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PROSIDIAN CONSULTING AWARDED A NAVY SEAPORT ENHANCED (SEAPORT-E) PRIME CONTRACT

For more information and media contacts visit: www.ProSidian.com | www.seaport.navy.mil/

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Charlotte, North Carolina – ProSidian Consulting has been awarded a Navy SeaPort-e Prime Contract. This is a Navy SeaPort Enhanced (SeaPort-e) Multiple Award Contract (N00178-15-D-8378) issued by the Naval Surface Warfare Center. SeaPort-e provides a standardized means of soliciting, awarding, and managing offers among a group of pre-selected businesses.

The Navy awarded this indefinite-delivery/indefinite-quantity, multiple-award contract to contractors like Prosidian (www.Prosidian.com) that will provide for their competition for service requirements in support of 22 Functional Service Areas for the Naval Sea Systems Command, Naval Air Systems Command, Space and Naval Warfare Systems Command, Naval Supply Systems Command, Military Sealift Command, Naval Facilities Command, Strategic Systems Programs, Office of Naval Research, and the Marine Corps. The contracting activity is the Naval Sea Systems Command, Naval Surface Warfare Center, Dahlgren Division, Dahlgren, Va. The government estimates a maximum of \$5.3 billion of services will be procured per year via orders issued under the SeaPort-e Multiple Award Contracts.

“We are excited to be awarded this PRIME Contract, allowing us to compete for Navy SeaPort-e Task Orders that are ideally aligned with our core competencies,” stated Adrian Woolcock, Managing Principal of ProSidian Consulting. *“This award strengthens our competitive positioning, broadens ProSidian’s service capabilities across 22 Functional Service Areas for the Naval Sea Systems Command arena, and reinforces our capabilities to serve Private Companies, Fortune 1,000 Enterprises, and Government Agencies of all sizes.”*

In order to align, organize and integrate support services for the U. S. Navy to meet the wide variety of challenges in the 21st century, the Chief of Naval Operations (CNO) promulgated Seapower 21 as a means to find methods of becoming more efficient and effective. To meet this mandate, the NAVSEA Warfare Centers established the Seaport Enhanced (Seaport-e) Multiple Award Contract (MAC) vehicle, using a web-based, e-business procurement Portal, to facilitate performance-based service acquisition, leverage buying power, improve business intelligence and reduce cycle time. Since, the scope of services expanded to include all Virtual SYSCOM activities as well as activities from other Commands. These SeaPort-e awards were made as a result of the contract’s rolling admissions process. The contract contains seven regional zones, and task orders will be completed by zone based on the principal place of performance for the contract.

The 22 Functional Service Areas within the scope of the contracts include: 1) research and development support; 2) engineering system engineering and process engineering support; 3) modeling, simulation, stimulation and analysis support; 4) prototyping, pre-production, model-making and fabric support; 5) system design documentation and technical data support; 6) software engineering, development, programming and network support; 7) reliability, maintainability and availability support; 8) human factors, performance and usability engineering support; 9) system safety engineering support; 10) configuration management support; 11) quality assurance support; 12) information system development, information assurance and information technology support; 13) ship inactivation and disposal support; 14) interoperability, test and evaluation, trials support; 15) measurement facilities, range and instrumentation support; 16) acquisition logistics support; 17) supply and provisioning support; 18) training support; 19) in-service engineering, fleet introduction, installation and checkout support; 20) program support; 21) functional and administrative support; and 22) public affairs and multimedia support.

The Seaport-e divides its service areas into Seven (7) Geographic / Regional Zones, of which ProSidian Consulting has been selected based on a physical presence in all Seven (7) Regional Zones. Task orders will be competed based upon the principal place of performance. As a contractor on the Seaport-e, ProSidian Consulting would provide the management, supervision, manpower, and supplies necessary to provide quality and value-driven services in Sixteen (16) of the Twenty-Two (22) Functional Areas. These contracts were competitively procured via the Navy Electronic Commerce Online website, and awards contain provisions to set aside requirements for Small Businesses, Service Disabled Veteran Owned Small Businesses, The 8(A) Business Development Program, and Historically Under-Utilized Business Zone Small Businesses. Contract funds will be obligated at the time of task order award and, multiple funding types with varying expiration dates may be used, consistent with the purpose for which the funds were appropriated. Under these multiple

award contracts, each contractor will be provided a fair opportunity to compete for individual task orders solicited within their zone or zones of performance. The awards will have four-year periods of performance.

Through a rigorous vetting process, ProSidian Consulting was selected by ProSidian as an ideal partner for The Naval Surface Warfare Center affiliated entities based on our reputation and track record of success. ProSidian operates in the Tier 2 and Tier 3 category for Advisory, Administrative Management and General Management Consulting (NAICS 541611). 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.

ProSidian Consulting specializes in Management and Operations Consulting, focusing on a range of services across our six solution sets – Information Technology (IT) Effectiveness, Business Process, Risk Management, Compliance, Talent Management, and Energy & Sustainability. Additionally, The Firm provides Program Management services through our Solution Sets or as a stand-alone service.

ProSidian Consulting, through internal and partner resources, has the appropriate depth and breadth of staff experience to add value to the Navy through the SeaPort-e. ProSidian has developed a unique and unmatched client service delivery platform by forging strategic partnerships with Consulting Firms across the U.S. By leveraging the specialized expertise, broad resources, global network, intellectual capital and best practices of The Firm's Industry Leading Partners, ProSidian is positioned to deliver strategic, integrated strategies and solutions for managing risk and human resource demands while meeting important mission driven imperatives in an increasingly complex environment.

ProSidian's Industry Leading Partners (including Consolidated Asset Management Services (CAMS), V1 Analytical Solutions, Intrinsic Technologies Consulting, LLC, DNV GL (KEMA), and COMNet Group, Inc.) ensure expertise across Sixteen (16) of the Twenty-Two (22) Functional Areas. ProSidian employs an on-demand business model—a flexible, results-driven approach anchored in industry best practices, tailored to your business needs that combines the subject matter expertise of Engagement Teams with the project management and quality oversight of our principals and practice leaders.

Adrian Woolcock, Managing Principal of ProSidian states, *“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.”* **Moureen Smith, Operations Manager of ProSidian states,** *“We are proud to be added to the list of Navy SeaPort Enhanced (SeaPort-e) Multiple Award Contract Cohorts. 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.”*

Procurements on SeaPort-e are streamlined; SeaPort-e Clients decide what the procurement timeline will be, and most favored companies generally can respond to quick, 10 day or less RFP response times. SeaPort-e Clients do not have to create standard contract clauses, terms and conditions, or solicitation data such as Section K (Reps & Certs) because these contract items are covered by the all-encompassing SeaPort-e contract. SeaPort-e procurements occur electronically through a single NAVSEA portal. On the web site, our SeaPort-e Clients are SeaPort-e Buyers, and must register on the portal as a Buyer. SeaPort-e Clients use their local Contracting Offices and Contracts Administrators to register and process procurement documents. On SeaPort-e, we are a Seller. ProSidian SeaPort-e's Program Office is the only authorized ProSidian Seller, and therefore all Navy SeaPort-E Enhanced proposals are submitted through The ProSidian SeaPort-e PMO.

The ProSidian Consulting (www.ProSidian.com) Navy SeaPort Enhanced (SeaPort-e) Prime Multiple Award Contract (N00178-15-D-8378) begins on Start Date: 04.05.2015 and ends on End Date: 04.04.2019 when the contracts become up for review. Learn more about Navy SeaPort SeaPort-e at www.seaport.navy.mil/. This accomplishment will enhance The Growth Opportunity for ProSidian Consulting to create sustainable advantage and serve as a Key Success Factor by building an engagement ecosystem that 1) develops and maintains a sustainable government client base (60% share of our intended target market), 2) grows a strategic presence in other market areas (Texas, Georgia, Florida, Maryland,

Virginia), 3) increases service contracts for clients in the private sector (35% share of our intended target market) and other applicable sectors (i.e. Non-Profit -5% share of our intended target market).



ABOUT NAVY SEAPORT-E

The Navy SeaPort Enhanced (SeaPort-e) is a \$5.3 billion Multiple Award Contract (N00178-15-D-8378) issued by the Naval Surface Warfare Center covering Seven (7) Geographic / Regional Zones and 22 Functional Service Areas. Seven (7) Geographic Zones cover Zone 1 - Northeast | Zone 2 - National Capital | Zone 3 - Mid-Atlantic | Zone 4 - Gulf Coast | Zone 5 - Midwest | Zone 6 - Southwest | Zone 7 - Northwest. The 22 Functional Service Areas within the scope of the contracts include: 1) research and development support; 2) engineering system engineering and process engineering support; 3) modeling, simulation, stimulation and analysis support; 4) prototyping, pre-production, model-making and fabric support; 5) system design documentation and technical data support; 6) software engineering, development, programming and network support; 7) reliability, maintainability and availability support; 8) human factors, performance and usability engineering support; 9) system safety engineering support; 10) configuration management support; 11) quality assurance support; 12) information system development, information assurance and information technology support; 13) ship inactivation and disposal support; 14) interoperability, test and evaluation, trials support; 15) measurement facilities, range and instrumentation support; 16) acquisition logistics support; 17) supply and provisioning support; 18) training support; 19) in-service engineering, fleet introduction, installation and checkout support; 20) program support; 21) functional and administrative support; and 22) public affairs and multimedia support. For more information on Navy SeaPort-e, log onto www.seaport.navy.mil/.



ABOUT PROSIDIAN CONSULTING

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

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. ProSidian clients represent a broad spectrum of industries to include but are not limited to Energy, Manufacturing; Chemical; Retail; Healthcare; Telecommunications; Hospitality; Pharmaceuticals; Banking & Financial Services; Transportation; Federal and State Government Agencies.

Learn more about ProSidian Consulting at www.ProSidian.com

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