

The following information is being provided in this document concerning Prairie Quest Consulting:

1. A brief statement of capabilities, experience and technical comments
2. Company information
3. Size & Socio Economic Status
4. Point of Contact Information
5. Past Performance

Should you have any questions, please feel free to contact the identified point of contact

## **1. STATE OF CAPABILITIES, EXPERIENCE AND TECHNICAL COMMENTS**

Prairie Quest Consulting's core focus is to support your need to successfully achieve IT and business projects. Our Project Managers, Business, Financial and System Analysts provide experience, past performance history and proven success to our engagements. We have proven achievements in project management, business requirements development, strategic sourcing, acquisition management and ERP implementation. Your success is our success!

Prairie Quest Consulting's business strategy is to provide professional services offerings to both our private and public sector clients. Our solutions are focused on providing a real return on investment for our clients by increasing their capacity, providing specific expertise, working as a liaison between IT organizations and business units and ensuring that your project needs are met and customer strategies are achieved. We offer solutions and professional services in three primary value added delivery arenas.

**Operational Analysis** - This is analysis conducted to determine to support our customer's needs related to business, financial and system projects. Our analytical expertise comes from a staff where 90% hold a bachelor's degree, 50% hold masters and we constantly encouraging our staff to add to those capabilities. The overall goal of our operational analysis staff is to provide highly qualified analytical research and results to our customers and to assist with their ability to get the job done. This includes business process analysis, systems requirements/testing development, survey processing and data analysis.

**Strategic Sourcing/Acquisition Management** – Strategic Sourcing is a focus for our organization and it goes beyond just working with procurement and analyzing spend and cutting per unit cost as a method of savings. We work with operations to validate and review user requirements, looking for ways to reduce costs without sacrificing high quality. We work with the financials staffs looking at payment agreements, financial efficiencies and organizations processes that allow for streamlining the financial operations and gain efficiencies and finally, we work with the procurement organizations to assess the total cost of ownership, look at good purchased, methods used and existing practices looking for ways to improve costs.

Our acquisition management support has driven from our strategic sourcing expertise and we now provide outsourced acquisition management support. Prairie Quest Consulting is a trusted partner with government customers in successful efforts to achieve program objectives and milestones by providing a full spectrum of acquisition management support related to supply, services and construction. In our first year Navy supporting their NavSea contracts showed our service level agreement award was 25 out of 30 when only 15 was required to be achieved.

Prairie Quest Consulting expertise ranges from acquisition and financial management, including execution, programming and budgeting, program close out, case development, budget and financial management and technology transfer, contract management and program security.

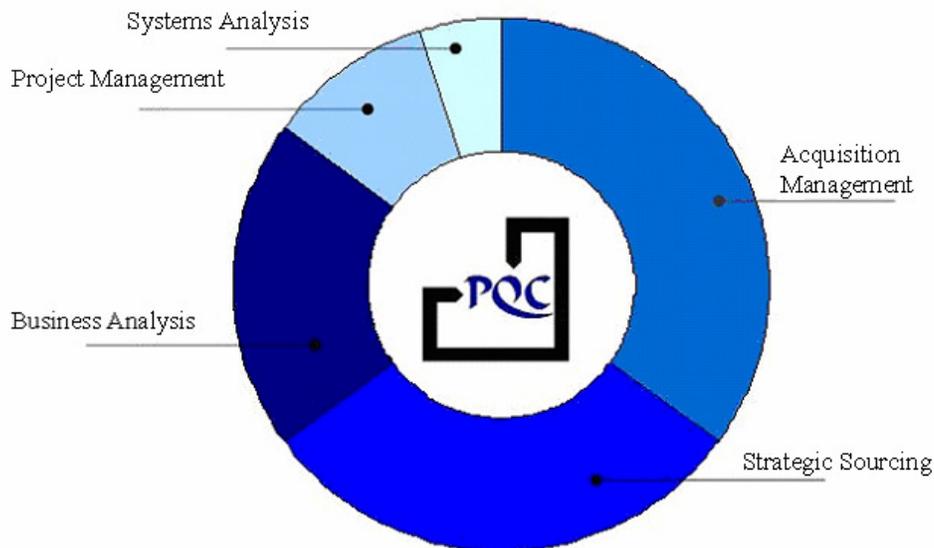
Prairie Quest Consulting acquisition management support is inclusive of engineering; system requirements generation, validation, and flow down; logistics; contract management; acquisition documentation and milestone preparations; test and evaluation planning and management, and risk management. Prairie Quest Consulting facilitates the preparation, tailoring, staffing, review, and approval of essentially all statutory and regulatory related acquisition documentation for customer program offices.

**Project Management** – A project management process is a formal collection of explicit or referenced principles, policies, methods, procedures, tools, practices, and definitions detailing how projects are to be accomplished. It also specifies how these defined processes interface with other related processes.

By providing standards, our intention is to create a repeatable, consistent process that can be followed across our customer's projects. Additionally, it is our intent to make these processes capable of crossing over multiple types of projects (infrastructure, information technology [IT] development, and business growth) to allow for standards that will lend success to all Prairie Quest Consulting projects.

By having standardized policies, processes, and procedures, it has enabled Prairie Quest Consulting to realize the benefits of repeatable successes and learn from the mistakes we encounter through the history of our work. We have created a Project Management handbook that each and every one of our project managers use as a reference tool to compliment the Standard Operations for a Project. This includes instructions and templated forms for the project planning, tracking and implementation of a systems integration and business process redesign effort.

Our business practice breaks down as follows:



## 2. COMPANY INFORMATION

The following is some key details about Prairie Quest Consulting

- Incorporated in Indiana in 2004
- President and CEO Stacey Smith is the primary founder of the organization
- Headquarters is in Fort Wayne Indiana
- Branch Office in Indianapolis, IN
- Growth of the organization has quadrupled in size 2004, 2005 and 2006. In 2007, the organization doubled in size and is on track for a similar effort in 2008.

- Employs 21 employees nation wide and has 9 independent consultants that are engaged on specialized projects specific to our clients needs. 90% of our staff have bachelors degrees, 50% have Masters and 2 are finishing up Master's. We have 3 certified project managers.
- In fiscal year 2006, Prairie Quest Consulting had > \$1 million in revenues generated from their professional services organization.
- Our organization has passed a DCAA audit and found to be compliant
- Our organization has passed a DCMA review and found to be compliant
- DUNS: 154-694298
- TAX ID: 20-1214908
- Web Site: [WWW.PRAIRIEQUEST.COM](http://WWW.PRAIRIEQUEST.COM)
- Cage Code: 33FA6
- Contract Vehicles:
  - Navy Seaport E (Prime and subcontractor to SAIC & Booz Allen Hamilton)
  - DHS Eagle (Subcontractor to STG)
  - GSA MOBIS & Schedule 70 in work

### 3. SIZE & SOCIO ECONOMIC STATUS

Prairie Quest Consulting is categorized as a small Business  
 Prairie Quest Consulting holds the following socio-economic certifications

- 8(a)
- Socially Disadvantaged Business (SDB)
- HUBZone
- Woman Owned (Certified by the state of Indiana, City of Indianapolis and WBENC)
- Disadvantaged Business Enterprise (DBE)

### 4. POINT OF CONTACT INFORMATION

The following person is the Prairie Quest Consulting point of contact for Government Sector Sales is:

Dan Fry, Business Development Manager	
1830 Wayne Trace, Suite 6	Office: 260-420-7374
Fort Wayne, IN 46803	Cell: 260-341-4164
Email: <a href="mailto:DFry@PrairieQuest.com">DFry@PrairieQuest.com</a>	Fax: 260-424-0024

### 5. PAST PERFORMANCE

The following identifies just a few of the many government and non-government contracts where Prairie Quest Consulting has performed similar work.

<b>Customer Name</b>	DHL/Airborne Express
<b>Project Name</b>	Data Conversion/Data Analysis
<b>Description of Services</b>	
<p>As a part of the Airborne Express acquisition, DHL needed to integrate its existing co-sourced HR/Payroll operations with its newly acquired employees. This required data translation, data validation, system configuration and data interfaces. The HR applications were an in-sourced and their payroll applications were outsourced to ProBusiness/ADP. The corporation required a 3rd party to review all the business processes, system configurations and data testing to ensure that the transition would occur in such a manner. Failure to meet this requirement would result in union agreement violations that could cost the company thousands of dollars a day. Our role during the project was to:</p> <ul style="list-style-type: none"> <li>• Review the all the business process documentation, validate their accuracy,</li> <li>• Ensure the data translations were complete/accurate</li> <li>• Validate the HR and payroll systems are configured correctly to support business operations</li> </ul>	

- Lead the user acceptance test for the HR and payroll operations
- Validate all interfaces to 3rd party vendors and internal applications are 100% accurate.

There transition date was completed on January 1, 2005. The results of our operations were 100% to the satisfaction of the customer. We met or exceeded their expectations and completed the project in 2 weeks ahead of schedule and 16% under the projected budget.

<b>Customer Name</b>	Digimarc/State of Indiana – Bureau of Motor Vehicles
<b>Project Name</b>	Project Management of New System/Equipment
<b>Description of Services</b>	
<p>Prairie Quest Consulting supported this project with project management, and deployment staff to support the installation of new digital driver's license equipment. The challenge to this project was to complete the full implementation in less than 30 days and providing for uninterrupted services at the motor vehicle branches</p> <p>The objective of Phase I of the DDL project was to prepare for Phase II, which allows for the installation of new DDL equipment, removal of dated equipment, and training of all license branch staff on use of the delivered hardware.</p> <p>DDL Phase I focused on state-wide license branch visits designed to gather specific measurements to ensure site readiness for new license equipment. Focusing on all 155 license branch sites, this project required a visit to each site and detailed measurement of each site's capture station(s). As each license branch is to receive new license-making equipment, the objective of Phase I was to measure the areas designated for the license-making process, and submit these measurements to Digimarc. With this information, Digimarc determined the spatial capability of each license branch to receive and operate new DDL equipment.</p> <p>Phase 2 required a 36 person installation to entered the branch, identified themselves, and unpacked and pre-tested all the equipment. Upon closure of the branch, the equipment was staged, old equipment removed, new installed and validation of connection and functionality of the equipment was completed. The installation included printers, capture stations, screens, and auxiliary support equipment. Prior to departure, the installer spent approximately 1 hour working with the branch manager demonstrating the equipment, providing hands on training to ensure the branch manager was comfortable with the new equipment. Upon leaving the facility, the installer validated all the old equipment was logged, removed and a box with the new equipment was routed to the disposal. Old equipment was staged in storage area for pickup at the end of phase II.</p> <p>Beginning with the next day shift, a training coordinator was onsite to assist all the branch personnel with a training overview of the equipment and supported an onsite training class to ensure familiarity of the equipment and troubleshooting steps. The training coordinator worked with the BMV branch staff stayed on site for 4 hours on the day after to ensure the staff was comfortable with the new equipment, understood the guides, manuals and checklists and that the BMV branch manager was comfortable working in a train the trainer environment.</p>	

<b>Customer Name</b>	State of Indiana
<b>Project Name</b>	Strategic Sourcing
<b>Description of Services</b>	
<p>The State of Indiana selected the CGI-AMS/PQC to assist in identifying significant annual savings would result from implementing a strategic sourcing program that reduces the amount State Agencies spend for goods, supplies, equipment and services. The high level components of the program included:</p> <p><b>Phase 1: State Spend Analysis</b></p> <ul style="list-style-type: none"> <li>• Capture and analyze the State's total spend for goods and services.</li> <li>• Identify and prioritize the State's best savings opportunities by acquisition category.</li> </ul> <p><b>Phase 2: Execution of Strategic Sourcing Techniques for Identified Savings Opportunities</b></p>	

- Realize cost savings through improved procurement processes and practices.
- Improve the State's supply chain management through improved speed-to-market, contract compliance and performance-based contracting.
- Implement a system where everyday procurement decisions would be based on the resultant "spend analysis".
- Incorporate the goals of the Governor's "Buy Indiana" program as well as the goals for Minority, Women, and Disadvantaged Business Initiatives
- Transfer knowledge and train State staff in strategic sourcing to sustain efforts achieved.
- Incorporate and coordinate with the implementation of the electronic procurement module of the State's ERP, with a goal of maximizing compliance with purchasing policies and eliminating maverick spend.

**Phase 3: Review of Procurement Statutes, Rules, Procedures, and Organization**

- Develop an organizational structure that allows the State to promote the strategic role of procurement activities and to enhance the assistance to State agencies with their purchasing needs.
- Review current Procurement statutes, policies and procedures, including preferences currently called for in statute to determine their effectiveness and appropriateness in today's environment.
- Implement a program of best practices for the procurement process.

As a part of this project, PQC supported the effort with 6 analysis with a focus on financial analysis, research and cost benefit analysis. We also supported with data of all manual entry.

<b>Customer Name</b>	Dept of Navy
<b>Project Name</b>	SAP Acquisition Management Support
<b>Description of Services</b>	<p>The objective of this contract is to support non-personal services to provide a broad range of non-engineering acquisition support to various organizations within NSWC Crane. The scope of this effort has included support for professional work involving the Acquisition of supplies, services, or research and development with estimated values both above and below the Simplified Acquisition Threshold (SAT).</p> <p>In rendering support to the identified tasks, outputs may take the form of information, advice, opinions, alternatives, analysis, evaluations or recommendations to complement the Government's technical expertise in accomplishing its mission. The nature of this work will, at times, require the contractor support personnel to be capable of quick response to stringent deadlines.</p> <p>Our personnel have been concerned with: (1) using Government Furnished Information (GFI), preparation of technical data packages in support of procurements, soliciting, evaluating, contracts with commercial organizations, educational institutions, nonprofit organizations for furnishing products, services, construction, or research and development to the Federal Government; (2) administering contracts by assuring compliance with the terms and conditions of contracts, including resolution of problems concerning the obligations of the parties; (3) terminating contracts by analyzing, and making recommendations regarding claims and proposals for negotiation; (4) analyzing and evaluating cost or price proposals and accounting systems data; (5) planning, establishing, or reviewing contracts, programs, policies, or procedures; (6) formulating and recommending policies and procedures to insure achievement of Federal socioeconomic goals, such as those affecting small business, labor surplus areas, and disadvantaged business firms; and (7) developing acquisition strategies and directing or managing procurements.</p> <p>In year 1 of this contract, we successfully supported the transition of key personnel, added to the team, and achieved a twenty five (25) of the thirty (30) service level agreement score. A mandatory score of fifteen (15) was the minimum requirement.</p>