

# ProSidian Consulting, LLC



**Structured Approach to Strategic Solutions**

**Our Solutions In Detail For Program & Project  
Management**

**[www.ProSidian.com](http://www.ProSidian.com)**



Schedule Contract Holder  
Contract Number: GS-10F-0309Y

# Who Is ProSidian?

ProSidian an integrated management and operations consulting firm focusing on providing value to clients through tailored solutions based on industry leading practices. ProSidian's provides strategically diversified business and technical services focused Risk Management, Energy & Sustainability, Compliance, Business Process Improvement, Talent Management, Program/Project Management, and IT Effectiveness.

Linking strategy to execution, ProSidian assists client leaders in maximizing organization return on investment capital through design and execution of operations core to delivering value to customers. 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.

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.

Structured Approach To  
Strategic Solutions

[www.ProSidian.com](http://www.ProSidian.com)

- Risk Management
- Energy & Sustainability
- Compliance
- Business Process
- IT Effectiveness
- Talent Management



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*It Takes A Unique Perspective, “Experienced Only Resources”, And A Structured Approach To Strategic Solutions To Deliver Excellence And Recognize Opportunity.*

Our mission is to help business leaders execute internal initiatives. By infusing client teams with accomplished professionals, we partner with clients to solve problems and drive internal change.

ProSidian realizes this mission while maintaining responsiveness to clients, providing excellence in client service, and upholding our values and ethical standards.

By infusing client teams with accomplished professionals, we partner with clients to solve problems and drive internal change.

### ***What Sets Us Apart Is:***

- Multinational Client Exposure;
- Cost Competitive Rates Lower Than Big 4 & National Firms;
- Tailored Solutions Based On Industry Leading Practices
- Strategic Resourcing Fit Client Requirements & Timelines;
- Our Clients Receive “Experienced Only Resources”;
- Boutique Firm That’s Cost Effective & Gets The Job Done;
- Direct Senior Leadership Involvement From Start-to-finish;
- High Degree Of Collaboration With Your Staff;
- Your Partner Throughout The Entire Project Engagement Lifecycle;
- Deep Industry Expertise In The Markets We Serve;
- We Only Deploy Senior Level Individuals;
- Structured Approach To Strategic Solutions.

We strive to be a top tier advisory services firm in all activities while giving back to the communities in which our consultants and their clients work and live.

*Adrian Woolcock  
Managing Principal  
Since 2008*

[www.ProSidian.com](http://www.ProSidian.com)

## Our Integrated Approach Makes A Difference

ProSidian Consulting is in the business of helping clients improve operations critical to business success. We utilize the expertise of our professionals worldwide to help business leaders execute their internal initiatives. By infusing client teams with accomplished professionals, we partner with our clients to solve problems and drive internal change.

ProSidian Consulting is competitively positioned within the Tier 2 - Advisory, Consulting, Outsourcing, Systems Integration and Tier 3 - Interim Management and Support space for services categorized under the Primary NAICS Code(s) for 541611: Administrative Management and General Management Consulting Services.

We deliver excellence in service through ProSidian's Advisory "On Demand" Model with Big 4 Leadership and Expertise, Custom Teams built to Suit - Deep industry expertise in the markets we serve, and a rampable and scalable / compelling value proposition.

Through our sole source delivery capabilities or by teaming with Tier 1 where it makes sense, we offer a blended flex model of highly qualified industry specialists with ability to be your partner throughout the entire project lifecycle.

We only deploy senior level individuals. Our attractive, value pricing / flexible staffing model create the competitive positioning of a boutique firm that's cost effective and gets the job done. We employ "both" cleared & un-cleared professionals.

Tier 1 Advisory, Consulting, Outsourcing, Systems Integration	Tier 2   ←   →   Tier 3 Advisory, Consulting, Outsourcing, Systems Integration      Interim Management and Support	Tier 4 Sub-Manager Level Staffing
	Risk Management, Compliance, Business Process, Energy & Sustainability, Technology, Talent Mgmt., Program Mgmt.	
<ul style="list-style-type: none"><li>▪ National Public Accounting Firms</li><li>▪ Audit Firms</li><li>▪ Full Service Model</li><li>▪ Premium Price</li></ul>	<b>ProSidian Consulting Advisory “On Demand” Model</b> <ul style="list-style-type: none"><li>✓ Big 4 Leadership and Expertise</li><li>✓ Custom Teams built to Suit - Deep Industry Expertise In The Markets We Serve</li><li>✓ Rampable and Scalable / Compelling Value Proposition</li><li>✓ Sole Source Delivery or Will Team With Tier 1 Where It Makes Sense</li><li>✓ Blended Flex model of highly qualified industry specialists</li><li>✓ Ability To Be Your Partner Throughout The Entire Project Lifecycle</li></ul>	<ul style="list-style-type: none"><li>▪ Staffing Firms</li><li>▪ Resource Turnover</li><li>▪ Inconsistent Delivery</li><li>▪ Off Shoring</li><li>▪ Generalists</li></ul>
<ul style="list-style-type: none"><li>- High profile engagements where large firm credentials are required to offer credibility- not necessarily reduced risk.</li><li>- Larger engagements where staff bench resources are utilized for long periods of time.</li><li>- Positioned for audit opinions and attestations</li></ul>	<ul style="list-style-type: none"><li>- Senior Interim Management Services</li><li>- Program/Project Oversight And QA Services</li><li>- Our Clients Receive “Experienced Only Resources” at Cost Competitive Rates</li><li>- We Only Deploy Senior Level Individuals</li><li>- Sole source delivery or will team with Tier 1 where it makes sense</li><li>- Rapid and (mostly) local deployment</li><li>- Attractive, value pricing / Flexible Staffing Model</li><li>- Boutique Firm That's Cost Effective And Gets The Job Done</li><li>- Direct Senior Leadership Involvement From Start-to-finish</li><li>- High Degree Of Collaboration With Your Staff</li><li>- <b>We employ “BOTH” cleared &amp; un-cleared professionals.</b></li></ul>	<ul style="list-style-type: none"><li>- Permanent job seekers that seek to “bridge the gap” between assignments.</li><li>- Analyst and staff level staff augmentation.</li><li>- Multiple vendors servicing a client, fragmented and inconsistent.</li><li>- Low Price</li></ul>
<ul style="list-style-type: none"><li>▪ Fixed Professional Staff</li></ul>	<ul style="list-style-type: none"><li>▪ Flexible Professional Staff</li></ul>	<ul style="list-style-type: none"><li>▪ Staff Augmentation</li></ul>

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*"You never change things by fighting the existing reality.*

*To change something, build a new model that makes the existing model obsolete."*

*— Richard Buckminster Fuller*



## Our Business Is Organized To Serve Your Business

ProSidian Consulting is a Management and Operations Consulting Firm with a reputation for its strong national practice spanning six solution areas of Risk Management, Energy & Sustainability, Compliance, Business Process, IT Effectiveness, and Talent Management.

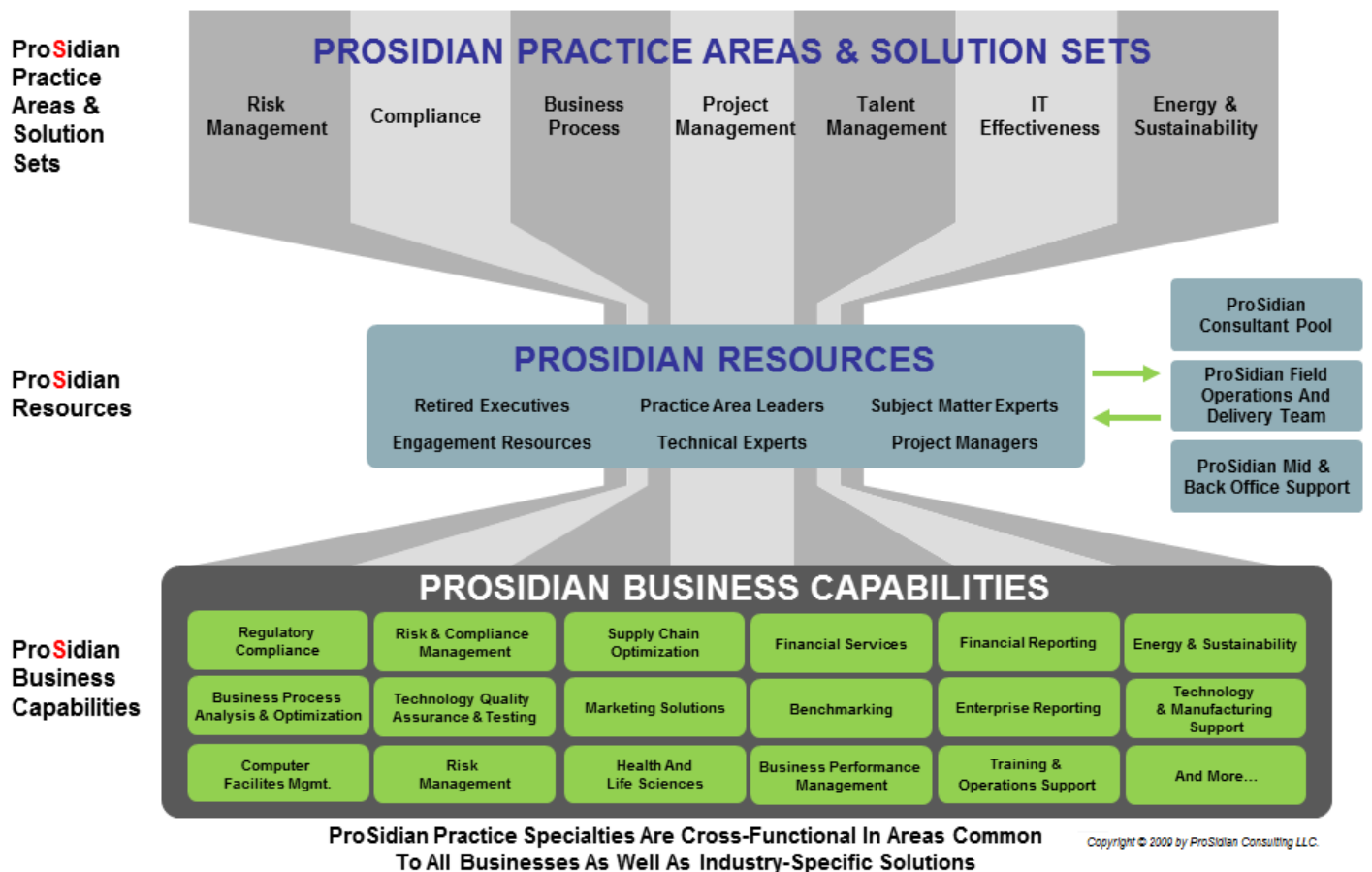
### ProSidian Value Proposition

We offer **"Experienced Only"** resources and a **"Structured Approach To Strategic Solutions"** to partner with clients and execute strategic initiatives faster, more streamlined, and with less risk. Our strategically diversified business and technical services link strategy to execution so that ProSidian can assist client leaders in improving operations and maximizing organization return on investment capital.

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.

Whether there is a focus on the Back Office requirements, implementing performance evaluation parameters, or streamline processes; ProSidian's client delivery teams help provide solutions that match strategies & results while providing sustainable & profitable returns.

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.







***A Culture Of Seeing, Understanding,  
And Managing Program & Project  
Management***

We seek to be the employer of choice for management and operations consulting professionals with industry-specific knowledge, a demonstrated track record of excellence in client service, and a desire to be part of a high performing culture that recognizes and rewards performance.

## Our Engagement Philosophy

The new pace of business requires organizations to perform with greater velocity. Your strategies and people need to hit the ground running. We understand the business of our clients and work to develop and deliver custom-made, innovative solutions that ensure efficient by enhancing management capabilities.

We strive to be trusted advisors not consultants. Through design and execution of operations core to delivering value to customers, 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.

The ProSidian philosophy is that we deploy strategic resources to engage clients at the right level to turn strategy into execution. Our end game is execution and improvement in operations through knowledge transfer so clients can achieve and sustain success with every initiative.

## Our Management Consulting Pathways

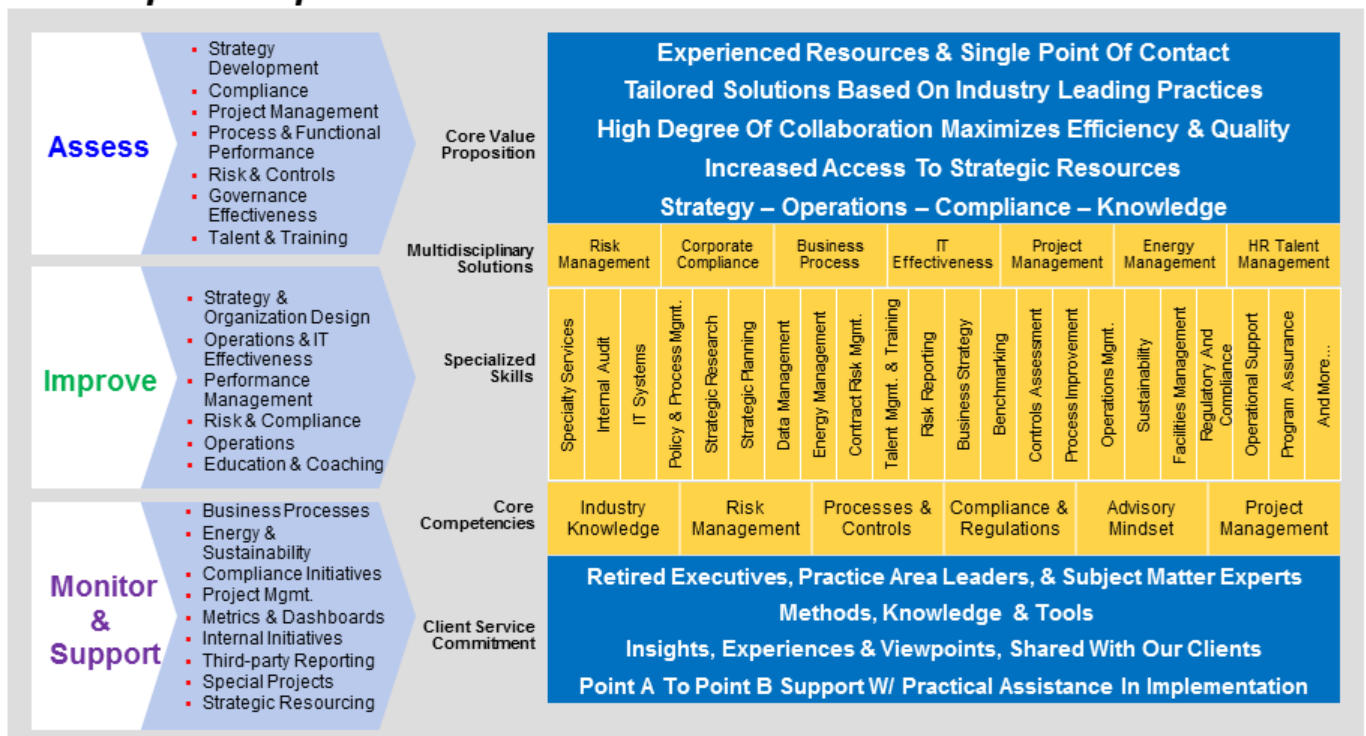
During 2008 we re-launched the firm with focus on client results first and foremost through a culture where team dynamics, entrepreneurial spirit, and respect for the individual form the cornerstone of advisory services.

The firm's core offerings are aligned with the drivers of economic profit (growth, margin and efficiency), and deployed across the client's entire value chain. These core offerings target different aspects of a client's value chain across the enterprise and at the intersections of assets, processes, policies and people delivering value.

One factor anticipated was just how important the strength of our industry and technical professionals would become and the extent to which deploying **"Experienced Only"** professionals it would differentiate us from many of our competitors.

## What We Do... Help Clients Improve Operations

## How We Do It...





We have chosen to compete on the basis of industry and technical expertise by focusing on strategically diversified business and technical services for ***Program & Project Management Solutions.***



***Bringing Our  
Expertise In Program  
& Project  
Management & A  
Structured Approach  
To The Markets We  
Serve***

As technology and innovation creates change, we are committed to anticipating the impact of those changes, determining how they will shape the needs of our current

and future clients and meeting those needs where we have the opportunity to do so while focusing on excellence and profitability.

## Our Program & Project Management

### Solution Set

Effective Program & Project Management is increasingly seen in the marketplace as the most critical component of mission success. In today's organizations, a myriad of concurrent projects are often managed in silos, with no single governing body responsible for ensuring success across the spectrum.

With the increasing focus on the project based workforce, flexible work arrangements, and strategic resourcing, private companies and government agencies of all sizes are rethinking how best to drive performance through complex program and project management.

ProSidian project management professionals are dedicated practitioners who subscribe to the Project Management Body of Knowledge (PMBOK), maintain some of the industry's top certifications including CAPM, PMI-SP, PMI-RMP, PMO, PgMP, and are recognized based on their achievements, education, and training.

Our Program Advisory Services (PAS) leverage specific expertise to offer cutting-edge tools, strategies and resources that help build and maintain a robust and effective solution for commercial or government projects.

We support enterprise technology initiatives, new and

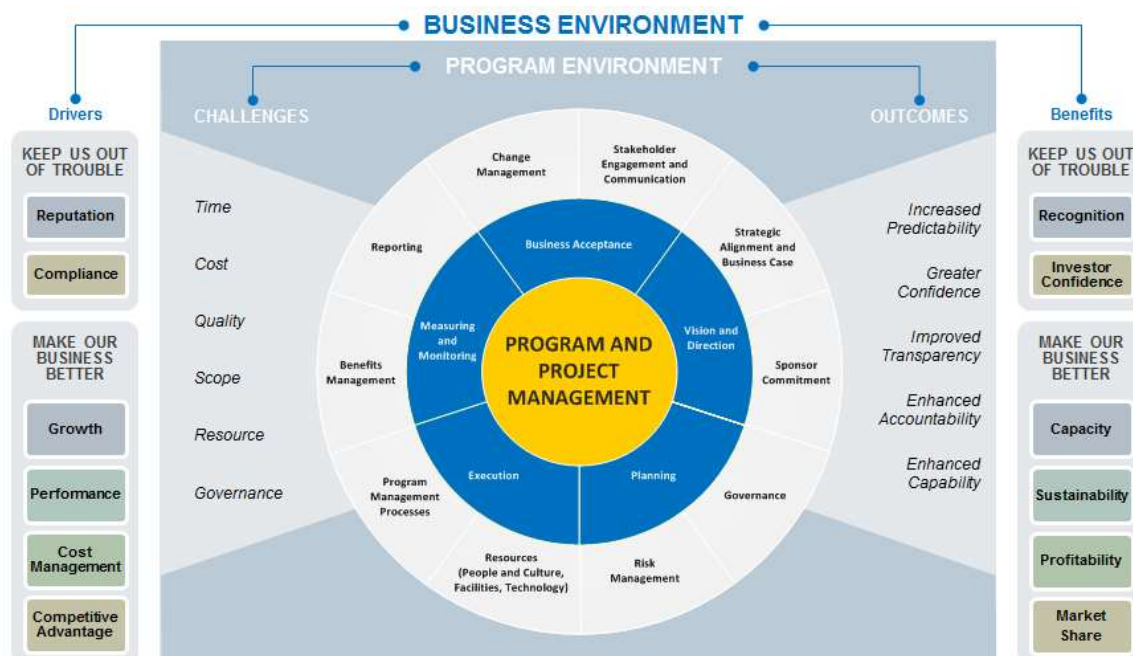
changed business models, and overall changes to organizational structure and capabilities. We support the automation of process and management activities that assist in effectively managing the business and creating project success.

Our industry experience informs us and allows us to create synergies and add value to clients through an understanding of not only complex project management, but also risk management, compliance, business processes, and change management.

ProSidian's Program & Project Management Practice is designed to deliver the project professionals who can bring the tools, methodologies, and processes necessary for managing large programs and projects.

We provide engagement teams experienced in directing, controlling, administering, and regulating complex project management initiatives or new programs. Our approach differentiates us from other organizations with a focus on risk mitigation and a single point of accountability for ProSidian projects.

Our ANTHEM Project Management Methodology and strategic resourcing focuses on results through execution, including critical stage progression, deliverable milestones, and mission success.



## Discussing The Framework

ProSidian's Program & Project Management capabilities address the current business environment and incorporate drivers and challenges inherent in a process of effective program control. We ensure project deliverables meet and exceed mission objectives with identified outcomes and benefits.

Our Program Management Plan (PMP) is incorporated as part of ProSidian's Program Advisory Services (PAS) to our client's assistance in proactively identifying and managing the risk associated with significant programs and projects.

- **Planning:** Activities at multiple levels taking place with different goals and across stakeholder groups
- **Client Service Charter:** To ensure our approach is in line with client expectations, we develop a Client Service Charter that documents and communicates our understanding of the client's needs and expectations.
- **Governance:** Defined roles and responsibilities, and providing oversight.
- **Management:** Planning and administering both projects and the overall program.
- **Financial Management:** Implementation of specific fiscal practices and controls.
- **Infrastructure:** The program office, technology, and other factors of client engagements supporting the program effort.
- **Strategic Resourcing:** A flexible approach to client engagement, working closely with clients to deliver with resources and strategy that suits the business.
- **Change Management:** The ADKAR Model for change that sets a framework for business management and actions to facilitate communication between key managers and employees.

ProSidian's Program Advisory Services (PAS) include a comprehensive set of services aimed at the critical areas of program or project delivery including: business acceptance, vision & direction, planning & execution, and measuring & monitoring.

Our framework sets the optimal guidelines for which any program and project should follow – *programs and projects set up to meet key business drivers while delivering the anticipated benefits.*

To align with the optimal guidelines our engagements teams establish core governance structures that allow teams to manage various work streams or project tracks across the enterprise given the typical challenges faced and provide successful outcomes.

*Drivers and Challenges* – represent key stakeholder areas of concern such as reputation and compliance. Within the areas of concern are objectives for growth, performance, cost management, and competitive advantage.

*The Inner "Wheel" Circle* - The "wheel" in the center divides the key elements and stages of a typical program which enable issues to be categorized and dealt with appropriately.

*Outcomes and Benefits* - The right hand side of the framework illustrates outcomes and potential benefits in applying this methodology and the associated disciplines.

Our teams analyze specific drivers and challenges as well as target outcomes and benefits to focus on key elements of the program or project management initiative to co-develop client centric solutions that achieve the desired outcomes of greater capacity, sustainability, profitability, and market share.

**EXAMPLE TOPICS INCLUDE:** vision and direction; planning; business case; sponsor commitment; strategic alignment; governance; risk management; strategic resources; communication and issue resolution; measuring and monitoring; program processes; reporting; business acceptance; change management

Within a defined beginning and end (usually time-constrained, and often constrained by funding or deliverables), our Program & Project Management capabilities help to meet unique goals and objectives to bring about beneficial change and added value.

## Program & Project Management Engagement Strategy

As clients strive to attain their objectives, the ProSidian focus on the Program & Project Management Engagement Lifecycle is divided into five stages: Strategic Analysis; Opportunity Analysis; Program & Project Management Development; Program & Project Management Execution; and Program & Project Management Effectiveness.

- **STRATEGIC ANALYSIS:** clarity of purpose drives success.
- **OPPORTUNITY ANALYSIS:** know the organization, build relationships with all stakeholders.
- **PROGRAM & PROJECT MANAGEMENT DEVELOPMENT:** what you don't know will hurt you.
- **PROGRAM & PROJECT MANAGEMENT EXECUTION:** the 'best' approach is the most workable.
- **PROGRAM & PROJECT MANAGEMENT EFFECTIVENESS:** getting it right in the end means getting it right at the start.

Through continuous improvement, leading companies typically adopt a value system that places increased emphasis on customer needs while reducing organizational layers and eliminating unproductive activities. In doing so, they redesign functional organizations into cross-functional teams and leverage technology and processes enhancements to improve data dissemination and decision making.

Our Program & Project Management framework was developed to facilitate organizations' efforts to address the evolving mandate for Business Excellence. We leverage a standard Process Classification Framework (PCF) as an open standard to facilitate improvement through process management and benchmarking, regardless of industry, size, or location.



Expertise and a structured approach to strategic solutions is essential in order to adequately evaluate Program & Project Management initiatives and in implementing appropriate solutions to create change and execute management's objectives.



***Client Centric Program  
& Project Management  
Deliverables***

Not only do our management and operations consultants have the know-how, but they have the practical experience that allows them to speak with our clients in the language of their own businesses in order to better understand their needs and implement solutions



## Program & Project Management

### Overall

Organizational performance alignment is the linking of organizational goals and objectives with performance. This is perhaps the greatest challenge to implementing world class performance management solutions.

Most organizations have problems aligning and relating strategy and plans with operations, enterprise application architecture and information systems with business processes; the organization with business operations, stakeholder needs with product and service development, outsourced services with internal operations, human resources with business needs, tangible assets with intangible assets, management policies and decisions with business change, information reported with the actual business, and so on.

We work with clients to view improvements in processes and resulting operations through a lens that focuses on aligning performance to the organization's finances, people, processes, and systems.

We do this by working to identify the most important business outcomes, then helping design programs or strategically resourcing work streams that impact the processes, people and technology to deliver outcomes.

Whether you are looking for a way to create efficiencies, analyze the work that is being done, or provide better customer service or innovation, you are ultimately looking for a tool to better understand processes.

ProSidian's Program & Project Management professionals have significant industry specialization and offer a structured approach to strategic solutions.

We leverage a standard Process Classification Framework (PCF) - taxonomy of cross-functional operating and management processes that enable objective comparison of organizational performance.

With our vast exposure to the both private and public sector organizations, we have seen "Best in Class" processes and have the experience to identify those processes that are in need of refinement within your organization.

We work with you to determine best practices and help with the transition to implementation. We overlay our solutions sets for the services we offer and tailor solutions to provide a framework for enhancing processes so clients refine productive, consistent and reliable operations, resulting in reduced project risk and increased profitability.

We also assist with training and knowledge sharing for processes and utilize metrics to track improvement and the resultant impact. What does this mean for your business? Better Practices, Better Projects, Better Profits.

Our Program & Project Management Services leverage specific expertise to offer cutting-edge tools, strategies and resources that help build and maintain robust and effective solutions for private companies and government agencies of all sizes.

- Risk Management
- Energy & Sustainability
- Compliance
- Business Process
- IT Effectiveness
- Talent Management



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## ***We Get Involved In The Community***

We value responsiveness to clients, provision of excellence with high levels of service, and upholding our values and ethical standards in all activities. All while giving back to the communities in which our consultants and their clients work and live.

## ***We Get Involved In The Community***

We continue to maintain a high-quality, highly collaborative engagement philosophy and the performance of our client deliverables have been rewarded.

We value responsiveness to clients, provision of excellence with high levels of service, and upholding our values and ethical standards in all activities. All while giving back to the communities in which our consultants and their clients work and live.

Corporate social responsibility is also an integral part of our firm and is reflected in ProSidian's vision, mission and values.

We are committed to providing the highest level of service and upholding our values and ethical standards in all firm activities.

We are committed to providing the highest level of service and upholding our values and ethical standards in all firm activities.

We put the interests of our employees, clients, communities, and the environment at the forefront of ProSidian's strategies and goals.

Our mission is to provide a Structured Approach To Strategic Solutions tailored to the client's needs and objectives while maintaining a continued commitment to practices that recognize the central role that business plays in society.

***We Get Involved*** - ProSidian Consulting Is Proud To Sponsor Of The Following Charities And Organizations.

<b>ACCION INTERNATIONAL</b>	The mission of ACCION International is to give people the tools they need to work their way out of poverty. <a href="http://www.accion.org/">www.accion.org/</a>
<b>BLACK PROFESSIONALS IN INTERNATIONAL AFFAIRS</b>	BPIA is a charitable, non-profit membership association founded to increase the involvement of African Americans & others of African heritage in international affairs. <a href="http://www.Charitywater.org">www.Charitywater.org</a>
<b>BOY SCOUTS OF AMERICA</b>	The Boy Scouts of America is one of the nation's largest and most prominent values-based youth development organizations. <a href="http://www.csdw.org/">www.csdw.org/</a>
<b>CHARITY WATER</b>	The Charity Water Organization funds direct costs associated with the construction and maintenance of drinking water wells in addition to training community members to maintain their new water source. <a href="http://www.charitywater.org">www.charitywater.org</a>
<b>CHILDREN'S SAFE DRINKING WATER</b>	The Children's Safe Drinking Water program provides clean drinking water to people who really need it. <a href="http://www.csdw.org">www.csdw.org</a>
<b>HARVEY B. GANTT CENTER</b>	Hewitt Education Fund - The Hewitt Education Fund supports education and outreach programming at the Harvey B. Gantt Center for African-American Arts + Culture. <a href="http://www.ganttcenter.org">www.ganttcenter.org</a>
<b>MECKLENBURG COUNTY BAR</b>	Mecklenburg County Bar serves the public and the Bar members in improving and preserving the administration of justice, and to assist the North Carolina State Bar as described by statutory requirements. <a href="http://www.meckbar.org">www.meckbar.org</a>
<b>PAT'S PLACE CHILD ADVOCACY CENTER</b>	Pat's Place Child Advocacy Center in Mecklenburg County serving children from birth to age 18. <a href="http://www.patsplacecac.org">www.patsplacecac.org</a>
<b>THE MINT MUSEUM</b>	The Mint Museum is a non-profit Arts organization whose mission is to provide a unique gathering place for people to experience art. <a href="http://www.mintmuseum.org">www.mintmuseum.org</a>
<b>HABITAT FOR HUMANITY</b>	Habitat for Humanity International is founded on the conviction that every man, woman and child should have a decent, safe and affordable place to live. <a href="http://www.habitat.org">www.habitat.org</a>

## *Managing Our Growth Proactively*

Managing our growth proactively to ensure we preserve that reputation is a responsibility we take seriously, and this theme will remain a core part of our strategy as ProSidian Consulting continues to grow.



We also maintain our commitment to keeping ProSidian Consulting on the front edge of management and operations consulting solutions — and that means having a knowledgeable and engaged staff dedicated to keeping knowledge and expertise current.

## ***We Manage Our Growth Proactively***

***"Our whole objective is for our clients to win. We never take our eye off this goal."***

ProSidian Consulting delivers a ***Structured Approach To Strategic Solutions***. We only undertake engagements where we are sure we add value and surpass client objectives - otherwise it is expensive for the client, costly in terms of time and destroys their brand as well as our own.

At ProSidian Consulting, Our team members have years of experience as industry and consulting service professionals. Most have been industry executives while others worked in Big 4 Consulting/Accounting Organizations. Consequently we understand the challenges and needs of our clients. This means our advice is not theoretical.

Indeed to the contrary the experience of our team, individually and collectively, is in constant demand. 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.

We also maintain our commitment to keeping ProSidian Consulting on the front edge of management and operations consulting solutions — and that means having a knowledgeable and engaged staff dedicated to keeping knowledge and expertise current.

We Welcome New Challenges And Look Forward To Making Clients Happy And Successful.

- Risk Management
- Energy & Sustainability
- Compliance
- Business Process
- IT Effectiveness
- Talent Management



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***Learn more about ProSidian Consulting at [www.ProSidian.com](http://www.ProSidian.com)***



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