



Mission Oriented Business Integrated Services (MOBIS)

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

ProSidian.com





GENERAL SERVICES ADMINISTRATION (GSA) **FEDERAL SUPPLY SERVICE (FSS)**

Authorized Federal Supply Schedule

MISSION ORIENTED BUSINESS INTEGRATED **SERVICES (MOBIS)**

ProSidian Consulting, LLC
5500 Open Book Lane
Charlotte, NC 28270
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Internet: www.ProSidian.com
Facsimile: 270.517.9048

Contract Administration: Adrian Woolcock
E-Mail: awoolcock@ProSidian.com

Contract Number: GS-10F-0309Y

Period Covered by Contract: May 18, 2012 - May 17, 2017
Federal Supply Group: 874
Federal Supply Class: R499

Business Size: Small Business

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!™**, a menu-driven database system. The INTERNET address for **GSA Advantage!™** 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>

PROSIDIAN GSA MOBIS SCHEDULE: GS-10F-0309Y

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**GENERAL SERVICES ADMINISTRATION SERVICES
FEDERAL ACQUISITION SERVICE**



AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

Schedule Title: Mission Oriented Business Integrated Services (MOBIS)
Federal Supply Group: 874
Class: R499
Contract Number: GS-10F-0309Y
Contract Period: May 18, 2012 through May 17, 2017

Contractor: ProSidian Consulting, LLC
5500 Open Book Lane
Charlotte, NC 28270
Internet: www.ProSidian.com

Contact for Contract Administration Contact & Ordering:

Adrian Woolcock
Managing Principal / Federal Contracts Manager
E-Mail: awoolcock@ProSidian.com
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Facsimile: 270.517.9048
Internet: www.ProSidian.com

Business Size: Small Business

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MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS) - SCHEDULE 874

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.

As a MOBIS contractor, ProSidian Consulting, LLC 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; government reinvention initiatives such as benchmarking and streamlining.

Through the MOBIS Schedule, ProSidian Consulting can help federal agencies and private sector clients improve performance and accomplish mission goals with specialized consulting and training services, facilitation, surveys, competitive sourcing and project management.

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

PROSIDIAN STATUS	SIN NUMBER	SIN NAME
AWARDED	874 1	MOBIS Consulting Services
NOT AWARDED	874 2	MOBIS Facilitation Services
NOT AWARDED	874 3	MOBIS Survey Services
NOT AWARDED	874 4	MOBIS Training Services
NOT AWARDED	874 5	MOBIS Support Products
NOT AWARDED	874 6 ¹	Acquisition Management Support
NOT AWARDED	874 7	Program and Project Management
NOT AWARDED	874 8	DAU and FAI Certified DAWIA and FAC Acquisition Workforce Training for GS-1102 and non-1102 Personnel
NOT AWARDED	874 9	Off-the-Shelf and Customizable Print, Audio, and Visual Instructional Training Devices - Off-the-Shelf Training Devices
NOT AWARDED	874 99 ²	Introduction of New Services

¹ Contractors shall provide professional support services to agencies in conducting federal acquisition management activities. Services covered by this SIN are:

- Acquisition planning assistance, including market research and recommending procurement strategy.
- Acquisition document development, including cost/price estimates, quality assurance surveillance plans, statements of work, synopses, solicitations, price negotiation memoranda, etc.
- Expert assistance in supporting proposal evaluations, including price/cost analysis or technical proposal analysis.
- Contract administration support services, including assistance with reviewing contractor performance, developing contract modifications, and investigating reports of contract discrepancies.
- Contract close-out assistance.
- Competitive Sourcing support, including OMB Circular A-76 studies, strategic sourcing studies, privatization studies, public-private partnerships, and Federal Activities Inventory Reform (FAIR) Act studies.

² This is the vehicle for the introduction of procedures or products existing in the commercial market that are being developed, improved or have not yet been introduced to the federal government or are not currently available under any GSA contract.



CUSTOMER 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 in 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 on 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.

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 acceptable 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
5500 Open Book Lane Charlotte, NC 28270
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)

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

Mail and Federal Express

ProSidian Consulting, LLC AP-AR Invoicing
5500 Open Book Lane, Charlotte NC 28270
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 on 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 under 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 under this Schedule.

24a. Special attributes such as Environmental Attributes (e.g., Recycled Content, Energy Efficiency, and/or Reduced Pollutants)

Not applicable under 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.



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 HR 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 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 EMPLOY “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.

Very truly yours,

PROSIDIAN CONSULTING, LLC



FIRM OVERVIEW

ProSidian Consulting, LLC is an integrated consulting services 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, HR Talent Management, Program/Project Management, and IT Effectiveness (Information Technology/Staff Augmentation).

Linking strategy to execution, ProSidian assists client leaders in maximizing company 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. 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 Management And General Management Consulting Services	541690: Other Scientific And Technical Consulting Services
235990: Management Services	541990: All Other Professional, Scientific, And Technical Services
519190: All Other Information Services	561210: Facilities Support Services
541219: Other Accounting Services	561312: Executive Search Services
541330: Energy Management Consulting And Services	561320: Temporary Help Services/ Program Management Support
541512: Computer Systems Analysis, Design, And Integration Services	561499: All Other Business Support Services
541511: Custom Computer Software Programming Services	611710: Educational Support Services
541612: Human Resources Consulting Services	
541614: Process, Physical Distribution, and Logistics Consulting Services	
541910: Marketing Research and Public Opinion Polling	611699: All Other Miscellaneous Schools And Instruction
541513: Computer Facilities Management Services	801016: Project Management
541618: Utilities Management Consulting Services	921190: Other General Government Support
541690: Energy Consulting Services	611430: Professional And Management Development Training

ProSidian Consulting, LLC is dedicated to helping our clients and people excel. For more information, please visit our web site at www.ProSidian.com.



MOBIS SERVICES AND PRODUCTS

SIN 874-1, 874-1(RC) CONSULTATION SERVICES

ProSidian Consulting Services—Services may include providing expert advice, assistance, guidance or counseling in support of agencies' mission oriented business 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.

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 CONSULTING, LLC'S 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 on 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) and The American Legion.



PROSIDIAN CONSULTING ADVISORY SERVICES

OUR BUSINESS IS ORGANIZED TO SERVE YOUR BUSINESS

ProSidian
Practice
Areas &
Solution
Sets

PROSIDIAN PRACTICE AREAS & SOLUTION SETS

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

ProSidian
Resources

PROSIDIAN RESOURCES

Retired Executives Practice Area Leaders Subject Matter Experts
Engagement Resources Technical Experts Project Managers

ProSidian
Consultant Pool

ProSidian Field
Operations And
Delivery Team

ProSidian Mid &
Back Office Support

ProSidian
Business
Capabilities

PROSIDIAN BUSINESS CAPABILITIES

Regulatory Compliance	Risk & Compliance Management	Supply Chain Optimization	Financial Services	Financial Reporting	Energy Management
Business Process Analysis & Optimization	Technology Quality Assurance & Testing	Marketing Solutions	Benchmarking	Enterprise Reporting	Technology & Manufacturing Support
Computer Facilities Mgmt.	Risk Management	Health And Life Sciences	Business Performance Management	Training & Operations Support	And More...

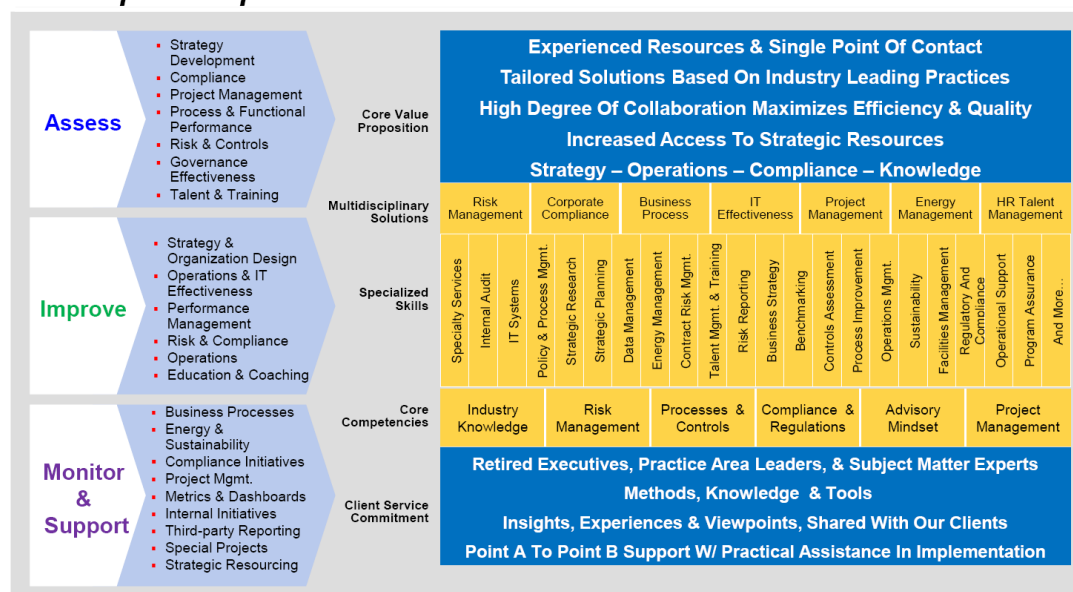
ProSidian Practice Specialties Are Cross-Functional In Areas Common
To All Businesses As Well As Industry-Specific Solutions

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OUR MANAGEMENT CONSULTING PATHWAYS

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

How We Do It...



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OUR SOLUTION SETS - RISK MANAGEMENT

ProSidian's Risk Management services respond to client requests to "Keep Us Out of Trouble" and "Make Our Business Better."

Many companies are largely focused on regulatory compliance, while others are managing safety and security risk, information risk, operations risk, contract risk, controls risk, as well as sourcing risk management.

For issues that apply to your company, we work with stakeholders to identify current processes for addressing risks and developing, designing, and implementing a plan.



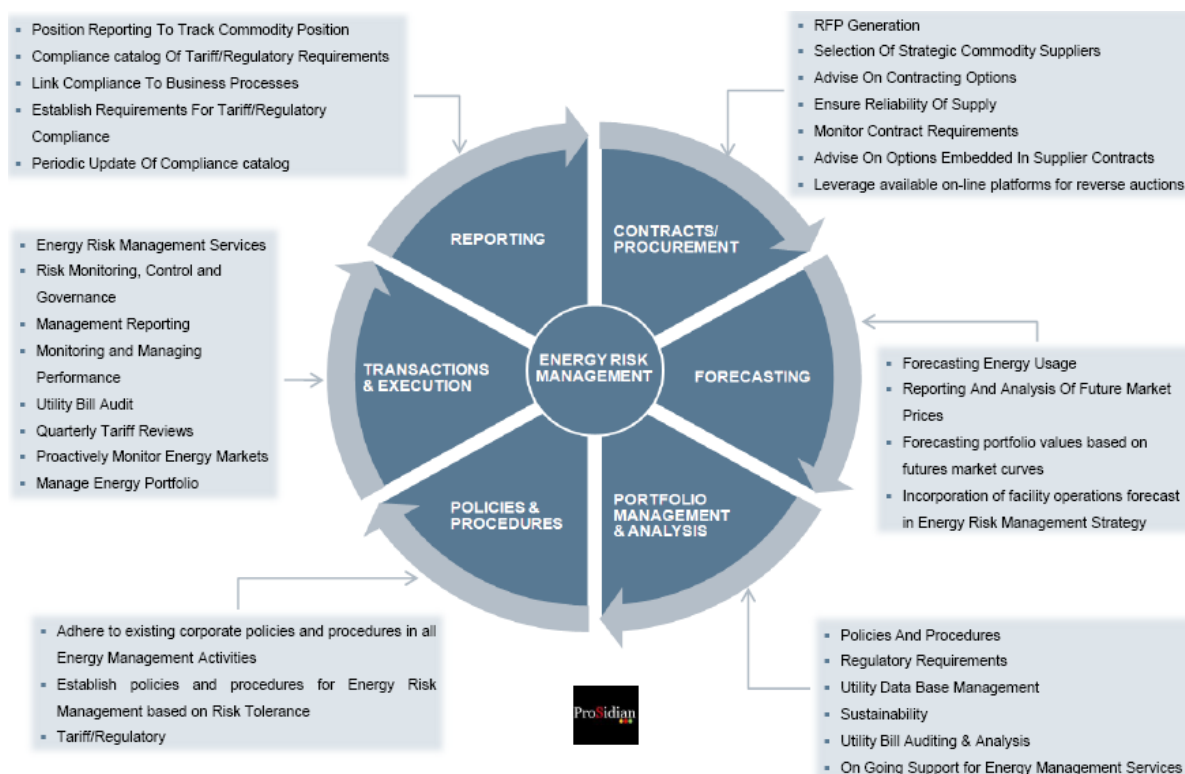


OUR SOLUTION SETS - ENERGY & SUSTAINABILITY

Energy markets are volatile and uncertain while operational requirements for energy management processes challenge existing organizational structures. ProSidian's Energy Management consulting services transcend conventional service providers.

We are trusted advisors that advocate a structured approach to energy management tailored to the needs of our clients and based on company risk tolerance.

ProSidian associates have been in the business of structuring and procuring energy supply for industrial and large commercial customers since 1996.





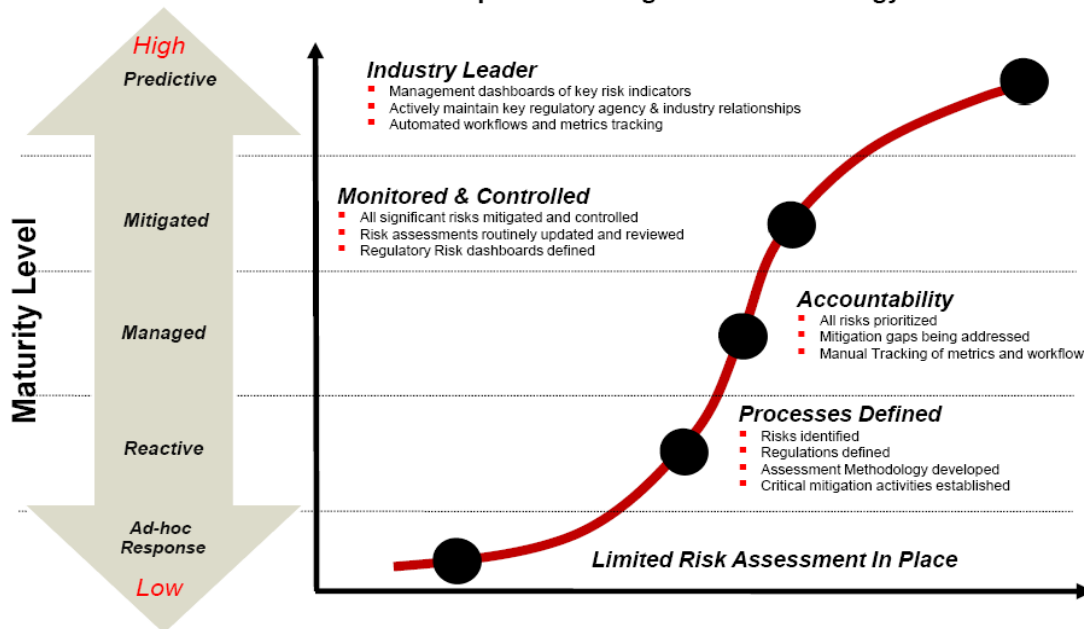
OUR SOLUTION SETS - COMPLIANCE

ProSidian assists clients with the delicate balance between independent action and internal control requirements. Effective Governance, Risk Management, and Compliance (GRC) are the inflection point for sustaining business and shareholder value.

While changing regulatory perspectives pose risks to the organization, many are looking for an effective way to manage the breadth of their compliance activities.

We work with stakeholders to identify and manage risks inherent to the organization by incorporating business drivers and initiatives with critical mitigation activities based on management's expectations of appropriate response to applicable laws, regulations, and standards.

ProSidian's Compliance Management Methodology



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OUR SOLUTION SETS - BUSINESS PROCESS

In the evolving picture of volatile markets, leading companies respond to the demands of the marketplace with speed and efficiency. They also find ways to leverage the investments they are making in order to enhance overall business performance.

ProSidian Consulting works with organizations to align business effectiveness and efficiency with strategies for innovation, flexibility and integration with technology.

As clients strive to attain their objectives, ProSidian leverages a Process Classification Framework (PCF) that focuses on core business processes to achieve dramatic improvements in productivity, cycle times and quality.

In short, we assist clients to continuously improve processes through:

Business Process Design: Encompasses both the identification of existing processes and designing the "to-be" process. Areas of focus include: representation of the process flow, the actors within it, alerts & notifications, escalations, Standard Operating Procedures, Service Level Agreements, and task hand-over mechanisms.

Business Process Modeling: Incorporate theoretical design with the introduction of variables such as changes in materials cost or increased duration, that determine how the process might operate under different circumstances.

Business Process Execution: Business process automation often involves development or purchase of applications to execute required steps of the process. However, technology rarely executes all steps of the process accurately or completely; business rules govern behavior.

Business Process Monitoring: Monitoring includes the tracking of individual processes with statistics on performance compared to stated objectives. This information can be used to work with internal stakeholders, customers and suppliers to improve interconnected processes to enhance overall business performance.

Business Process Optimization: Process optimization includes retrieving process performance information from modeling or monitoring phase and identifying potential or actual bottlenecks including areas for efficiency gains and cost saving enhancements.



OUR SOLUTION SETS - PROJECT & PROGRAM MANAGEMENT

ProSidian's Anthem Project & Program 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.

Implementing a Project Management Office (PMO) is a project in itself, subject to the same pitfalls. However, you can improve the success rate of your PMO implementation by following clearly defined steps.

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.



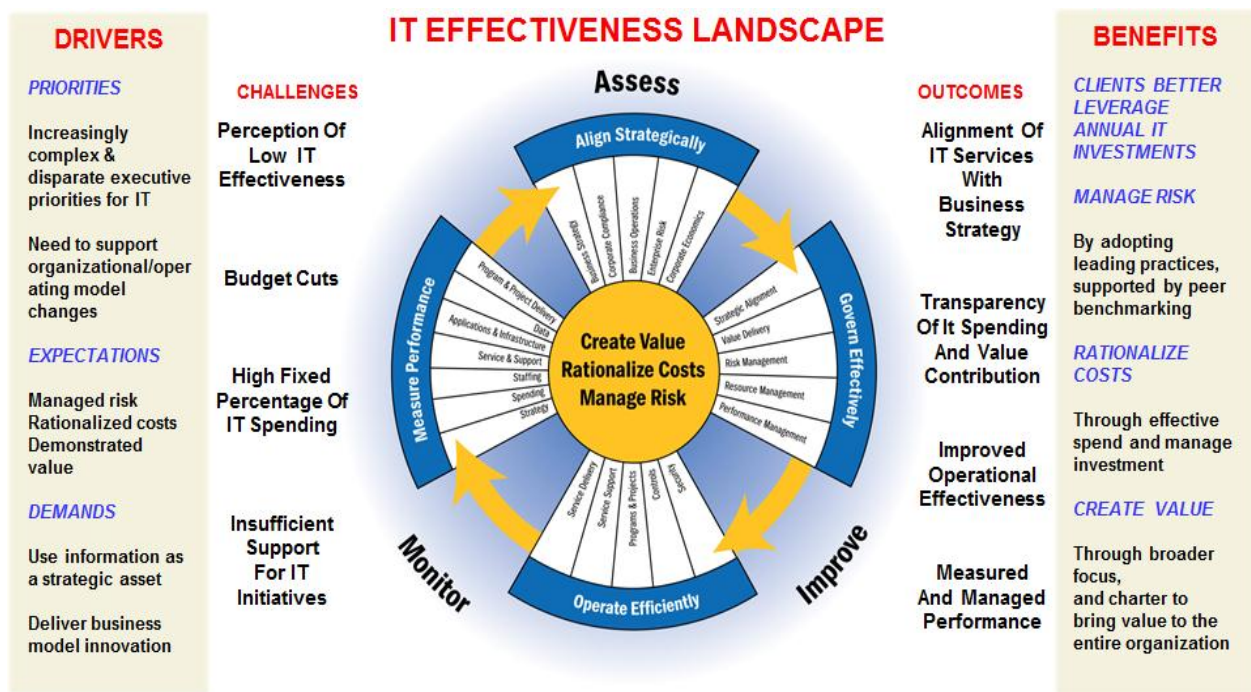


OUR SOLUTION SETS - IT EFFECTIVENESS

At ProSidian Consulting, we help clients effectively utilize their major IT and operational processes to obtain clearly defined performance goals through collaborative teams. When an organization achieves success in performance terms, the information technology (IT) function tends to play a major role in the definition and realization of that success. ProSidian Consulting's IT Effectiveness Services support clients with improving effectiveness of their IT functions and addresses leading IT practices within the four major categories:

- **Strategic Alignment** – From the business executives' point of view, define the impact IT has on realizing the business strategy, facilitating the organization's compliance with applicable regulations, improving operations, managing the risk, and improving the organization's economic position
- **Governance** – From the IT executives' and risk executives' perspective, determine how well IT is governed as compared to leading standards and practices
- **Operations Efficiency** – From the IT executives' perspective, identify how well IT operates as compared to leading standards and practices
- **Performance Measurement** – From the senior business leaders' and users' perspective, establish how IT is performing against the needs of the business and expectations of the users.

We identify the gaps and opportunities in IT practices by applying the strategies and parameters included within the overall context of an IT Effectiveness framework as a guide for the development of an improvement to achieve leading IT practices.





SAMPLING OF PROSIDIAN CONSULTING ADVISORY SERVICES

Below we present a sampling of our advisory services. We briefly describe how the services contribute to MOBIS and the key steps in ProSidian's approach. New approaches will be developed, or current approaches modified, to best serve our clients where engagements do not lend themselves to our standard methodology.

Program Audits and Evaluations—Judges program results through the use of a tailored, validated audit approach used by ProSidian Consulting, LLC to perform independent assessments. Our program audits comply with the standards established by Government Auditing Standards, also commonly known as the Yellow Book.

Performance Measurement—Assesses whether organizational resources are economically and efficiently applied and determines the degree to which the intended results of the agency, program, or activities are being met. Support efforts to enhance performance and assess, improve, and monitor mission oriented performance. Once understood, an agency can begin the process of realignment and applying resources to meet its organizational mission. To accomplish this in government, ProSidian Consulting, LLC utilizes the following approach:



Organizational Assessments—Assesses the informal and formal relationships within an organization in order to understand how mission oriented business is conducted. Provide support and strategic resourcing to focus on key business issues and assess current organizational dynamics and communications, in order to expose the day-to-day realities of the agency's workings. This understanding is fundamental for MOBIS because it exposes true communication patterns within the organization, thus allowing for effective transformation planning.





Strategic Risk Assessments—Risk is inherent in operating a business or running a program. Management has to determine how much risk is acceptable and create a control structure to keep those risks within appropriate limits. Our risk assessment methodology is designed to assist management in making these determinations. The risk assessment process begins by defining business objectives and determining how they are enabled by managerial strategies.

We link business objectives to the core processes of the organization, and determine business risk. Business risk is managed by the internal control environment put in place within the organization. Our risk assessment process is depicted in the following graphic, and results in defining the level of risk associated with business objectives, given the type of controls in place to manage the risk and the effectiveness of those controls.



Change Management—ProSidian Consulting firmly believes that by embracing change, and opportunities inherent in any major change, management can prevent or minimize problems, thus never reaching a crisis during the change. ProSidian advisors can assist management in controlling resistance to the change and in building positive consensus in favor of change. Efforts to reduce resistance and build the organization during the implementation of improvement efforts can lead to a successful transformation.





Benchmarking—Benchmarking can assist an organization to identify areas for improvement as well as the "Best Practices" that they may need to adopt from other organizations. Benchmarking is done by setting up a process of continual measurement and comparison of an organization's services, products, and operations against its competitors as well as the best organizations outside its industry. The overall goal of benchmarking is for the process of measurement and comparison to lead to the implementation of "Best Practices" and other improved processes to reduce costs and improve the quality of services and products.



Activity-Based Management (ABM)—Many organizations have a difficult time measuring the full cost of providing a service or delivering a product. Activity- Based Management (ABM) helps management by setting up a system designed to measure the full costs of providing products and services. Because ABM allows management to understand the real costs of providing products and services, it gives management the knowledge needed in order to make reliable decisions. ABM, by providing accurate and timely information for managers, is important to MOBIS efforts because it is a way for managers to have a solid base from which to make organizational improvement or outsourcing decisions.





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 contractor 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-today 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.



LABOR CATEGORY DESCRIPTIONS - JUNIOR CONSULTANT

LABOR CATEGORIES	<i>JUNIOR CONSULTANT</i>
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, reengineering and transforming business processes (f) Ensure consistency of quality across multiple projects (g) Manage multiple client contracts.



LABOR CATEGORY DESCRIPTIONS - SENIOR CONSULTANT

LABOR CATEGORIES	<i>SENIOR CONSULTANT</i>
GENERAL DESCRIPTION	A Senior Consultant (PH1) must possess a business related Masters 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 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.
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, reengineering and transforming business processes, (f) Develop and execute project budgets.



LABOR CATEGORY DESCRIPTIONS - PROGRAM MANAGER

LABOR CATEGORIES	PROGRAM MANAGER
GENERAL DESCRIPTION	A Program Manager (PH1) possess must possess a business related Masters degree from an accredited university, or at least 15 years of experience in providing program management services 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 Program Manager (PH1) has overall accountability for and will participate in 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	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	<p>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 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 other relevant client/industry experience and background.</p> <p>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.</p> <p>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).</p>

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 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 a 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.



PROSIDIAN GS-10F-0309Y LABOR RATES

SINs: 874-1, 874-1(RC)

Hourly/Daily Firm Fixed Prices

The final awarded prices include the required .75% Industrial Funding Fee (IFF).

HOURLY FIRM FIXED PRICES

AWARDED LABOR CATEGORIES	MINIMUM EDUCATION	MINIMUM EXPERIENCE	YEAR 2011 COMMERCIAL PRICE LIST (CPL) OR MARKET PRICE	UNIT OF ISSUE	DISCOUNT OFFERED TO GSA (OFF CPL OR MARKET PRICES) (%)	PRICE OFFERED TO GSA (EXCLUDING, IFF) EXC. .75% IFF	PRICE OFFERED TO GSA (INCLUDING IFF) INC. .75% IFF
JUNIOR CONSULTANT	BACHELOR DEGREE	10 YEARS	\$159.68	HOURLY	36.50%	\$101.38	\$102.15
SENIOR CONSULTANT	MASTERS DEGREE	15 YEARS	\$250.94	HOURLY	36.50%	\$159.30	\$160.50
PROGRAM MANAGER	MASTERS DEGREE	15 YEARS	\$287.45	HOURLY	36.50%	\$182.48	\$183.85

MOST FAVORED COMMERCIAL CUSTOMER (MFC): ALL COMMERCIAL CUSTOMERS

DAILY FIRM FIXED PRICES

AWARDED LABOR CATEGORIES	MINIMUM EDUCATION	MINIMUM EXPERIENCE	YEAR 2011 COMMERCIAL PRICE LIST (CPL) OR MARKET PRICE	UNIT OF ISSUE	DISCOUNT OFFERED TO GSA (OFF CPL OR MARKET PRICES) (%)	PRICE OFFERED TO GSA (EXCLUDING, IFF) EXC. .75% IFF	PRICE OFFERED TO GSA (INCLUDING IFF) INC. .75% IFF
JUNIOR CONSULTANT	BACHELOR DEGREE	10 YEARS	\$1,277.44	HOURLY	36.50%	\$811.04	\$817.20
SENIOR CONSULTANT	MASTERS DEGREE	15 YEARS	\$2,007.52	HOURLY	36.50%	\$1,274.40	\$1,284.00
PROGRAM MANAGER	MASTERS DEGREE	15 YEARS	\$2,299.60	HOURLY	36.50%	\$1,459.84	\$1,470.80

MOST FAVORED COMMERCIAL CUSTOMER (MFC): ALL COMMERCIAL CUSTOMERS BASED ON 8 HOUR WORK DAY

The prices shown in this Federal Supply Schedule Price List are net prices and inclusive of the 0.75% Industrial Funding Fee (IFF). However, depending on the anticipated level of effort of specific projects and the nature or timing of the services to be provided, ProSidian Consulting, LLC will evaluate on a task by task basis if an additional competitive adjustment (as a percent of some or all hourly rates) is feasible. If feasible, ProSidian Consulting, LLC will offer such additional discounts to the ordering agency as part of the task/delivery order negotiation process.



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

STEP 5. EVALUATE OFFERS, SELECT BEST VALUE FIRM, AND PLACE ORDER



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 demonstrates 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: solutions@prosidian.com

ABOUT PROSIDIAN CONSULTING, LLC

ProSidian Consulting 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 HR Talent Management. We help clients improve their operations.

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 communities in which our consultants and their clients work and live.

GSA MOBIS SCHEDULE: GS-10F-0309Y

