Overview Of ProSidian Consulting

Structured Approach to Strategic Solutions

ProSidian Consulting:

Helping Forward Thinking Clients Solve Problems And Improve Operations

www.ProSidian.com

Overview Of ProSidian Consulting

ProSidian is a management and operations consulting firm with a reputation for its strong CONUS/OCONUS Practice spanning six solution areas including Risk Management, Compliance, Business Process, IT Effectiveness, Sustainability, and Human Capital. 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 globally to complete a wide variety of engagements for Private Companies, Fortune 1,000 Enterprises, and Government Agencies . our solution-centric 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.

14 Years in Business · Certified Facility Clearance · HUBZone Certified · Goldman Sachs 10,000 small businesses Alumni · Seaport-e [CONTRACT: N00178-15-D-8378] · SBA Business Development Program · 8(a) · GSA Schedule Contract Holder Contract Number: GS-10F-0309Y

Risk Management | Compliance | Business Process | Program / Project Mgmt. | IT Effectiveness | Sustainability | Human Capital

ProSidian is a Management and Operations Consulting Firm focused on providing value to clients through tailored solutions based on industry leading practices. We help forward thinking clients solve problems and improve operations. Launched by former Big 4 Management Consultants; our Engagement Teams bring together talents of nearly 190 professionals globally to complete a wide variety of services for Private Companies, Fortune 1,000 Enterprises, and Government Agencies .

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 / Project Mgmt. 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**.

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Our Mission, Vision, & Values

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 It's Important**. Our Structured Approach to Strategic Solutions reflect 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

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Our Firm Snapshot

Why Our Mission, Vision, & Values Are Important

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What Sets Us Apart: 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 / Project Mgmt. Office Services
- Staff Aug., Professional Services, Task Orders
- Human Capital Strategy & Support Services
- Legislative, Regulatory, Program, and Policy Initiatives
- Risk Management
- Training & Knowledge Management
- Operational Effectiveness
- International & Commercial Services
- Organization Change Mgmt., 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
- Mission Support & Sustainment
- Compliance & Internal Controls
- Business Transformation
- Strategic Planning And Goal Setting
- Leadership Development, Executive Coaching
- Predictive Analytics
- Sustainability Management
- Policy and Thought Leadership
- Technology/Process Integration
- Strategic Capabilities Engineering

14 Key ProSidian Differentiators

01. Cost Competitive Rates Lower Than Big 4 & National Firms;
02. Tailored Solutions Based On Industry Leading Practices;
03. “Experienced Only Resources” – Fellows w/ Equity In Each Engagement;
04. Direct Senior Leadership Involvement From Start-to-finish;
05. Your Partner Throughout The Entire Project Engagement Lifecycle;
06. Deep Industry Expertise In The Markets We Serve;
07. On-Demand Business Model & Experienced Only Personnel;
08. Highly Referenceable On-going Fed Gov. Engagements As PRIME Contractor;
09. Training And Knowledge Management Utilized By Both Fed Gov. & State Gov. ;
10. Management And Operations Consulting (00CORP PSS) w/ data-centric approach;
11. System & Custom Application Development Utilized By Several Federal Financial Entities;
12. Past Performance - Multiple Project Deliverables Subject To Congressional Testimony;
13. High Value Quality Delivered To clients Private & Govt. Agencies ;
14. High Client SERVQUAL - Service Quality (SQ) Ranking How ProSidian Delivers on Promises.

Primary NAICS Codes

- **Primary NAICS Code:** 541611
- **Other Key NAICS Codes:** 519190, 541219, 541330, 541511, 541512, 541513, 541519, 541611, 541612, 541613, 541618, 541620, 541690, 541720, 541910, 541990, 561110, 561210, 561320, 561499, 611430, 611699, 611710, 921190

Current Contract Vehicles

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

Certifications & Representations – Certs. & Reps.

- 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**

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Our Firm Overview – What Sets Us Apart

INDUSTRY SECTOR AREAS OF EXPERTISE / FOCUS						
Industry Sector	Risk Management	Sustainability	Compliance	Business Process	IT Effectiveness	Human Capital
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;
- Deep Industry Expertise In The Markets We Serve;
- Direct Senior Leadership Involvement From Start-to-finish;
- High Degree Of Collaboration With Your Staff;
- Highly Referenceable On-Demand Business Model W/ Fed Gov. Engagements As PRIME Contractor;
- Multinational Client Exposure (CONUS/OCONUS);
- Clients Receive “Experienced Only Resources” – Fellows w/ Equity In Each Engagement;
- Strategic Resourcing Fit Client Requirements & Timelines;
- Structured Approach To Strategic Solutions;
- Tailored Solutions Based On Industry Leading Practices;
- We Only Deploy Senior Level Individuals, Corporate Professionals, and Veterans;
- Your Partner Throughout Entire Engagement Lifecycle

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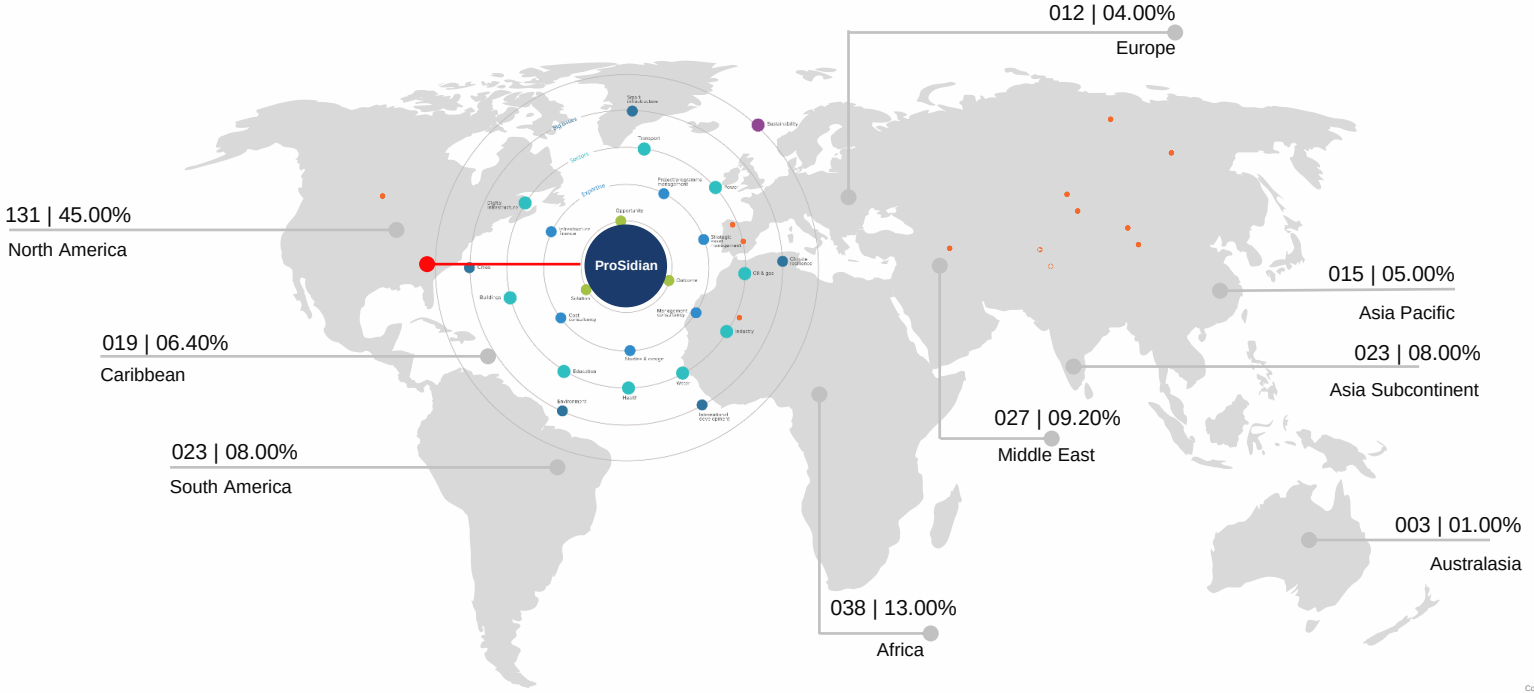
Our Global Strategic Resource Allocation

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

ProSidian Engagement Team's Global Strategic Resource Allocation



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Our The ProSidian Engagement Philosophy

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, Sustainability, and Human Capital.

We strive to be Trusted Advisors for clients in the markets we serve, valued by our employees, and respected by all for Excellence In Client Service and a Structured Approach To Strategic Solutions.

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 can deliver solutions with real-world applicability and cost-effectiveness.

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

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Our Integrated Approach Makes A Difference

Tier 1	ProSidian Consulting		Tier 4
	Tier 2	Tier 3	
Advisory, Consulting, Audit, Outsourcing, Systems Integration	**Advisory, Consulting, Outsourcing, Systems Integration**	**Management And Operations Support**	**Sub-Manager Level Staffing**
▪ National Public Accounting Firms ▪ Audit Firms ▪ Full-Service Model ▪ Premium Price	▪ **ProSidian Consulting Advisory "On Demand" Model** ▪ **Operating In Tier 2 Through Tier 3 Market** Category ▪ **Big-4 Leadership And Expertise** - Clients Receive "Experienced Only Resources" At Cost Competitive Rates ▪ **Sole Source Delivery Or Team With Tier 1** Where It Makes Sense ▪ **Rapid And (Mostly) Local Deployment** For Strategic Resourcing Fit W/ Client Requirements & Timelines ▪ **Custom Teams Built To Suit** - Deep Industry Expertise In The Markets We Serve ▪ **Direct Senior Leadership Involvement** & High Degree Of Collaboration From Start-to-finish ▪ **Strategic Resourcing Fit Client Requirements** & Timelines ▪ **BOTH Cleared & Un-cleared Professionals** Deployed		▪ Staffing Firms ▪ Resource Turnover ▪ Inconsistent Delivery ▪ Off Shoring ▪ Generalists
− High profile engagements where large firm credentials are required to offer credibility- not necessarily reduced risk. − Larger engagements where staff bench resources are utilized for long periods of time. − Positioned for audit opinions and attestations			− Permanent job seekers that seek to "bridge the gap" between assignments. − Analyst and staff level staff augmentation. − Multiple vendors servicing a client, fragmented and inconsistent.
▪ **Fixed Professional Staff**	**Flexible Professional Staff At Cost Competitive Rates**		▪ **Staff Augmentation**

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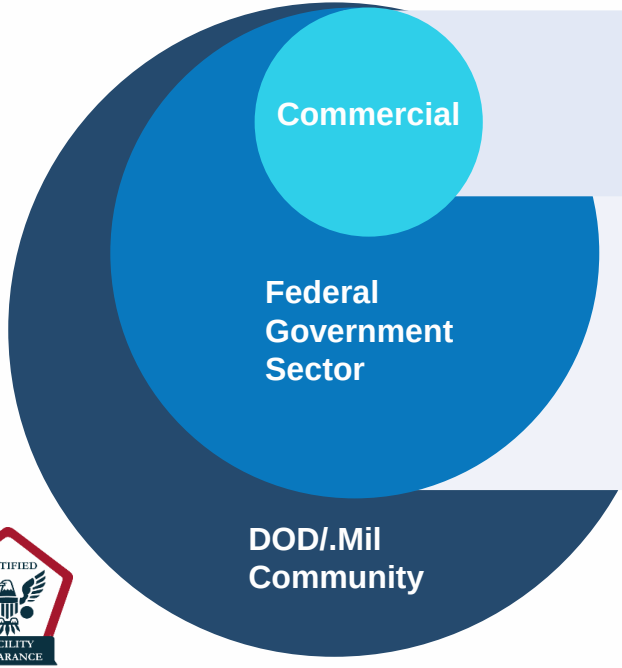
Direct Alignment For Commercial, Federal, And DOD/.Mil Community Engagements

ProSidian Engagement Teams integrate deep Commercial, Federal, And DOD/.Mil experience, professional services skills, and program management principles, with proven methodology and analytical problem-solving frameworks. Using TS/SCI cleared former military and intelligence personnel combined with innovative techniques, ProSidian delivers critical insights that lead to measurable results, cost effectivity, and a high degree of flexibility for mission driven problems and challenges many organizations face.

ProSidian Consulting Strategic Partnerships Create Value On Three Levels



- Former Big-4 Management Consultants and an Engagement Team of nearly 190 professionals globally
- Structured Approach To Strategic Solutions 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.
- We form strategic alliances as may be necessary to leverage Joint Working Groups that provide a focused approach to supporting mission driven initiatives

- Federal Contractor, SB, MBE, 8(a) Certified, Hub Zone Certified, and SDB Entity. ProSidian currently holds a Multiple Award Schedule (MAS) Contract (GS-10F-0309Y) and the Navy Seaport-e: N00178-15-D-8378.
- Both Technical and Financial Capacity to meet and exceed requirements as an engagement partner for upcoming and on-going Mission Objectives.
- We qualify as a small business in most NAICS Codes and have a highly referenceable on-demand business model with Fed Gov. Engagements as a PRIME Contractor.
- HUBZone Certification (60435) the mandate to achieve more with less, improve performance and accountability, better manage change, and sustain superior value and outcomes.

- Civilian Leadership, Industry Experts, and Former military intelligence personnel with aviation special operations and national security experience focused on Intelligence, Information Technology, Tactical Aviation, Professional and Technical Solutions.
- Highly trained, TS/SCI cleared, personnel with specialized skills and extensive operational excellence. Includes Q Clearance/Access Authorizations
- On-Demand Strategic Resources for highly trained, TS/SCI cleared, personnel with specialized skills and extensive operational experience.

CERTIFIED FACILITY CLEARANCE

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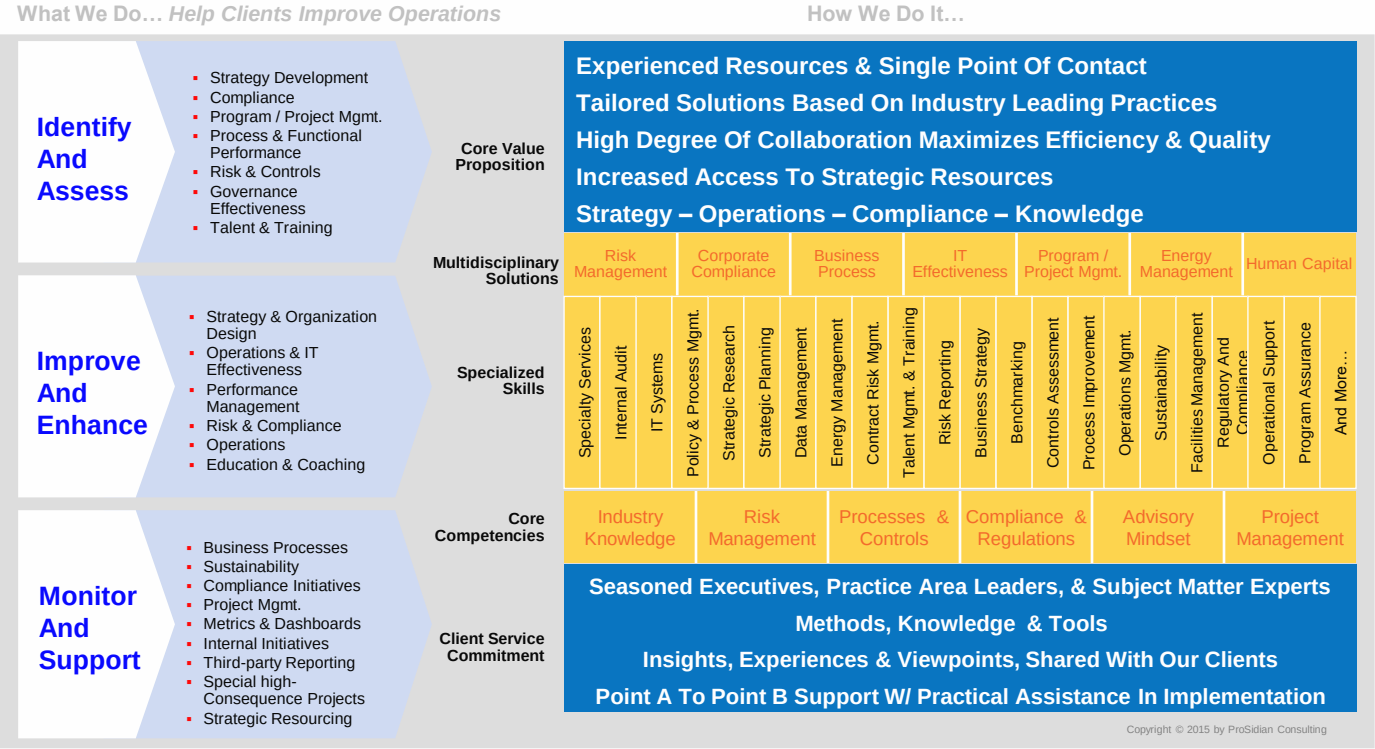
Our Management Consulting Pathways

What We Do… Help Clients Improve Operations**. How We Do It…** Support mission-critical initiatives and solve complex challenges by deploying industry leading expertise, processes, and technology to ensure our commercial, government, DOD/.Mil Community Clients can achieve stakeholder expectations through coordination of all elements with effective integration of people, processes, and tools to produce long term sustainable advantage to essential programs. We provide services covering the spectrum of **Identify & Assess**, **Improve & Enhance**, **Monitor & Support**. We deploy the resources and expertise to deliver turnkey strategic solutions.

What We Do… *Help Clients Improve Operations*

How We Do It…



ProSidian Services Summary & Past Performance

ProSidian's Core Value proposition centers on our On-Demand Platform of experienced resources and tailored solutions based on industry leading practices. With a high degree of collaboration to maximize efficiency and quality; ProSidian delivers a client service commitment for seasoned professionals (industry and government subject matter leaders); methods, knowledge, tools, and insights. Our experiences & viewpoints are shared with our clients; a partnership throughout the entire Project Engagement Lifecycle. The following represents The ProSidian Services Summary and Past Performance snapshot.

7 Solutions | Multiple Service Permutations And Combinations

Solutions	Services Summary	Past Performance
RISK MANAGEMENT	Information | Contract | Regulatory | Operations | Compliance | Financial Risk Management (FRM) | Controls Risk - Performance Risk | Environmental Market Risk - Implementation Risk	U.S. Federal Deposit Insurance Corporation (FDIC) | AstraZeneca | Department Of The Interior (USGS) | Department Of Defense | Department of Agriculture
COMPLIANCE	Internal Control / Internal Audit Requirements | Govt. Regulations | Governance Risk Management & Compliance (GRC) | Managing Appropriate Response To Applicable Laws, Regulations, & Standards.	Department Of The Interior (USGS) | City of Philadelphia (PGW) | British Petroleum (BP) | Mirant Corporation | NRG Energy | Duke
BUSINESS PROCESS	People, Process, Technology, And Infrastructure In Place To Drive Objectives: Process Classification Framework (PCF) | Program Managers | Process Modeling | Process Design | Process Execution | Assessment	U.S. Federal Deposit Insurance Corporation (FDIC) | Department Of Defense | The American Legion | Department of Interior | The AOC | US State Dept. | Dept. Of Energy
PROGRAM / PROJECT MGMT.	Program & Program / Project Mgmt. Methodology - Quality solutions to manage schedule, scope, risk, and budget. Ensuring effective project control infrastructure is in place to identify, track, and facilitate issue resolution.	Federal Deposit Insurance Corp (FDIC) | The American Legion | Department of Interior | Florida Power & Light | Department Of Defense | Dept. Of Energy | US State Dept. | General Services Administration Public Building Service
Sustainability	1) Forecasting, 2) Contracts & Procurement, 3) Policy & Procedures, 4) Reporting, 5) Transactions & Execution, 6) Portfolio Management & Analysis. Analytical And Strategic Support Across The Business Process Lifecycle.	Exelon | Occidental Energy Marketing | Duke Energy | Vectren | Williams | Ernst & Young | AstraZeneca | Hof Textiles | Department Of Interior
IT EFFECTIVENESS	Planning, Delivering, Resourcing, & Operating IT Initiatives | Web-Based Applications | Site Development | Business Application Development | Software Development | Inventory & Asset Management | Testing & Support	Federal Deposit Insurance Corp (FDIC) | Miami Dade County | Wells Fargo/Wachovia Bank | KPMG, LLP | City of Philadelphia (PGW) | Department Of Defense
HUMAN CAPITAL	Staff Augmentation / Strategic Resourcing | Work Force Analytics | Contract Staffing | Training And Knowledge Management | Leadership Development | Change Management | Management & Facilitation Support Services	City Of Durham | NC Department Of Transportation | Department of Veterans Affairs | Office of Personnel Management | The MBDA | Dept. Of Energy | Architect of The Capital

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Our Standard Client Engagement Lifecycle

Client Engagement Strategy, Planning, & Implementation

Client Business Drivers	Client Business Strategy	Client Metrics & Measurement	Client Process Governance	Client Improvements & Mobility
ALIGNMENT	ALLIANCES	AWARENESS	ADAPTABILITY	APPLICATION
Clarity Of Purpose Drives Success.	Build Relationships With All Stakeholders	What You Don't Know Will Hurt You	The 'Best' Approach Is The Most Workable	Getting It Right In The End Means Getting The Right Start

Communication & Learning Drives Success

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Strategic Analysis → Opportunity Analysis → Client Development → Client Execution → Client Effectiveness

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Why Select ProSidian Consulting
Exceptional Client Service, Without Exception

It's our people, the knowledge they bring to engagements, their commitment to quality service, and the candid relationships they develop with clients. 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.

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. 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.

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. As a consequence we understand the challenges and needs of our clients. This means our advice is not theoretical – We offer a Structured Approach To Strategic Solutions.

- Depth Of Experience
- Technical Knowledge
- Open, Communicative Culture
- Active Engagement Leaders
- Exceptional Client Service

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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

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ProSidian

Exceed Expectations With Great Client Relationships

Risk Management | Compliance | Business Process | IT Effectiveness | Sustainability | Human Capital

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

www.ProSidian.com

Confidentiality Statement

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Equal Opportunity Employer

ProSidian's provides strategically diversified business and technical services focused on Risk Management, Compliance, Business Process, Program/Program / Project Mgmt., IT Effectiveness, Sustainability, and Human Capital Solutions (Human Capital). Our service delivery model through a *Structured Approach To Strategic Solutions* helps us mitigate project risk and provide a single point of accountability for ProSidian Consulting 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*.

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ProSidian®

Consulting

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