

Make the Call  
Identify Opportunities  
Create Awareness  
Drive **SUCCESS**



## The ProSidian Fellowship Program

“As a ProSidian fellow, you can rely on a structured approach to strategic solutions, strong management & operations infrastructure, and collaborative engagement teams to help drive revenue and business results.”

- *Adrian Woolcock*  
*Managing Principal*

**People often comment on how easy it is to work with ProSidian Consulting. Our Response:**

**“That’s How It Should Be.”**



**A PLATFORM FOR GROWTH**



### **WHO ARE PROSIDIAN FELLOWS**

ProSidian Fellows are experienced industry professionals and consultants with a marked capacity for self-direction. They are business partners who not only deliver quality deliverables but are involved in business development – they are self-motivated and **make calls, identify opportunities, and create awareness** to build a book of business. ProSidian engages and supports our Fellows, providing options and autonomy to pursue and build a book of business.

ProSidian Fellows gain the support and partnership of a consulting firm with former Big 4 Management Consultants and the talents of a national resource base of professionals to complete a wide variety of engagements for private companies and government agencies of all sizes.

### **WHO WE ARE**

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 over 190 professionals nationally to complete a wide variety of engagements for private companies and government agencies of all sizes. When you work with ProSidian, you have immediate and constant access to the full range of staff expertise that can seamlessly respond to complex project’s needs.

### **LEADING THE WAY TO SUCCESS**

Change is an inevitable part of business. In an era of rapid technological evolution and business innovation, organizations need a partner capable of helping them stay ahead of changes in market, technology, and operations. ProSidian serves clients who make a difference in their markets, influence their industries/sectors, and commit to continuing improvement.

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. We work with seasoned industry professionals that understand the requirements to not just meet, but exceed expectations.

# The ProSidian Fellowship Program

## PROSIDIAN SOLUTIONS

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

## EXPERIENCED INDUSTRY EXPERTS

You'll join the ranks of over 200 professionals around the region and country who collectively approach problems from multiple points of view to add value to clients in the markets we serve.

## THOUGHT LEADERSHIP DRIVES SUCCESS

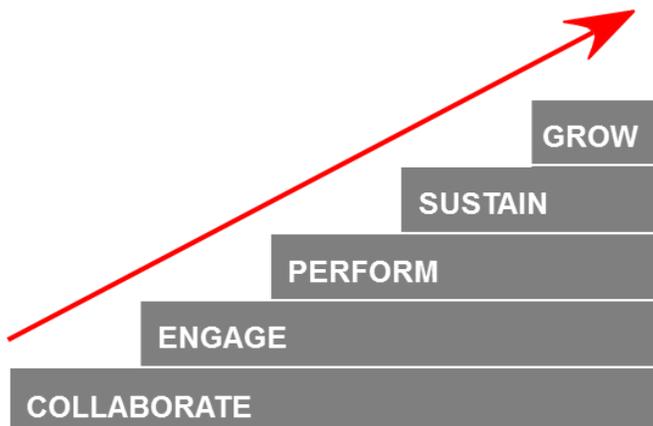
We collaborate to develop Thought leadership covering trends and topics that challenge and influence the markets we serve. It should help start a relationship where none exists, and can enhance existing relationships.

## PARTNER WITH PROVEN RESULTS

ProSidian's past performance and the solutions we offer serve to create proven results and an optimal return on investment for participants in our Fellowship program.

## A PLATFORM FOR GROWTH

We provide a platform to collaborate, engage, perform, sustain and grow for direct business impact and a ROI among the best in the industry.



## HOW WE COLLABORATE TO WIN

At ProSidian we do business with a structured approach to strategic solutions. We help clients improve operations - We're a community of professionals dedicated to working collaboratively with business leaders to solve problems, transfer knowledge and drive internal change.

For each new engagement, we assemble teams tailored to the client needs. Tapping into the expertise of our professional community, we bring the best people for the job - leaders with 15-20 years' experience; people who help our clients execute internal initiatives and innovate in new ways based on their proven experience.

Whether you are targeting new markets and clients, or looking to add value to your existing customer base, representing ProSidian's comprehensive range of services and solutions will serve as a powerful statement to your clients and prospects alike.

## WHAT MAKES US DIFFERENT

ProSidian is different from traditional consulting firms. We integrate with client teams to solve problems, implement initiatives and help drive change through all levels of the organization. While our solutions transcend industry, we align industry professionals with teams and services tailored to the needs of each client.

We're management and operations consulting services firm – a community with a novel approach to business – we innovate from the inside out. Traditional consulting firms hire graduates who need on-the-job development; ProSidian deploys seasoned professionals that start adding value immediately. Most important, our Fellowship Participants receive equity in each engagement.

## THE BENEFITS OF FELLOWSHIP

Our Firm's Fellowship Agreement addresses engagement pursuit, engagement delivery, technical staffing and strategic resourcing. As we grow our business and pursue other initiatives, we leverage the Fellows Agreement in working with industry professionals to collaborate on successful client pursuits and develop thought leadership around key industry topics.

The ProSidian Fellowship Agreement offers a mutually beneficial structure for collaborating on business development and sharing the benefits. Fellows benefit from generous compensation, experience, and a robust framework for quality.

Through our Fellowship Program, you have access to opportunities and the tools to pursue opportunities previously unavailable to you. Supported by our past performance, contracting vehicles like GSA MOBIS and 8(a), and our business development team; Fellows are bounded only by the initiatives they chose to pursue.

## WHY PARTNER WITH PROSIDIAN CONSULTING?

The ProSidian Fellowship Program has been in existence since 2008 and has created very successful partners. We choose fellows based on their expertise, integrity, and drive to achieve success. ProSidian's Fellowship Program has two goals: first, to drive revenue growth and second, to target market areas our direct sales organization cannot sufficiently access. Two key factors contribute to the success of any ProSidian Fellow:

- 1) Fellowship Commitment – in time, energy and expertise through collaboration); and
- 2) Open Communication - to evaluate new opportunities and adjust solutions as required.



# The ProSidian Fellowship Program

## ***THE PARTNER FOR GROWTH MODEL***

The ProSidian Fellowship Program is not Zero-Sum and not meant to be a venture engaged alone. Fellowship participants value the linear relationship between consistency, learning, sharing, teamwork, and communication that leverages the ProSidian Platform and competitive positioning to pursuing aggregate gains with interacting parties that create sustainability and independence for all participants (clients, fellows, employees, and collaborating partners) based on the services and solutions offered by the Firm.

Because ProSidian Fellows are an extension of ProSidian Consulting, we provide you access to the same tools and resources available to all ProSidian Engagement Teams. You are able to access a pool of talent and business development resources comparable to large consulting firms.

Partnering with ProSidian Consulting can help you capture market share, provide critical differentiation, generate new revenue streams, improve customer satisfaction and increase profitability.

ProSidian's service philosophy is built upon a structured approach to strategic solutions. We strategically select ProSidian Fellows and then support them to achieve success.

We are committed to the successful delivery of long terms services and solutions that benefit you as a valued member of our team. Together we share a mutual goal—to grow sustainable revenue through quality client work.

Every ProSidian Consulting Fellow can feel secure in the knowledge that experienced, reliable and accessible professionals support their efforts in designing, implementing and continuously enhancing solution offerings to our clients.

These resources are designed to enable you to quickly and efficiently ramp up to pursue and deliver client solutions, leverage a robust management and operations infrastructure, gain immediate response to the solution offerings and realize quick and sustained momentum.

## ***STRATEGICALLY DIVERSIFIED SERVICES & SOLUTIONS***

Our mission is to help business leaders execute their internal initiatives. We partner with our clients to solve problems and drive internal change. ProSidian Solution Sets to help business leaders meet mission goals and objectives.

- **Risk Management Solutions:**  
ProSidian's Risk Management Solutions respond to client requests to "Keep Us Out of Trouble" and "Make Our Business Better." For issues that apply to your organization, we work with stakeholders to identify current processes for addressing risks and developing, designing, and implementing a plan.
- **Energy & Sustainability Solutions:**  
Energy markets are volatile and uncertain while operational requirements for Energy & Sustainability challenges existing organizational structures. ProSidian's Energy & Sustainability services transcend conventional service providers by tailoring solutions to the needs of our clients based on the organizations risk tolerance.

- **Compliance Solutions:**  
ProSidian assists clients with the delicate balance between independent action and internal control requirements. We work with clients to incorporate business drivers and critical mitigation activities based on management expectations of appropriate response to applicable laws, regulations, and standards. "The Big Picture" of our risk based compliance approach is that we addresses obstacles that impede progress toward achieving objectives.
- **Business Process Solutions:**  
Leading organizations respond to marketplace demands with speed and efficiency through process improvement. ProSidian achieves effectiveness & efficiency through a Process Classification Framework (PCF) that focuses on core processes to achieve dramatic improvements in productivity, cycle times and quality.
- **Talent Management Solutions:**  
Meeting your organization's goals and objectives depends largely on communication and strategic planning while providing the tools and skills for success. ProSidian Talent Management refers to structures and processes for Strategic Resourcing, Training and Knowledge Management, Leadership Development, and Change Management. We focus on improving performance by developing effective organizations, groups, and individuals.
- **Program & Project Management Solutions:**  
ProSidian's Program & Project 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.
- **IT Effectiveness Solutions:**  
We help private companies and government agencies of all sizes respond to challenges of planning, delivering, resourcing, & operating IT Initiatives within a complex changing business environment. We do this by working to identify the most important business outcomes, then helping design programs or strategically resourcing work streams that will impact the processes, people and technology to deliver outcomes.



# The ProSidian Fellowship Program

## HOW FELLOWSHIP PARTICIPANTS BENEFIT: IF YOU ARE A....

- Business Owner:**  
 Gain a collaborative partner and new business channels with ability to leverage ProSidian's business development services to pursue opportunities with options for project staffing.
- Fellow Currently Full-Time Employed:**  
 Gain access to strategic engagements with equity participation in each project and access to business development framework and new business channels.
- Fellow Currently Part-Time Employed:**  
 Gain access to flexible projects with equity participation and access to business development channels with opportunities for flexible project staffing.
- Full Time Fellow:**  
 Gain equity participation and access to business development channels with firm support and infrastructure to grow and maintain a robust book of business with private companies and government agencies of all sizes.

## EXPECTATIONS FOR YOU AS A FELLOW

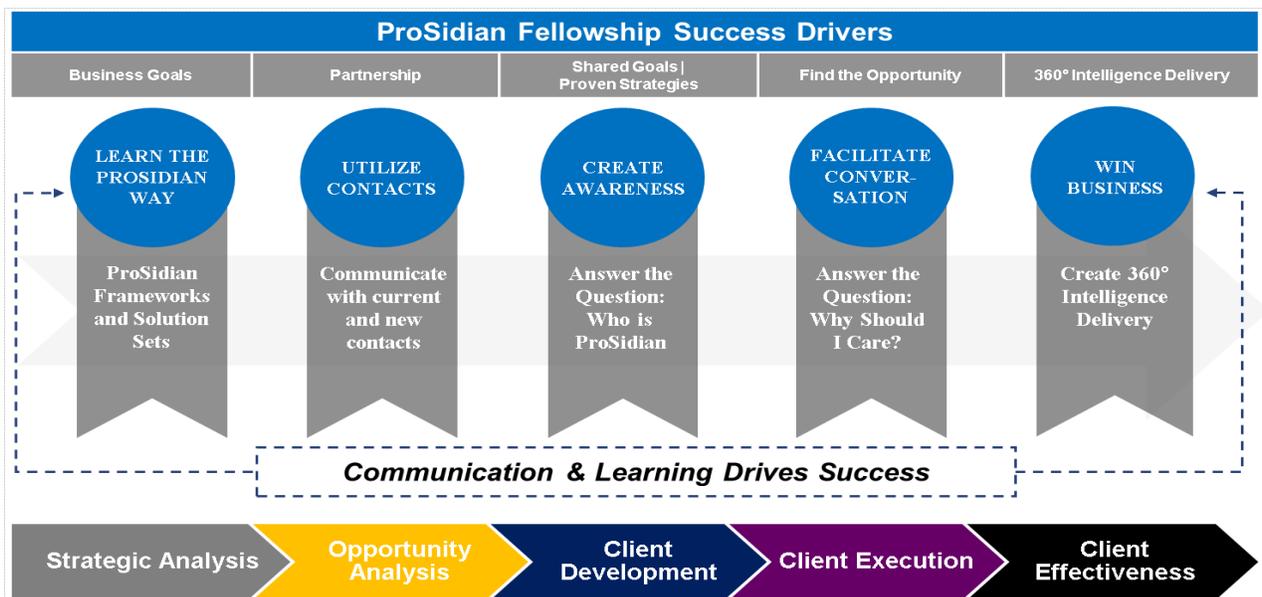
As a ProSidian Fellow, you have options. You have the option to work on as many or as few projects as you wish and bring opportunities to the table, utilizing ProSidian's resources and your network to pursue and deliver projects.

As a Fellow, each contract you help capture entitles you to a sales credit, even if you do not participate in the resulting delivery of work. Furthermore, you have the option to work on the project and receive a % of your bill rate.

Successful Fellows commit time and energy in business development together with ProSidian Consulting staff, enabling the Fellow to participate in projects they otherwise would be unable to pursue. We have structured the Fellowship to give you the freedom to choose the best work balance options for you, and to be self-motivated to reach your goals.

As a ProSidian Fellow, we recognize your professional experience and expertise, and expect you to adhere to professional standards. We challenge you to take the bull by the horns and drive your own level of success.

To take advantage of the Fellowship Program, collaboration is



## FELLOWSHIP VS. CONTRACTOR RELATIONSHIP

The key difference between a ProSidian Fellow and a Contractor is that the Fellowship is a collaborative partnership with revenue sharing versus a contractor relationship.

The contractor relationship is characterized by a fixed price contract for a discrete statement of work. Preference is given to ProSidian Fellows on engagements where contract opportunities exist.

The firm as part of our strategic resourcing platform will often engage outside contract resources to augment internal Engagement Teams.

expected, with mutual investment of time and energy in pursuing and delivering client deliverables. With the program, you decide your level of involvement and corresponding level of compensation.

ProSidian Consulting supports you through our infrastructure and resources, allowing you to expand your business development channels and efficiently scale your efforts.

*In the long history of humankind... those who learned to collaborate and improvise most effectively have prevailed."*

*-Charles Darwin*

# The ProSidian Fellowship Program

## ACHIEVING SUCCESS IN ANY DIRECTION

ProSidian is a 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 their 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 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.

## THE PROSIDIAN FELLOWSHIP PROGRAM

The ProSidian Fellowship Program provides a platform for participants to pursue opportunities in the ProSidian pipeline while leveraging skills and experience to collaborate on business development initiatives based on the infrastructure and competitive positioning of The Firm. ProSidian Fellows work with executive leadership on key business strategies on a national basis through relationship and business development, program management, and team management to drive northbound services awareness in key solution and industry areas. Our Fellows are seasoned business professionals working in a highly matrixed professional service organization to create, embrace and execute strategies to grow revenue.

- **Thinking "The Box Outside"**, 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.
- **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.
- **The Mandate To Achieve More With Less**, improve performance and accountability, better manage change, and sustain superior value and outcomes now penetrates every aspect of mission operations.
- **By Infusing Client Teams With Accomplished Professionals**, we partner with our clients to solve problems and drive internal change.
- **The Prosidian Consulting Fellowship Is Really About You** - It Begins With Your Business Goals; It Proceeds With The Formation Of A Partnership. Together We Chart Our Course, and collaborate with a structured approach to strategic solutions.
- **We Serve Clients Who Make A Difference** in their markets, influence their industries/sectors, and commit to continuing improvement.
- **The Fellowship Program Is Not Zero-Sum** and not meant to be a venture engaged alone.
- **Simply Put, Prosidian Consulting Drives Innovation and Efficiency** through our passionate drive for our client's success, delivering value throughout our client's organization.

For more information about The ProSidian Fellowship Program or The Firm, visit [www.ProSidian.com](http://www.ProSidian.com) or contact us at: info @ ProSidian.com or +1-800-597-6904.

**OUR SOLUTIONS INCLUDE:** Risk Management | Energy & Sustainability | Compliance | Business Process | IT Effectiveness | Talent Management



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

Structured Approach To Strategic Solutions

Charlotte, NC 28270  
Phone: 800-597-6904  
[info@ProSidian.com](mailto:info@ProSidian.com)  
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