

## Overview Of ProSidian Consulting

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 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.

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



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

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.

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

## WHY OUR MISSION, VISION, & VALUES ARE IMPORTANT

We recognize that the dynamics of the industry sectors we serve are driven by the increased need for cost competitiveness and measurable performance. That is why we have structured our firm to take advantage of synergies between targeted consulting engagements and an “On-Demand” service delivery model. Our Engagement Teams align with ProSidian’s Mission, Vision, and Values.

Because of this direct operating experience, we understand work “on the ground” requires an unparalleled delivery network across Private Companies, Fortune 1,000, and Government Sectors. **That’s why its important.** Our Structured Approach to Strategic Solutions are a reflection of this approach. – **Ask Us Why, & Ask Us How!!**

### OUR MISSION

***Our Mission Is Now*** – At ProSidian, our mission is to provide a Structured Approach to Strategic Solutions that help forward thinking clients solve problems and improve operations.

### OUR VISION

***Our Vision Sets The Stage For Who We Are And What We Are To Become*** – Our vision is to be one of the country’s leading Professional Services Firms and a Premier Management and Operations Consulting Services Firm (NAICS: 541611) in the Mid-East/Mid-Atlantic, Southeast, Southwest (Focus Areas) that helps forward thinking clients solve problems and improve operations.

### OUR VALUES

***Our Values Set The Stage For What We Stand For*** – We succeed by working with talented individuals from various backgrounds and different points of view. Our seven (7) fundamental values are part of everything we do.

**Prosidian Fundamental Values:**

- 1) People
- 2) Integrity
- 3) Teamwork
- 4) Stewardship
- 5) Excellence
- 6) Responsiveness
- 7) Continuous Improvement



Industry Sector Areas Of Expertise / Focus						
Industry Sector	Risk Management	Energy & Sustainability	Compliance	Business Process	IT Effectiveness	Talent Management
Manufacturing	●	●	●	●	●	●
Banking & Financial Services	●	●	●	●	●	●
Consumer Products & Retail	●	●	●	●	●	●
Energy & Utilities	●	---	●	●	●	●
Federal State, & Local Government	---	●	---	●	●	●
Technology & Telecom	●	●	●	●	---	●
Other	---	●	●	●	●	●

We understand that there is often a choice between driving strategic work internally and making use of an outside partner. By infusing client teams with accomplished professionals, we partner with clients to solve problems and drive internal change.

### How We Do Business Is What Sets Us Apart Is:

- Cost Competitive Rates Lower Than Big 4 & National Firms;
- Tailored Solutions Based On Industry Leading Practices;
- We Only Deploy Senior Level Individuals & Corporate Veterans
- Highly Referenceable On-Demand Business Model W/ Fed Gov. Engagements As PRIME Contractor
- Our Clients Receive “Experienced Only Resources” – Fellows w/ Equity In Each Engagement;
- Direct Senior Leadership Involvement From Start-to-finish;
- Your Partner Throughout The Entire Project Engagement Lifecycle;
- Deep Industry Expertise In The Markets We Serve

# ProSidian<sup>®</sup> Firm Snapshot

Consulting



## 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 Office Services
- Staff Augmentation, Professional Services, Task Orders
- Human Capital Strategy & Support Services
- Legislative, Regulatory, Program, and Policy Initiatives
- Risk Management
- Training & Knowledge Management
- Operational Effectiveness
- Organization Change Management, BPR
- Business Process Analysis, Enhancement, & Support
- IT Effectiveness & System Development
- Management Consulting
- Survey Design & Execution
- Research and Policy Analytics
- Organizational Design, And Decision Support
- Strategy And Growth
- Compliance & Internal Controls
- Business Transformation
- Strategic Planning And Goal Setting
- Leadership Development, Executive Coaching
- Predictive Analytics
- Sustainability Management
- Policy and Thought Leadership

## PRIME NAICS CODES

- Primary NAICS Code:** 541611
- Other Key NAICS Codes:** 519190, 541219, 541330, 541511, 541513, 541519, 541612, 541613, 541614, 541618, 541690, 541910, 541990, 561110, 561210, 561320, 561499, 611430, 611699, 611710, 921190

## CONTRACT VEHICLES

- SBA 8(a) Certification:** P1051030 - Awarded 03.04.2013 Through 03.03.2022
- GSA MOBIS Contract #:** GS-10F-0309Y
- Navy Seaport-e Enhanced: Contract:** N00178-15-D-8378

## 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 PRIME 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 Testimony;
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 It's Promise.

## CERTIFICATIONS & REPRESENTATIONS

- In Addition To Teaming Agreements (TA) W/ Large PRIMES, Prosidian Is A SB, MBE, 8(a), And SDB Entity.
- Prosidian Qualifies As A Small Business In Most NAICS Codes
- Prosidian 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](http://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 Talent Management.

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.

***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”.***



**Engaged.** By establishing organic and trusted relationships with clients and involving them in every aspect of the consulting process, we are able to deliver services with unprecedented value and cost-effectiveness.



**Agile.** By maintaining close associations with key clients in the sectors we operate and striving to understand the complex dynamics between what is possible and what is feasible; we are able to deliver solutions with real-world applicability and cost-effectiveness.

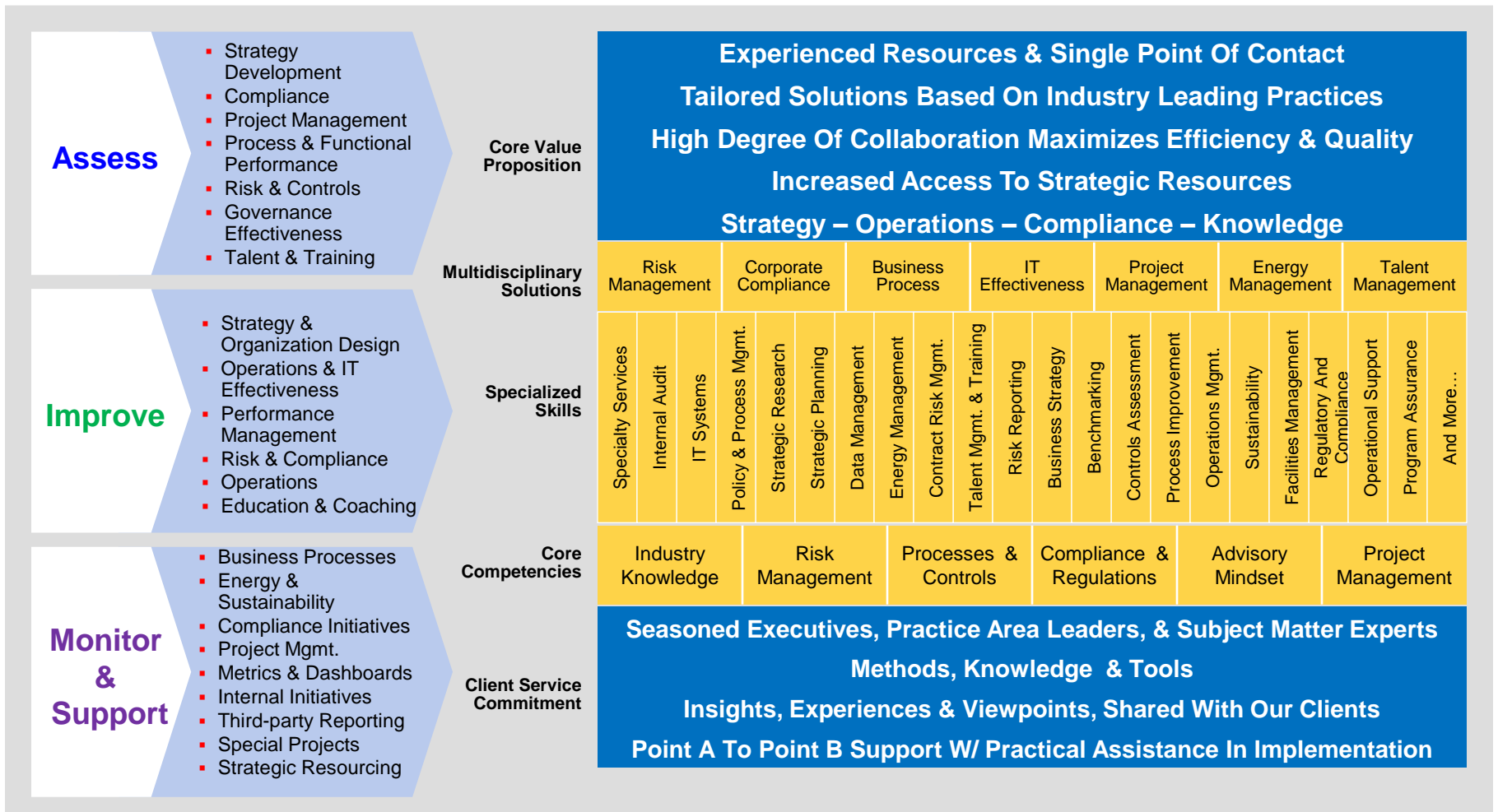


**Ethical.** By operating at the paramount level of ethical responsibility, we are able to provide honest communications, demonstrate respect for others, and a focus on the greater good rather than short-term personal gain.

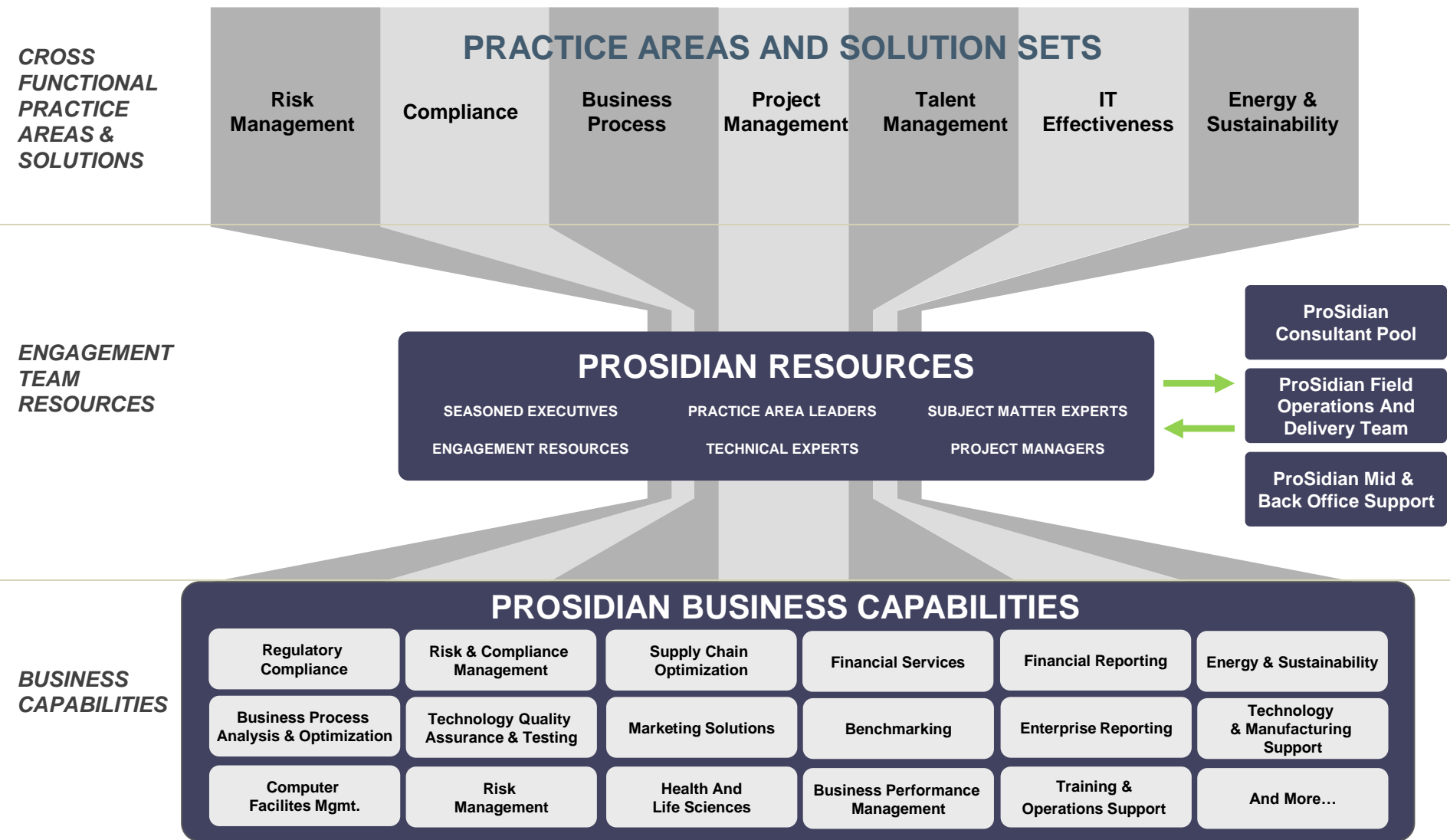
TIER 1	ProSidian Consulting		TIER 4
	TIER 2	TIER 3	
Advisory, Consulting, Audit, Outsourcing, Systems Integration	Advisory, Consulting, Outsourcing, Systems Integration	Interim Management And Support	Sub-Manager Level Staffing
<ul style="list-style-type: none"> <li>▪ National Public Accounting Firms</li> <li>▪ Audit Firms</li> <li>▪ Full Service Model</li> <li>▪ Premium Price</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>ProSidian Consulting Advisory “On Demand” Model</b></li> <li>▪ <b>Operating In Tier 2 Through Tier 3 Market Category</b></li> <li>▪ <b>Big-4 Leadership And Expertise</b> - Clients Receive “Experienced Only Resources” At Cost Competitive Rates</li> <li>▪ <b>Sole Source Delivery Or Team With Tier 1</b> Where It Makes Sense</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>▪ <b>Rapid And (Mostly) Local Deployment</b> For Strategic Resourcing Fit W/ Client Requirements &amp; Timelines</li> <li>▪ <b>Custom Teams Built To Suit</b> - Deep Industry Expertise In The Markets We Serve</li> <li>▪ <b>Direct Senior Leadership Involvement &amp; High Degree Of Collaboration</b> From Start-to-finish</li> <li>▪ <b>Strategic Resourcing Fit Client Requirements &amp; Timelines</b></li> <li>▪ <b>BOTH Cleared &amp; Un-cleared Professionals</b> Deployed</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> </ul>
<ul style="list-style-type: none"> <li>▪ <b>Fixed Professional Staff</b></li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Flexible Professional Staff At Cost Competitive Rates</b></li> </ul>		<ul style="list-style-type: none"> <li>▪ <b>Staff Augmentation</b></li> </ul>

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

# How We Do It...







## Client Engagement Strategy, Planning, & Implementation

Client Business Drivers

Client Business Strategy

Client Metrics & Measurement

Client Process Governance

Client Improvements & Mobility

**ALIGNMENT**

Clarity Of Purpose Drives Success.

**ALLIANCES**

Build Relationships With All Stakeholders

**AWARENESS**

What You Don't Know Will Hurt You

**ADAPTABILITY**

The 'Best' Approach Is The Most Workable

**APPLICATION**

Getting It Right In The End Means Getting The Right Start

**Communication & Learning Drives Success**

Strategic Analysis

Opportunity Analysis

Client Development

Client Execution

Client Effectiveness

# Organizations | Representations | Certifications | Associations | Partnerships (ORCAP)



At ProSidian Consulting, we place a high premium on teaming relationships with organizations who share our vision for providing value added services to clients in the industries we serve. We advocate for a **Structured Approach To Strategic Solutions**. As such, we make the effort to highlight our participant organizations; professional representations; business certificates; industry associations; and strategic partnerships. Our profile is as follows:

<b>DUNS #</b>	828872981
<b>Cage Code #</b>	5CAP1
<b>SBA 8(a) Certification</b>	P1051030 - Awarded 03.04.2013 Through 03.03.2022
<b>GSA MOBIS Contract #</b>	GS-10F-0309Y
<b>Navy Seaport-e Enhanced: Contract</b>	N00178-15-D-8378
<b>National Minority Supplier Development Council</b>	Minority Business Enterprise NMSDC Certification # CA14856
<b>Virginia Department of Minority Business Enterprise</b>	SWaM Certified Vendor (Certification # 679198)
<b>Navy SeaPort-e Enhanced Prime Contract</b>	Contract (N00178-15-D-8378)
<b>Department of Homeland Security (DHS) E-Verify</b>	Designated Agent Company ID Number: 207242
<b>North Carolina Department Of Administration</b>	VendorLink NC HUB Certified
<b>Congressional District</b>	District 12 (NC)
<b>Administration</b>	Self-Certified Small Disadvantaged Business
	MBE and DoT Certified Disadvantaged Business Enterprise
	North Carolina DOA HUB Certified Limited Liability Company

## NAICS Codes For Services Offered

541611: Administrative Management and General Management Consulting Services

921190: Other General Government Support (Project Management)	611430: Professional and Management Development Training
541513: Computer Facilities Management Services	541618: Other Management Consulting Services
541330: Engineering Services (Energy Management Consulting)	541690: Other Scientific and Technical Consulting Services
541990: All Other Professional, Scientific, and Technical Services	561110: Office Administrative and Logistics Services
611699: All Other Miscellaneous Schools and Instruction	541612: Human Resources Consulting Services
519190: All Other Information Services	541910: Marketing Research and Public Opinion Polling
561210: Facilities Support Services	611710: Educational Support Services
	541614: Process, Physical Distribution, and Logistics Consulting Services
541511: Custom Computer Programming Services	541519 – Other Computer Related Services
541613: Marketing Consulting Services	561320: Temporary Help Services (Program Management Support)
561499: All Other Business Support Services	541219: Other Accounting Services
541512: Computer Systems (Analysis, Design, & Integration) Services	541720: Research and Development in the Social Sciences & Humanities
561312: Executive Search Services	541930: Translation and Interpretation Services

# ProSidian Why Select ProSidian Consulting

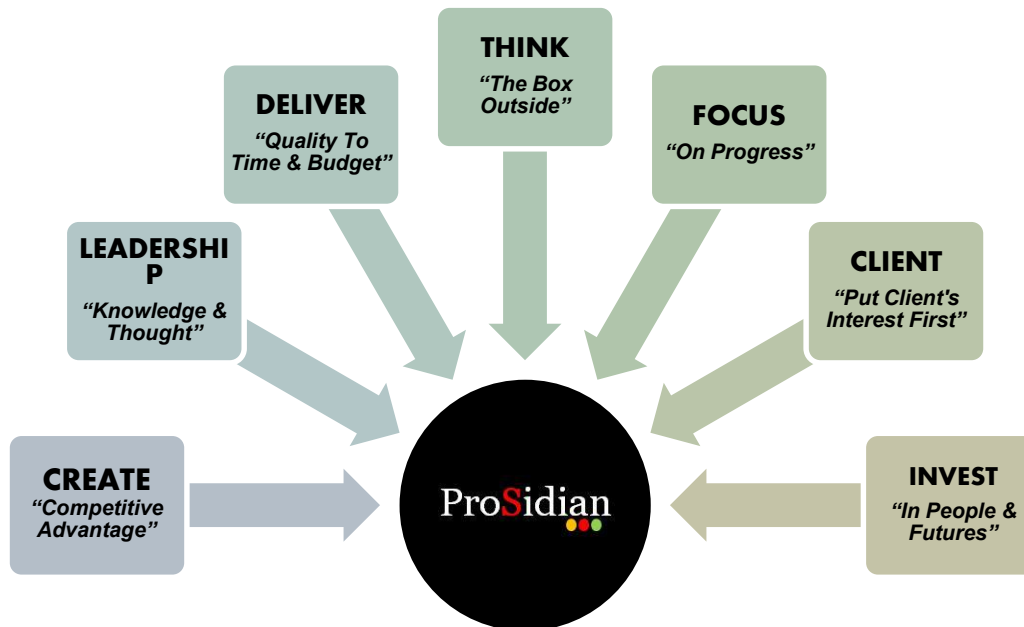
ProSidian Consulting delivers a **Structured Approach To Strategic Solutions**. We only undertake engagements where we are sure we add value and surpass client objectives - otherwise it is expensive for the client, costly in terms of time and destroys their brand as well as our own.

At ProSidian, 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. As a consequence 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.

**Figure 1: Our Model For The Creation Of Client Success**

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



**"We Welcome New Challenges And Look Forward To Making Clients Happy And Successful."**  
**Structured Approach To Strategic Solutions**  
[www.ProSidian.com](http://www.ProSidian.com)

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

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ProSidian<sup>®</sup>  
Consulting



*Large Enough To Exceed Expectations; Small Enough For Great Client Relationships*

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# ProSidian Confidentiality Statement

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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.

## EQUAL OPPORTUNITY EMPLOYER

ProSidian's provides strategically diversified business and technical services focused on Risk Management, Compliance, Business Process, Program/Project Management, IT Effectiveness, Energy & Sustainability, and Human Capital Solutions (Talent Management). 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 projects that differentiates us from other consulting organizations.

ProSidian Consulting 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 as a result of such a request. **For more information, visit [www.ProSidian.com](http://www.ProSidian.com).**



**Structured Approach To Strategic Solutions**  
[www.ProSidian.com](http://www.ProSidian.com)

# ProSidian<sup>®</sup>

*Consulting*

