

03.04.2013 PROSIDIAN CONSULTING AWARDED 8(A) CERTIFICATION FROM THE SMALL BUSINESS ADMINISTRATION

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PROSIDIAN CONSULTING RECEIVES THE SBA 8(A) CERTIFICATION ON MARCH 04, 2013

Charlotte, North Carolina – ProSidian Consulting, LLC announced their receipt of the SBA 8(a) Certification from the Small Business Administration (SBA). Approval to enter the SBA 8(a) business development program is granted only after completing a rigorous review process to ensure applicants meet the standards for entering this coveted program. With this certification, ProSidian Consulting has new options and advantages to deliver best in class services and solutions to the federal government. ProSidian is an integrated management and operations 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 Talent Management. We help clients improve operations critical to business success. **Primary NAICS Code 541611: Administrative Management & General Management Consulting Services,**

The SBA 8(a) Business Development Program will allow ProSidian Consulting competitive and pursue sole source federal and state government contracts and compete for set aside contracts allocated to 8(a) certified companies. Participation in 8(a) Program will provide greater resources and support to expand ProSidian's Government Services Division. The SBA's 8(a) BD Program, named for a section of the Small Business Act, is a business development program created to help small disadvantaged businesses compete in the American economy and access the federal procurement market. Program participation is divided into two stages: the developmental stage (four years) and the transitional stage (five years). The 8(a) is designed to help certified firms overcome economic disadvantage by providing business development assistance. Many Federal Government projects are specifically reserved for 8(a) companies.

Adrian Woolcock, Managing Principal of ProSidian Consulting states, "We feel the SBA 8(a) Certification is a valuable tool in the competitive positioning of the firm and coupled with ProSidian's GSA MOBIS Contract #: GS-10F-0309Y, our capabilities, and past performance we can add increasingly greater value in the Federal marketplace." The overall program goal is to graduate 8(a) firms that will go on to thrive in a competitive business environment. Participants can receive sole-source contracts, up to a ceiling of \$4 million for goods and services. While SBA helps 8(a) firms build their competitive and institutional know-how, the program also encourages competitive contract acquisitions.

8(a) firms are also able to form joint ventures and teams to bid on contracts. This enhances the ability of 8(a) firms to perform larger prime contracts and overcome the effects of contract bundling. Mentor-Protégé Programs allow 8(a) companies to collaborate with Tier 1 larger firms and program goals require 8(a) firms to maintain a balance between their commercial and government business. In the commercial market, several companies have already found value in ProSidian Consulting. This accomplishment will enhance ProSidian's strategy for growth in the public sector and reinforce our value proposition for private sector engagements. "We are excited about this opportunity to grow our business. ProSidian's management team has worked tirelessly to develop relationships within the public sector, and the 8(a) Business Development program is the stepping stone we need to establish long-term contracts." - Adrian Woolcock, Managing Principal.

As much as 23% of a Federal Agency's budget is annually set aside specifically for companies certified as 8(a), Small Disadvantaged Business (SDBs), Historically Underutilized Business (HUB), and Woman Owned Business(WOB). There is approximately \$8 -10 billion dollars set aside each year for companies with 8(a) status. Companies are subject to annual reviews and systematic evaluation from the SBA district office throughout the program. Limits on the total dollar value of sole-source contracts that an individual participant can receive while in the program total \$100 million or five times the value of its primary NAICS code. ProSidian Consulting's eligibility for participation begins on March 04, 2013 and extends through March 03, 2022.



SBA.GOV
U.S. Small Business Administration

ABOUT THE SBA

The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA recognizes that small business is

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critical to our economic recovery and strength, to building America's future, and to helping the United States compete in today's global marketplace. Although The SBA has grown and evolved in the years since it was established in 1953, the bottom line mission remains the same. The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, SBA delivers its services to people throughout the United States, Puerto Rico, the U. S. Virgin Islands and Guam.

Learn more about The Small Business Administration at www.sba.gov/



ABOUT PROSIDIAN CONSULTING

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

ProSidian Consulting is an integrated management and operations 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 Talent Management. We help clients improve operations critical to business success. 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 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. 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.

Learn more about ProSidian Consulting at www.ProSidian.com

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