activity seek price reductions.
- 3. Minimum Order: For MOBIS Schedule orders, the minimum order designated is \$100.00.

### 4. Geographic Coverage (Delivery Area):

The minimum acceptable Geographic Coverage (delivery Area) of the ProSidian Consulting MOBIS Schedule is Domestic. However, ProSidian has the capabilities to provide professional services worldwide.

### 5. Point(S) Of Production (City, County, And State or Foreign Country):

The Point(s) of production is the same as company address if, in the performance of any order under this Contract ProSidian Consulting, LLC uses one or more facilities located at a different address than in this price list, the place of performance is as specified in the individual order.

6. Discount from List Prices or Statement of Net Price: Government net prices (discounts already deducted). Prices shown are NET prices. See Attachment.

- 7. Quantity Discounts: As stated in individual orders. None Offered
- 8. Prompt Payment Terms: Net 30 calendar days.

### 9a. Notification That Government Purchase Cards Are Accepted at Or Below the Micro-Purchase Threshold:

Yes - ProSidian Consulting, LLC will accept the Government Purchase Card for payments equal to or less than the micro-purchase threshold of \$2,500.00.

#### 9b. Notification Whether Government Purchase Cards Are Accepted or Not Accepted Above the Micro-Purchase Threshold:

- Yes ProSidian Consulting, LLC will accept the Government Purchase Card for payments above the micro-purchase threshold of over \$3,000.
- 10. Foreign Items: Not applicable under this Schedule.
- 11a. Time of Delivery: Specified on the Task Order For all Special Item Numbers (SINS), date of award to completion.
- 11b. Expedited Delivery: Items available for expedited delivery are noted in this price list.
- 11c. Overnight And 2-Day Delivery: Items available for overnight and 2-day delivery, if any, are stated on individual orders N/A

### 11d. Urgent Requirements:

When the Contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact ProSidian Consulting (ProSidian) for the purpose of obtaining accelerated delivery. ProSidian shall reply to the inquiry within three (3) workdays after receipt (telephonic replies shall be confirmed by the Contractor in writing). If ProSidian offers an accelerated delivery time accept able to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all the other terms and conditions of the Contract.

### 12. F.O.B. Point(s): Destination.

13a. Ordering Address(es):

ProSidian Consulting, LLC 15801 Brixham Hill Avenue Suite 530 Charlotte, NC 28277, United States ATT: Adrian Woolcock (Managing Principal / Federal Contracts Manager) Phone: 800.597.6904 Ext 100 | Fax: 270.517.9048 | E-Mail: awoolcock @ ProSidian.com

### 13b. Ordering Procedures:

For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.

### 14. Payment Address(es):

Electronic Funds Transfer (EFT)





Schedule Contract Holder

Bank of America Charlotte, NC 28277 Account #: 237003\*\*\*\*\*\* ABA#: 026\*\*\*\*\*\*

#### Mail and Federal Express:

ProSidian Consulting, LLC AP-AR Invoicing 15801 Brixham Hill Avenue Suite 530 Charlotte, NC 28277, United States

Main: 800.597.6904 | Direct: 713.562.1832 | Fax: 270.517.9048.

### **15. Warranty Provision:**

ProSidian Consulting, LLC warrants that it will perform services under MOBIS services engagements in good faith, with qualified personnel in a competent and workmanlike manner in accordance with applicable industry standards. ProSidian Consulting, LLC disclaims all other warranties, either express or implied, including, without limitation, warranties of merchantability and fitness for a particular purpose.

16. Export Packing Charges N/A - As stated in individual orders.

#### 17. Terms and Conditions of Government Purchase Card Acceptance:

ProSidian Consulting, LLC will accept the Government Purchase Card for payments equal to or less than the micro-purchase threshold of \$2,500.00.

18. Terms and Conditions of Rental, Maintenance, And Repair: Not applicable to this Schedule.

19. Terms and Conditions of Installation: Not applicable under this Schedule.

20. Terms and Conditions of Repair Parts: Not applicable under this Schedule.

20a. Terms and Conditions for Any Other Services: Not applicable under this Schedule.

21. List of Service and Distribution Points: Not applicable under this Schedule.

22. List of Participating Dealers: Not applicable under this Schedule.

23. Preventative Maintenance: Not applicable to this Schedule.

#### 24a. Special Attributes Such as Environmental Attributes (E.G., Recycled Content, Energy Efficiency, And/or Reduced Pollutants):

Not applicable to this Schedule.

#### 24b. Section 508 Compliance:

If applicable, Section 508 compliance information on the supplies and services in this Contract are available in Electronic and Information Technology (EIT) at the following: The EIT standard can be found at www.Section508.gov/.

### 25. Data Universal Number System (Duns) Number:

ProSidian Consulting, LLC's D-U-N-S® Number is: 82-8872981 ProSidian Consulting, LLC's CAGE Code is: 5CAP1

ProSidian Consulting, LLC's SBA Customer No. is: P1051030

### 26. Notification Regarding Registration in Central Contractor Registration (CCR) Database:

ProSidian Consulting, LLC has registered with the Central Contractor Registration (CCR) Database.

- 27. Uncompensated Overtime: ProSidian Consulting, LLC's labor rates are based on a forty-hour work week.
- 28. Data Universal Number System (DUNS) Number: 82-8872981

### 29. Central Contractor Registration (CCR): ProSidian CCR CAGE Code: 5CAP1

**30.** Service Contract Act: The Service Contract Act (SCA): The Service Contract Act is applicable. In accordance with FAR Part 22, service contracts over \$2,500 shall contain mandatory provisions regarding minimum wages and fringe benefits, safe and sanitary working conditions, notification to employees of the minimum allowable compensation, and equivalent Federal employee classifications and wage rates. The Service Contract Act (SCA) is applicable to this contract as it applies to the entire 874: MOBIS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when the Contractor adds SCA labor categories/employees to the contract through the modification process, the Contractor must inform the Contracting Officer and establish an SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

### 301. Authorized Negotiators: Adrian Woolcock | <u>AWoolcock @ ProSidian.com</u> | 713.562.1832



# LUBZONE LUBZONE LUB CERTIFIED

### Welcome To Our Structured Approach To Strategic Solutions

ProSidian Consulting (ProSidian) welcomes this opportunity to present to you our qualifications and price list for the General Services Administration Mission Oriented Business Integrated Services Schedule. ProSidian is a management consulting firm with a reputation for its strong national practice spanning six solution areas including Risk Management, Energy & Sustainability, Compliance, Business Process, IT Effectiveness, and Human Capital (Talent Management).

Launched in 2004 by former Big 4 management consultants; throughout its existence, ProSidian has remained committed to the original mission of striving to be a top-tier advisory services firm, responsiveness to clients, provision of excellence with high levels of service, and upholding our values and ethical standards in all activities while giving back to the to the communities in which our consultants and their clients work and live.

The unique environment and varied constituency of government agencies present challenges to those who work in the Federal arena. ProSidian understands your needs and is committed to providing services in a manner that assists you both financially and operationally. We believe that by maximizing the value of our professional relationships with our clients, we build a solid foundation based on partnership. Our pledge of value delivers tangible and measurable result through a structured approach to strategic solutions.

Our Clients Receive "**Experienced Only Resources**" at Cost Competitive Rates with the skills, resources, experience, and commitment to assist Federal agencies and governmental entities in meeting the demanding requirements of today's Federal financial and management reporting environment. We fully understand the challenges faced by organizations while accomplishing their missions and are committed to helping agencies achieve their operational and organizational improvement goals. Our competitive advantage is our carefully selected and trained professionals, who not only understand your mission and business imperatives but also understand your organizational structure and management roles.

### We Deploy "Both" Cleared & Un-Cleared Professionals.

We look forward to meeting with you and discussing potential opportunities. Pursuant of our firm mission, "To help business leaders execute their internal initiatives", we infuse client teams with accomplished professionals, we partner with our clients to solve problems and drive internal change, and we help clients improve operations critical to business success. "To help our clients and our people excel", ProSidian Consulting has the ability to offer you the highest quality service possible, in the most efficient manner.



### Prosidian Consulting Strategic Partnerships Create Value On Three Levels

Very truly yours,

Prosidian Consulting, LLC - www.ProSidian.com





### **Primary NAICS Codes for ProSidian Consulting**

We bring a deep understanding of strategic business operations. Together with our expertise and that of our strategic alliance partners, ProSidian's insight leverages the capacity to quickly discern the unique nature of the client's needs and deliver results through a structured approach to tailored client solutions. Our approach differentiates us from other consulting organizations and helps us mitigate project risk with a single point of accountability for ProSidian Consulting projects.

We help clients improve operations critical to business success. ProSidian clients represent a broad spectrum of industries to include but are not limited to Manufacturing, Banking & Financial Services, Consumer Products & Retail, Energy & Utilities, Federal State, & Local Government Agencies. ProSidian Consulting has provided a number of services to the Federal industry such as the following:

| NAICS CODES FOR SERVICES OFFERED BY PROSIDIAN CONSULTING                  |  |  |  |  |  |  |
|---|--|--|--|--|--|--|
| 541611: Administrative Mgmt. & General Mgmt. Consulting Services          | 541720: Research and Development in the Social Sciences and Humanities |  |  |  |  |  |
| 541612: Human Resources Consulting Services                               | 541910: Marketing Research and Public Opinion Polling                  |  |  |  |  |  |
| 541613: Marketing Consulting Services                                     | 541930: Translation and Interpretation Services                        |  |  |  |  |  |
| 541614: Process, Physical Distribution, and Logistics Consulting Services | 541990: All Other Professional, Scientific, and Technical Services     |  |  |  |  |  |
| 541618: Other Management Consulting Services                              | 561110: Office Administrative Services                                 |  |  |  |  |  |
| 235990: Management Services   | 561210: Facilities Support Services                                    |  |  |  |  |  |
| 519190: All Other Information Services                                    | 561312: Executive Search Services                                      |  |  |  |  |  |
| 523910: Miscellaneous Intermediation                                      | 561320: Temporary Help Services  |  |  |  |  |  |
| 523920: Portfolio Management  | 561330: Professional Employer Organizations                            |  |  |  |  |  |
| 524298: All Other Insurance Related Activities                            | 561410: Document Preparation Services                                  |  |  |  |  |  |
| 541211: Offices of Certified Public Accountants                           | 561421: All Other Support Services Telephone Answering Services        |  |  |  |  |  |
| 541219: Other Accounting Services   | 561499: All Other Business Support Services                            |  |  |  |  |  |
| 541330: Energy Management Consulting and Services                         | 561621: Security Systems Services (except Locksmiths)                  |  |  |  |  |  |
| 541350: Building Inspection Services                                      | 561990: All Other Support Services                                     |  |  |  |  |  |
| 541490: Other Specialized Design Services                                 | 611430: Professional and Management Development Training               |  |  |  |  |  |
| 541511: Custom Computer Programming Services                              | 611699: All Other Miscellaneous Schools and Instruction                |  |  |  |  |  |
| 541512: Computer Systems Analysis, Design, And Integration Services       | 611710: Educational Support Services                                   |  |  |  |  |  |
| 541513: Computer Facilities Management Services                           | 624110: Child and Youth Services                                       |  |  |  |  |  |
| 541519: Other Computer Related Services                                   | 624190: Other Individual and Family Services                           |  |  |  |  |  |
| 541618: Utilities & Other Management Consulting Services                  | 801016: Project Management   |  |  |  |  |  |
| 541690: Other Scientific and Technical Consulting Services                | 921190: Other General Government Support                               |  |  |  |  |  |
|   | 928120: International Affairs  |  |  |  |  |  |

For engagement Services Solutions on behalf of Private Companies, Fortune 1,000 Enterprises, and Government Agencies of all sizes, ProSidian forms strategic alliances as may be necessary to leverage Joint Working Groups that provide a focused approach to serving and supporting mission-driven initiatives with an emphasis on enhanced capacity and a level playing field to deploy "Experienced Only" On-Demand Strategic Resources for highly trained, TS/SCI cleared, personnel with specialized skills and extensive operational experience.





### ProSidian SIN 874-1, 874-1(RC) MOBIS Consultation Services

ProSidian Consulting Services—Services may include providing expert advice, assistance, guidance or counseling in support of agencies' mission oriented bus iness functions. This may include studies, analyses, and reports documenting any proposed developmental, consultative or implementation efforts. provides advice, assistance, guidance, and counseling in support of agencies' management, organizational and business improvement efforts.

We help forward-thinking clients solve problems and improve operations. Launched by former Big 4 Management Consultants; our multidisciplinary teams bring together the talents of nearly 190 professionals nationally to complete a wide variety of engagements for Private Companies, Fortune 1,000 Enterprises, and Government Agencies of all sizes. Our Services are deployed across the enterprise, target drivers of economic profit (growth, margin, and efficiency), and are aligned at the intersections of assets, processes, policies, and people delivering value

Examples of consultation include but are not limited to: strategic, business and action planning; high performance work; process and productivity improvement; systems alignment; leadership systems; performance measures and indicators; process and productivity improvement; organizational assessments, cycle time; performance measures and indicators; program audits, evaluations, and customized training.

### **Prosidian Philosophy of Advisory Services**

ProSidian Consulting, LLC (ProSidian) has developed an effective advisory services methodology in order to help support MOBIS efforts within the federal government. ProSidian understands that success in MOBIS work requires the contractor to work with the client and within the client's environment, and to tap into the client's knowledge base. Furthermore, since MOBIS work is so often part of a larger process of improvement, the advisor needs to maintain both a firm sense of direction and the flexibility to change as the engagement develops.

Our Clients Receive "Experienced Only Resources" at Cost Competitive Rates. Additionally, MOBIS engagements usually require a multidisciplinary team to perform the broad tasks needed to improve organizations. ProSidian can provide such a team because we have worked on many advisory services engagements providing MOBIS-type services, such as our work with The Federal Deposit Insurance Corporation (FDIC) The American Legion, US Army Reserves Command, Department of Commerce, and The US State Department.

Risk Management | Compliance | Business Process | Project Management | IT Effectiveness | Energy & Sustainability | Human Capital





We strive to be Trusted Advisors for clients in the markets we serve, valued by our employees and respected by all for Excellence in Client Service and a Structured Approach to Strategic Solutions. At ProSidian, our team members have years of experience in the industry and consulting service professionals.

Most have been industry executives while others worked in Big 4 Consulting/Accounting Organizations. Others have served in the military or have had long Federal, State, or local Government careers. Therefore, we understand the challenges and needs of our clients. This means our advice is not theoretical.

To succeed, we bring together talented and committed people with diverse perspectives -- people who can challenge one another's thinking, people who





collectively approach problems from multiple points of view to add value to our clients in the markets we serve.

Our Approach: Value-Based Consulting - Management and Operations Focus

Solutions: Services and solutions practice spanning six solution areas including Risk Management, Compliance, Business Process, IT Effectiveness, Energy & Sustainability, and Human Capital.

Methodology: A more powerful, dynamic and adaptive approach to solving problems and improving operations than traditional consulting.

CONUS | OCONUS Value-Based Consulting Focuses On:

- Strategic value drivers (rather than localized, tactical, operational "improvements")
- Outcomes, rather than tasks
- . Improving both the performance AND capabilities of the client
- Dynamic, flexible consulting and change processes
- Client involvement, commitment, and ownership
- Organizational empowerment to create new sustainable results

ProSidian Engagement Teams operate within the uniquely strategic, operational and political environ of each client organization. We recognize that the dynamics of our clients' organization is complex and fluid so most often project deliverables and approach to services must mirror complexity and dynamism characteristics of the client – an adaptive response capability rather than a rigidly predetermined project plan.

#### What Sets Us Apart

### Cage Code #: 5CAP1 | Duns #: 828872981

ProSidian is a mission-driven Management and Operations Consulting Firm committed helping forward thinking clients solve problems and improve operations. Our Past performance, deep experience, tailored approach, and integrated service offering differentiate us from other service providers in our (Tier 2 - Tier 3) category - Check CPARS, Ask Us Why, & Ask Us How!!

#### SERVICE AREAS

- Program Management Organization Change Office Services Management, BPR Staff Augmentation Business Process Professional Services. Analysis, Enhancement, Task Orders Human Capital
  - & Support IT Effectiveness & . System Development Management Consulting .
- Strategy & Support Services Legislative,
- Regulatory, Program, and Policy Initiatives

Management

Effectiveness

Operational

Risk Management Training & Knowledge

PRIME NAICS CODES

CONTRACT VEHICLES

GSA MOBIS Contract #: GS-10F-0309Y

sht & 2015 by Rev Sidian Con-

Navy Seaport-e Enhanced: Contract: N00178-15-D-8378

Primary NAICS Code: 541611

- Analytics
- Execution Research and Policy Organizational Design

Compliance &

Business

Leadership

Executive Coaching

Predictive

Analytics

Thought

Leadership

Sustainability

Management Policy and

Development,

Internal Controls

Transformation

Strategic Planning

And Goal Setting

And Decision Support

Survey Design &

- - Strategy And Growth

Other Key NAICS Codes: 519180, 541219, 541330, 541511, 541513, 541519, 541612, 541613, 541614, 541818, 541690, 541910, 541980, 561110, 561210, 561320, 561499, 611430, 611699, 611710, 921190

SBA 8(a) Certification: P1051030 - Awarded 03.04.2013 Through 03.03.2022

- 14 KEY PROSIDIAN DIFFERENTIATORS
- 1. Cost Competitive Rates Lower Than Big 4 & National Firms
- 2 Tailored Solutions Based On Industry Leading Practices;
- 3. Our Clients Receive "Experienced Only Resources" Fellows w/ Equity in Each Engagement.
- 4. Direct Senior Leadership Involvement From Start-to-finish:
- 5. Your Partner Throughout The Entire Project Engagement Lifecycle 6. Deep Industry Expertise In The Markets We Serve
- 7. On-Demand Business Model & Experienced Only Personnel
- 8. Highly Referenceable On-going Fed Gov. Engagements As PRINE Contractor,
- 9. Training And Knowledge Management Utilized By Both Fed Gov. & State Gov
- 10. Management And Operations Consulting (PSS-MOBIS Contractor) w/ data-centric approach.
- 11. System And Custom Application Development Utilized By Several Federal Financial Entities;
- 12. Past Performance & Multiple Fed Gov. Project Deliverables Subject To (used In) Congressional Testin
- 13. High Value & High Quality Delivered To Private Companies, Fortune 1,000, and Government Agencies of all sizes;
- 14. High Client SERVQUAL Service Quality (SQ) Rankings on How Well Prosidian Delivers on its Promise.

### **CERTIFICATIONS & REPRESENTATIONS**

- In Addition To Tearning Agreements (TA) W/Large PRIMES, Prosidian Is A SB, MBE, 8(a), And SDB Entity
- . Prosidian Qualifies As A Small Business In Nost NAICS Codes .
- Presidian Has Strategic Subcontracts For Awards W Women-Owned (WOSB), HubZone, SDBS, & SDVOSB Small Business.
- Prosidian Has Financial Capacity, Service Capabilities, & Past Performance To Perform Contracts Of All Magnitudes Complexity
  - Structured Approach to Strategic Solutions www.ProSidian.com



We Operate in Cohesion with Clients in Dedication to Consistent High-Quality Deliverables; For Excellence in Client Service; While Tailoring Solutions Though a High Degree of Collaboration; "Experienced Only Resources"; And "Direct Senior Leadership Involvement from Start-to-finish".





### **Global Strategic Resource Allocation**

**The ProSidian Strategic Resource Allocation Model:** Our Global Strategic Resource Allocation Model (SRAM) responds to key business issues and imperatives with Cross-functional Framework for Advisory "On Demand" Support. Our model deploys Tier # 1 leadership expertise that is Gridscale Rampable with highly qualified industry specialists. We take both a tactical and, more importantly, a strategic approach in considering the Federal Govt. Client Mission to align the right people, at the right time, with mission-critical expertise and infrastructure capabilities...



### **Periodic Table Of ProSidian Services**

The Periodic Table of ProSidian Services displays the key components required for a successful client service or engagement strategy. As we grow and pursue new opportunities, new elements are added to illustrate combinations of solutions, services, and strategic resources. We codify strategic resources and service solutions according to the Periodic Table of ProSidian Services. The following infographic lists each section and combinations of ProSidian Service elements that we apply to the process of delivering excellence in client service based on the solutions we offer.



 Risk Management
 Energy & Sustainability
 Compliance
 Business Process
 Project Management
 IT Effectiveness
 Human Capital

 ProSidian Consulting, LLC | Charlotte NC | +1.800.597.6904 | +1-270.517.9048 | www.ProSidian.com
 © Corprignet model 7.1 ProSidian Consulting, LLC | ProSidian Consulting, LLC | ProSidian Consulting, LLC | Charlotte NC | +1.800.597.6904 | +1-270.517.9048 | www.ProSidian.com
 © Corprignet model 7.1 ProSidian Consulting, LLC | Automatical Reprint Reserved.



Similar to the usage of Periodic Tables in the scientific community which lists current and listing new elements; ProSidian Consulting uses a Periodic Table of ProSidian Services to categorize services, solutions, strategic resources, and business support we provide as we complete a wide variety of engagements for Private Companies, Fortune 1,000 Enterprises, and Government Agencies of all sizes. Our Services are deployed across the enterprise, target drivers of economic profit (growth, margin, and efficiency), and are aligned at the intersections of assets, processes, policies, and people delivering value.

### **Our Solution Sets – ProSidian Risk Management Solutions**

**Risk Management Solutions:** ProSidian Consulting Risk Management services respond to client requests to "Keep Us Out of Trouble" and "Make Our Business Better". Regardless of which lever, or combination of levers, an organization pursues to manage risk for better performance, a multifaceted approach is required. Private companies and government agencies that succeed in turning risk into results create competitive advantage by deploying strategic resources, making better decisions and reducing exposure to negative events.



### **Our Solution Sets – ProSidian Compliance Solutions**

**Compliance Solutions:** ProSidian assists clients with the delicate balance between independent action and internal control requirements. We work with clients to incorporate business drivers and critical mitigation activities based on management expectations of appropriate response to applicable laws, regulations, and standards. "The Big Picture" of our risk-based compliance approach is that we address obstacles that impede progress toward achieving objectives.





### **Our Solution Sets – ProSidian Business Process Solutions**

**Business Process Solutions:** Define, Measure, Analyze, Improve, Control, Execute, Manage, Optimize - All businesses have one thing in common \_ they're all different. Different plans. Different processes. Different cultures. At ProSidian, our Business Process Solutions help clients design, execute, manage, and optimize processes for sustainable advantage. We achieve effectiveness & efficiency through an American Society for Quality (ASQ) DMAIC Driven Process Classification Framework (PCF) that focuses on core processes to achieve dramatic improvements in productivity, cycle times and quality.



### **Our Solution Sets – ProSidian Program/Project Management Solutions**

**Program & Project Management Solutions:** ProSidian's AGILE Program & Project Management Methodology consistently delivers quality solutions while managing schedule, scope, risk, and budget. Our approach ensures that an effective project control infrastructure is in place to identify, track, and facilitate the resolution of issues.







## **Our Solution Sets – ProSidian Energy & Sustainability Solutions**

10

1

**Energy & Sustainability Services:** Energy markets are volatile and uncertain while operational requirements for Energy & Sustainability challenges existing organizational structures. ProSidian's Energy & Sustainability services transcend conventional service providers by tailoring solutions to the needs of our clients based on the organization's risk tolerance.

HUB70

CERTIFIED

ne



### **Our Solution Sets – ProSidian IT Effectiveness Solutions**

**IT Effectiveness Solutions:** We help private companies and government agencies of all sizes respond to challenges of planning, delivering, resourcing, & operating IT Initiatives within a complex changing business environment. We do this by working to identify the most important business outcomes, then helping design programs or strategically resourcing work streams that will impact the processes, people, and technology to deliver outcomes.







Schedule

### **Our Solution Sets – ProSidian Human Capital Solutions**

Human Capital Solutions: ProSidian Human Capital Solutions provide support for Human Resource Policies, Programs, and Systems with a focus in the functional areas of Global Strategic Resourcing And Analysis; Training & Knowledge Management; Talent Strategy & Change Management; and Leadership Development. We focus on improving the performance of Private Companies, Fortune 1,000 Enterprises, and Government Agencies of all sizes by developing effective organizations, groups, and individuals.

HUBZO

ERTIFIED

| STRATEGY  |  | TALENT<br>STRATEGY  | TARGET N<br>MEASUR   |   | PROCESS<br>GOVERNANC   | E  | TALENT<br>MOBILITY  |
|---|--|---|--|---|--|--|---|
| COMPETENCY  | Profiles   V   | alues   Leadership  | mental Assignm   | ients   |  |  |   |
| CULTURE   | Ethical Cult   | urej Risk Cutture) Go   | re   Risk Cuthure   Governance Culture   Workforce Culture   Industry Norms   Core Busicese Model  |   |  |  |   |
| TECHNOLOGY  | Enablets) In   | inovation   Requirem  | ente i Villizatio  | I   IT Effectives   | 0 <b>7</b> 5   |  |   |
| REANZATION  | Leadership   | Champions) Oversig  | hi Pérsonnés) I  | Strategic Person  | meli Operational P   | ersonnel  SME  | 's 5. Stakeholders  |
| PROCESS   | Assess   trip  | prove  Moniter   Org  | attization & Mi  | ssion Success   | Systems - Tools  | Metrics  |   |
| GLOBAL STR  |  | TRAINING & KNO<br>MANAGEN   |  |   | STRATEGY&  |  | ADERSHIP<br>ELOPMENT  |
| Taket Scrapholos<br>Taket Sonog And B<br>Laket Enviro Exhibit<br>Taket Midolly - Stole<br>Tarket Midolly - Stole<br>Tarket Midolly - Stole<br>Tarket Konstein<br>Maket Research SM<br>Maket Research SM<br>Midolly - Stolenov Response<br>Social Managetter Midd<br>Social Managetter Midd<br>Agite Represe Rule D<br>Tascoles Exacting | yy & Resourcing<br>E Augmentation<br>alogic Discress<br>ysis, Ansatzment<br>Acadyois | Selected (Doug Team)     Accessment & Direct<br>Classes (Denny)     Control & Annoneses     Control & Annoneses     Control & Annoneses     Control (Market)     Control ( | ment Consultan<br>gand<br>(Technologie)<br>promit Cologony<br>Companisation<br>an Trapport<br>Neglocal<br>Neglocal<br>Neglocal<br>Production B | Control Date     Control Date     Control Date     Control Date     Propertizing the     Proceed Date     Proceed Date     Control Date | Successie Planning<br>enversielt<br>(extensielt Sectors)<br>And Status<br>mathema<br>(Stapped<br>ant. & Austremes<br>wat<br>Villenew<br>Villenew<br>California Magnation, &<br>California Magnation, &<br>Californ | Unacoperated 1<br>- Training and S<br>- Kay Illian Roug<br>Trainit Samathe<br>Resources 10<br>- Proceeds and<br>- Conversation<br>- Conversa | New Year Support<br>exclusivers (1.1650/ec.el<br>charty Assessment)<br>in & Caroliana 2.5660/ec<br>recent & Caropery<br>way Support<br>& Carolia (Newskalan<br>comp Support 1.000/ec.el |

Risk Manage Energy & Sustainability | Compliance | Business Process | Project Management | IT Effectiveness ProSidian Consulting, LLC | Charlotte NC | +1.800.597.6904 | +1-270.517.9048 | www.ProEidian.com © CopyRight © 2017, PROSIDIAN CONSULTING, LLC, ALL Rights RESERVED. ent | Human Capital





### **Our Experience Assisting the Federal Government**

ProSidian Consulting, LLC (ProSidian) has broad experience assisting the federal government with improving the administration, management, and oversight of their programs and projects. ProSidian's experience preparing analytical studies and providing recommendations to various government clients directly relates to our MOBIS program work.

ProSidian has also provided performance assessments for federal agencies related to departmental streamlining initiatives in response and enhancement of government initiatives. ProSidian Consulting's subject matter, functional, and client service professionals work with the client's staff, to develop a "one team" structured approach to managing and planning the project. Below we discuss the most important action steps in both project and program management.

### **Define The Managing Principles**

(Program and Project Management) We work with agency management to define the program or project's scope, place boundaries around the project, identify a high-level schedule, and identify the extent of the project team's involvement. This helps to ensure that the client and the project team have the same understanding of project expectations and address potential problems in advance.

### Assemble The Team Structure And Staffing Profile

(Program and Project Management) Another objective of the project definition phase is to assemble and structure an appropriate team. Since project management involves the contractor working within the client's organizational structure, there exists a need for the client and contract or to work as one team.

### **Employ A Formal Lifecycle Methodology**

(Project Management) Just as the program is broken down into projects, the formal lifecycle methodology breaks down the project into smaller units of work (phases, activities, and tasks) where risk management and change management concerns can be addressed on a controllable scale.

### Utilize Well-Established And Structured Project Management Techniques

(Project Management) The ultimate product of the Project Planning phase is to produce a detailed work plan, using the lifecycle methodology and staffing plan. Standard planning steps and guidelines are established in order to develop consistent plans across teams.

### **Employ Policies And Procedures For Management Controls.**

(Program and Project Management) The formal lifecycle methodology simplifies the planning process by subdividing major work efforts into smaller units of work, but the same management controls must be in place for all levels of the project's management. The previously developed management plans are implemented and used to effectively manage the day-to-day activities of the project.

### Gradually Stand Down Project Organization.

(Project Management) The objective of the project close phase is to disband the project organization and environment in an organized manner once all objectives have been achieved and all detailed work plan tasks are complete. The project closing process is generally phased over a period of time, rather than culminating in a single event. The client staff must understand and support the project closing process in order to reduce final project implementation risks. The tasks defined in this phase are generally applicable to all projects.





### **ProSidian GSA Labor Category Descriptions**

A key component of our ability to help Federal Clients solve problems and improve operations is hiring, training, and maintaining highly skilled professional personnel. ProSidian Consulting Federal Business Functions professionals deliver world-class business solutions through Risk Management | Compliance | Business Process | IT Effectiveness | Energy & Sustainability | Human Capital Solutions. The general experience and functional responsibility represent the minimum qualifications for each category. We are pleased to offer you the service of our professionals using the following Business Functions Labor Categories. Resumes will be provided upon request.

### Labor Category Descriptions - Junior Consultant

#### **General Description**

A Junior Consultant (PH1) must possess a business-related Bachelor degree from an accredited university, or at least 10 years of experience in providing expert advice, or assistance in support an agency's business development functions. | Security Clearance: Either has or is capable of obtaining a security clearance if required.

#### **Detailed Description**

A Junior Consultant (PH1) has overall accountability for and will participate in experience in working on large, complex programs and services. Well versed in new forms of business and streamlining techniques as well as both commercial and government best practices and lessons learned. Experience performing in senior capacities in one or more client life-cycle disciplines (e.g., mission, business, and IRM planning; program management; technical; procurement; source selection; and contract management). Comfortable with interacting on a daily basis with customers' senior management and decision-makers.

#### **Functional Responsibility**

Experience in working on large, complex programs and services. Well versed in new forms of business and streamlining techniques as well as both commercial and government best practices and lessons learned. Experience performing in senior capacities in one or more client life-cycle disciplines (e.g., mission, business, and IRM planning; program management; technical; procurement; source selection; and contract management). Comfortable with interacting on a daily basis with customers' senior management and decision-makers.

#### **Project Experience**

They are qualified to perform such tasks as (a) Plan and manage the work of business architecture design project teams (b) Design and implement new organization structures (c) Conceptual design and development of training curricula (d) Work with client executives to facilitate organizational change programs and realize business goals (e) Lead clients through streamlining, re-engineering and transforming business processes (f) Ensure the consistency of quality across multiple projects (g) Manage multiple client contracts.

### Labor Category Descriptions - Senior Consultant

### **General Description**

A Senior Consultant (PH1) must possess a business-related Master's degree from an accredited university, or at least 15 years of experience in providing expert advice, or assistance in support an agency's Executive leadership. | Security Clearance: Either has or is capable of obtaining a security clearance if required.

#### **Detailed Description**

A Senior Consultant (PH1) has overall accountability for and will participate in client industry related experience in one or more of the client organizational lifecycle disciplines (e.g., mission, business, and IRM planning; program management; technical; procurement; source selection; and contract management). Provides expertise in a specialty area.

### **Functional Responsibility**

Client industry related experience in one or more of the client organizational life-cycle disciplines (e.g., mission, business, and IRM planning; program management; technical; procurement; source selection; and contract management). Provides expertise in a specialty area.

### **Project Experience**

They are qualified to perform such tasks as (a) Plan and manage the work of business architecture design project teams, (b) Design and implement new organization structures, (c) Conceptual design and development of training curricula, (d) Assist an organization translate its vision and strategy into core human resource and business processes, (e)Lead clients through streamlining, re-engineering and transforming business processes, (f) Develop and execute project budgets.

### Labor Category Descriptions - Program Manager

Risk Manage

### **General Description**



A Program Manager (PH1) possess must possess a business-related Master's degree from an accredited university or at least 15 years of experience in providing program management services in support of an agency's business development functions. | Security Clearance: Either has or is capable of obtaining a security clearance if required.

### **Detailed Description**

A Program Manager (PH1) has overall accountability for and will participate in a Senior organizational manager who possesses 15 or more years of experience operating at the SES level or senior GM (e.g., heads of Program Offices or major contracting organizations). Federal civilian agencies or equivalent positions in the military or industry. Examples include a former Senior Procurement Executive; Director of major Federal procurement programs; Director of a GSA Schedule Program; Director of a Government-Wide Management Program; Vice President or Director level within a large corporate entity; or for major government-wide programs. Can provide recommendations to senior agency management on organizational structure and process changes needed to implement efficient and effective acquisition processes. Facilitates cultural change discussions between government organizations and between government and industry.

### **Functional Responsibility**

A senior organizational manager who possesses 15 or more years of experience operating at the SES level or senior GM (e.g., heads of Program Offices or major contracting organizations). Federal civilian agencies or equivalent positions in the military or industry. Examples include a former Senior Procurement Executive; Director of major Federal procurement programs; Director of a GSA Schedule Program; Director of a Government-wide Management Program; Vice President or Director level within a large corporate entity; or for major government-wide programs. Can provide recommendations to senior agency management on organizational structure and process changes needed to implement efficient and effective acquisition processes. Facilitates cultural change discussions between government organizations and between government and industry.

### **Project Experience**

Supports and serves as a business associate, quality assurance director, and relationship manager with previous industry, military, or other relevant experience and can develop and maintain an executive level relationship to enhance business initiatives and co-developed strategic client solutions. They possess experience in business operations, change management efforts or business process, or another relevant client/industry experience and background. They have management input and guidance responsibility and authority for client engagements. In this capacity, they apply their extensive experience in planning and managing large-scale, complex projects to control overall project scope, budgets, and schedules for multi-project engagements. They perform such duties as (a) assist with the setting of overall policy direction for client engagements (b) support the communication with business functions and practice leaders as well as client executive management to ensure critical issues are addressed (c) assist in providing expert guidance to projects in industry and functional areas (d) act as senior client liaison (e) provide support to oversee contract and financial management of one or more client engagements that are connected with and tangential to their role as Vice President (Executive Fellow).

### Service Contract Act

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire MOBIS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when the contractor adds SCA labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish an SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

### **Education Substitutions**

### **Degree Experience Equivalent**

Bachelors Associates degree + 2 years of experience,
Masters Bachelors degree +2 years of experience, or Associates + 4 years of experience
Ph.D./Doctorate Masters + 2 years of experience or Bachelors degree + 4 years of experience or Associates + 6 years of experience

1 Years of experience state are in addition to the minimum requirement for the labor category description and may be used to satisfy education requirements. 2 Completion of higher education which has not yet resulted in a degree may be counted as 1 for 1 year of experience for each year of higher education and may be used to satisfy education requirements.

### **Experience** Substitutions

| Advanced Degree Equal to Years of Experience |   |  |  |  |  |  |
|--|---|--|--|--|--|--|
| Masters Degree                               | Masters Degree Equal to 3 years of Experience                 |  |  |  |  |  |
| Doctorate / PhD                              | Doctorate / Ph.D. Degree Equal to 3 years Years of Experience |  |  |  |  |  |

1 May be used when minimum Education requirements are met to satisfy experience requirements.







### ProSidian GS-10F-0309Y Labor Rates Sins: 874-1, 874-1(Ric)

The following represents the ProSidian GS-10F-0309Y Labor Rates Sins: 874-1, 874-1(Ric) for Integrated Consulting Services (Customer Site)

### Prosidian Consulting | GSA MOBIS Schedule: GS-10F-0309Y | SINS: 874-1, 874-1 (RC) Labor Rates

| # | Awarded Labor<br>Categories | Minimum Education | Minimum<br>Experience | Commercial Price<br>List (CPL) / Market<br>Price | Unit Of<br>Issue | Discount Offered To<br>GSA (Off CPL Or<br>Market Prices) (%) | Price Offered To<br>GSA (Excluding,<br>IFF) Exc75%<br>IFF | Price Offered To<br>GSA (Including<br>IFF) Inc75%<br>IFF |
|---|-----------------------------|-------------------|-----------------------|--|------------------|--|---|--|
| 1 | Junior Consultant I         | Bachelor Degree   | 10 years              | \$160.00   | Hour             | 36.50%   | \$101.39  | \$102.15   |
| 2 | Senior Consultant I         | Masters Degree    | 15 years              | \$261.00   | Hour             | 36.50%   | \$159.31  | \$160.50   |
| 3 | Program Manager I           | Masters Degree    | 15 years              | \$327.00   | Hour             | 36.50%   | \$182.48  | \$183.85   |
| 4 | Junior Consultant II        | Bachelor Degree   | 10 years              | \$168.00   | Hour             | 36.50%   | \$106.46  | \$107.25   |
| 5 | Senior Consultant II        | Masters Degree    | 15 years              | \$274.00   | Hour             | 36.50%   | \$167.22  | \$168.47   |
| 6 | Program Manager II          | Masters Degree    | 15 years              | \$343.00   | Hour             | 36.50%   | \$191.55  | \$192.99   |

### **Hourly Firm Fixed Prices**

### Prosidian Consulting | GSA MOBIS Schedule: GS-10F-0309Y | SINS: 874-1, 874-1 (RC) Labor Rates

| Dailev | Firm | Fixed | Prices |
|--------|------|-------|--------|
|--------|------|-------|--------|

| # | Awarded Labor<br>Categories | Minimum Education | Minimum<br>Experience | Commercial Price<br>List (CPL) / Market<br>Price | Unit Of<br>Issue | Discount Offered To<br>GSA (Off CPL Or<br>Market Prices) (%) | Price Offered To<br>GSA (Excluding,<br>IFF) Exc75%<br>IFF | Price Offered To<br>GSA (Including<br>IFF) Inc75%<br>IFF |
|---|-----------------------------|-------------------|-----------------------|--|------------------|--|---|--|
| 1 | Junior Consultant I         | Bachelor Degree   | 10 years              | \$1,280.00                                       | Day              | 36.50%   | \$811.12  | \$817.20   |
| 2 | Senior Consultant I         | Masters Degree    | 15 years              | \$2,088.00                                       | Day              | 36.50%   | \$1,274.44  | \$1,284.00   |
| 3 | Program Manager I           | Masters Degree    | 15 years              | \$2,616.00                                       | Day              | 36.50%   | \$1,459.85  | \$1,470.80   |
| 4 | Junior Consultant II        | Bachelor Degree   | 10 years              | \$1,344.00                                       | Day              | 36.50%   | \$851.65  | \$858.04   |
| 5 | Senior Consultant II        | Masters Degree    | 15 years              | \$2,192.00                                       | Day              | 36.50%   | \$1,337.76  | \$1,347.79   |
| 6 | Program Manager II          | Masters Degree    | 15 years              | \$2,744.00                                       | Day              | 36.50%   | \$1,532.41  | \$1,543.90   |

### **ProSidian Pledge To Actively Hire Military Veterans & Their Spouses**



ProSidian Consulting recognizes that military veterans and spouses have the education, diversity, and skills that our nation needs to be the most competitive, productive workforce in the world. Hiring veterans and their spouses as they relocate to new geographic locations is not only good for business, but it is the right thing to do as we thank them for their continued service to this nation.

As we work to offer a structured approach to strategic solutions that help forwardthinking clients solve problems and improve operations; we do so by pledging a commitment to actively hire veterans and spouses of the U.S. Armed Forces, Coast Guard, National Guard, and Reserves.

We value and recognize the leadership, training, character, and discipline that our veterans and members of the U.S. Armed Forces, Coast Guard, National Guard and Reserves, Coast Guard, National Guard and Reserves bring to our company and the American workforce.





### Instructions For Placing Orders For Services Based On GSA Schedule Rates

GSA provides a streamlined, efficient process for ordering the services you need. GSA has already determined that ProSidian Consulting, LLC meets the technical requirements and that our prices offered are fair and reasonable. Agencies may use written orders; facsimile orders, credit card orders, blanket purchase agreement orders or individual purchase orders under this contract. If it is determined that your agency needs an outside source to provide services, follow these simple steps:

### Step 1. Develop A Statement Of Work (Sow):

- In the SOW, include the following information:
  - Work to be performed,
  - Location of work,
  - Period of performance;
  - Deliverable schedule, and
  - Special standards and any special requirements, where applicable.

### Step 2. Select Contractor And Place Order:

- If the order is at or below the micro-purchase threshold, select the contractor best suited for your needs and place the order.
- If the order is exceeding but less than the maximum order threshold (MOT), prepare an RFQ;
- If the order is in excess of the MOT, prepare an RFQ. Consider expansion of competition and seek price reductions.

### Step 3. Prepare A Request For Quote (RFQ):

- Include the SOW and evaluation criteria;
- Request fixed price, ceiling price, or, if not possible, labor hour or time and materials order;
- If preferred, request a performance plan from contractors and information on past experience; and include information on the basis for selection.
- May be posted on GSA's electronic RFQ system, e-Buy

### Step 4. Provide RFQ To At Least Three Firms Including:

ProSidian Consulting (www.ProSidian.com)

### Step 5. Evaluate Offers, Select Best Value Firm, And Place Order:

- Evaluate The proSidian Consulting Offers,
- Select ProSidian as Best Value Firm,
- Place Order With proSidian Adrian Woolcock (AWoolcock @ ProSidian.com)

### **Prosidian Commitment To Promote Small Business Participation**

### Preamble

ProSidian Consulting, LLC provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged, veteran, and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community while participating in reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

#### Commitment

- To actively seek and partner with small, small disadvantaged, veteran, and women-owned small businesses.
- To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.
- To develop and promote company policy initiatives that demonstrate our support and facilitates awarding contracts and subcontracts to small business concerns.
- To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business who will supply products and services to our company.
- To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., that will seek to identify and increase small businesses with whom to partner.
- To publicize in our marketing publications our interest in meeting other small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with other small, small disadvantaged, veteran, and women-owned small businesses to promote and increase our participation in ordering activity contracts. To accelerate potential opportunities please contact: Adrian Woolcock; Phone: 800.597.6904 Ext 100; email: AWoolcock@ProSidian.com





### **About Prosidian Consulting, LLC**

ProSidian is a Management and Operations Consulting Firm focused on providing value to clients through tailored solutions based on industry-leading practices. We help forward-thinking clients solve problems and improve operations. Launched by former Big 4 Management Consultants; our Engagement Teams bring together talents of nearly 190 professionals nationally to complete a wide variety of services for Private Companies, Fortune 1,000 Enterprises, and Government Agencies of all sizes. When we say "Structured Approach To Strategic Solutions", we mean services deployed across the enterprise, targeting drivers of economic profit (growth, margin, and efficiency), and aligned at the intersections of assets, processes, policies, and people delivering value. For more information, visit www.ProSidian.com

### **Equal Opportunity Employer**

ProSidian Consulting, LLC is an Equal Opportunity Employer (EOE). Qualified applicants are considered for employment without regard to age, race, color, religion, sex, national origin, sexual orientation, disability, or veteran status. If you need assistance or an accommodation during the application process because of a disability, it is available upon request. The company is pleased to provide such assistance, and no applicant will be penalized because of such a request.

ProSidian's provides strategically diversified business and technical services focused Risk Management, Compliance, Business Process, IT Effectiveness, Energy & Sustainability, and Human Capital. Our service delivery model through a Structured Approach to Strategic Solutions helps us mitigate project risk and provide a single point of accountability for ProSidian Consulting, LLC projects that differentiates us from other consulting organizations. For more information, visit <a href="http://www.ProSidian.com">www.ProSidian.com</a>

Copyright © 2015 by ProSidian Consulting ("ProSidian"). All rights reserved. No parts of this document may be reproduced, transmitted or stored electronically without ProSidian's prior written permission. However, permission is granted for this document and the contents of this presentation to be shared among federal government and other ProSidian client stakeholders, buyers, contract personnel and collaborating partners for opportunities with Private Companies, Fortune 1,000 Enterprises, and Government Agencies of all sizes.

This document contains ProSidian's confidential or proprietary information. By accepting this document, you agree that: (1) if a pre-existing contract containing disclosure and use restrictions exists between your organization and ProSidian, you and your organization will use this information subject to the terms of expressed permission granted; or (2) if no expressed permission granted exists, you and your organization agree to protect this information and not reproduce or disclose the information in any way other than to be shared among federal government and other ProSidian client stakeholders, buyers, contract personnel and collaborating partners for opportunities based on the services and solutions we provide.

### Structured Approach To Strategic Solutions

#### www.ProSidian.com

Copyright © 2017 ProSidian Consulting, LLC All rights reserved. ProSidian Consulting, LLC, its logo, and Structured Approach to Strategic Solutions are trademarks of ProSidian Consulting, LLC