



Project Success, Inc.

GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule Price List

Federal Supply Schedule 874: MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)

Contract number: GS-02F-0229W

Contract period: **September 2nd, 2010 to September 1st, 2015**

FSC Class(es)/Product code(s) and/or Service Codes (as applicable):

For Consulting: NAICS 541611 SIC 8742

For Training: NAICS 611430 PSC U004

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www.PROJECTSUCCESS.com

Business size:

Veteran Owned Small Business

Company Information

A Quarter Century of Project Success

Since 1983, Project Success, Incorporated (PSI) has been providing project management training and consulting services to hundreds of successful organizations, including many of the largest and most profitable Fortune 500 companies.

Projects are serious business, and that's why executives at some of the nation's leading companies use PSI's services. Each member of our consulting team is a richly experienced project management professional with the maturity, knowledge, and skills required to mentor and facilitate our clients' project teams in defining, planning, and controlling their most challenging projects. PSI consultants have been engaged in thousands of projects in 25 countries on six continents.

The Project Success MethodSM is essential when you cannot afford to fail on a mission-critical project.

PSI is about Project Success

PSI's methodology is not software-specific and requires no prior project management training or professional certification. The Project Success Method is designed for easy learning, implementation and maximum effectiveness. In fact, when used in conjunction with PSI project consulting, organizations are able to implement the Project Success Method rapidly — in as little as five days.

The wide array of organizations that have engaged PSI and implemented the Project Success Method includes:

- ❖ **Manufacturers** – heavy equipment, aerospace components, pharmaceuticals, electronics, paper products, vision-correcting eyewear, beverages, and construction materials.
- ❖ **Service Providers** - electric and gas utilities, financial services, telecommunications, retail stores, restaurants and hotels, strategic business consultants, transportation, higher education, and major sporting events.
- ❖ **Public and Nonprofit** - Governmental, military, and major charitable organizations

The Project Success Method

The Project Success Method consists of three integrated management processes by which projects are clearly defined, thoroughly planned, and proactively controlled during execution.

This proven, proprietary project management methodology employs a consensus-building approach that promotes:

- 1) team ownership of the project,
- 2) the development of an actionable project plan,
- 3) team commitment to the plan,
- 4) a disciplined and tenacious approach to project control, and
- 5) a sense of mutual accountability and support within the team.

Benefits of the Method:

- ❖ Clear analysis and documentation of project scope, objectives, stakeholders, constraints, and risks
- ❖ A participative approach to planning, which ensures a better plan, as well as the team members' commitment to the plan
- ❖ A superior approach to developing the project schedule, even with very tight deadlines
- ❖ Clear responsibilities and performance expectations for team members
- ❖ A proactive approach to project control that identifies and solves problems as early as possible
- ❖ Promotes strong teamwork
- ❖ Discipline and consistency of approach across all projects in the organization
- ❖ Reduced chaos, stress, frustration, and conflict
- ❖ And the bottom line – projects completed successfully with respect to quality, time, and cost

The Integrated Solution

The Integrated Solution is a three-phase approach that ultimately leads to unassisted application of the Project Success Method. The initial phase is training followed by project consulting and system development, which are typically performed concurrently.

PHASE ONE: Project Success Training

In this phase, PSI's world-class instructors present the key concepts, principles, and management processes of the Project Success Method. This is not typical, broad-brush project management training. Highly integrated and intensive, it focuses on PSI's proven, practical processes for defining, planning, and controlling projects.

Participative exercises and case studies are used to illustrate key steps in the processes. The training ensures that your team possesses the necessary knowledge, skills, and motivation to apply the Project Success Method to their projects. This phase is completed in two to three days, depending upon whether user training in a project management software tool is required.

PHASE TWO: Project Success Consulting

After training your team, PSI immediately facilitates the chartering, planning, and controlled execution of carefully selected projects in your organization.

PSI provides mentoring and hands-on assistance to your project leaders and teams as they make the rapid transition from classroom learning to actual application of the Project Success Method. We ensure that the methodology is applied correctly and with discipline. As always, "nothing succeeds like success."

By giving your project teams a taste of project success on a few well-selected projects, the commitment to using the Project Success Method will be reinforced and will begin spreading throughout your organization. This phase can be short-term or ongoing over many projects.

PHASE THREE: Project Success System

The final phase of the Integrated Solution is developing and implementing your Project Success System, which is the infrastructure that will support the ongoing application of the Project Success Method in your organization.

The system includes both organizational elements (such as project management policies and procedures) and technical elements (such as software tools). The objectives are to make the application of the methodology as effective and efficient as possible and to ensure consistency across all projects in your organization.

Although the Project Success Method is generic and applies to virtually all types of projects, your Project Success System will be tailored to fit the unique characteristics of your projects, your organization, your people, and your competitive environment.

MOBIS - Summary of Labor Categories

A. Consulting Positions for SIN's 874-1, 874-2, and 874-7

We provide our Clients with experienced and committed professional consultants that manage engagements and satisfy Client requirements.

Demonstrated leadership skills, management skills, motivational skills, and communications skills are required at all levels of consulting positions.

All of our senior consulting positions require extensive time applying the Project Success Methodology, as no other experience or academic degree can replace actual practice utilizing the techniques in many different applications and cultures.

The following labor category descriptions outline the roles and minimum requirements for each of our Consulting positions.

Partner

A Partner provides Clients with the viewpoint of business ownership and control, and assists Clients in business strategy decisions and financial evaluations, particularly with respect to project management systems and opportunities. Partners also take the lead role in defining and implementing required training at Client locations.

Education: Bachelors degree in Engineering or Finance, MBA required

General Experience: 10+ Years of progressive management experience in either commercial industry or the Military

Consulting Experience: 10+ Years of direct consulting, facilitation, and Teaching experience

Principal Consultant

A Principal Consultant is responsible for the negotiation and subsequent development and establishment of new Client engagements. He/she will assist the Client in evaluating the past and current situations, developing solutions and approaches, and planning the implementation of the solutions. Extensive evaluation, analytical, and facilitation skills are required.

Education: Bachelors degree in Engineering or Finance, MBA preferred

General Experience: 10+ Years of progressive management experience in either commercial industry or the Military

Consulting Experience: 10+ Years of YCA Consulting experience, with 10 or more years at the Lead Consultant level; PMP Certificate required

Lead Consultant

A Lead Consultant is responsible for the on-going leadership of Client engagements at the Client's sites, at both the Program and Project levels. He/she are expected to collaborate-with and lead both the Client and the assisting PSI Consulting workforce with respect to achieving the contracted deliverables.

Education: Bachelors degree in Engineering, other hard Science, Business, Finance, Accounting or MBA

General Experience: 10+ Years of progressive experience in either commercial industry and/or the Military

Consulting Experience: 5+ years of YCA Consulting experience, with 3 or more years at the Senior Consultant Level; PMP preferred

MOBIS - Summary of Labor Categories

B. Training Positions for SIN 874-4

We provide our Clients with experienced and committed professional Trainers that combine outstanding instructional expertise with a high level of motivational ability. This results in trained students that believe in the process and have a desire to see it in action.

The following labor category descriptions outline the roles and minimum requirements for each Training position.

Project Success Methodology (PSM) Instructor

Responsibilities: Management and provision of the PSI/YCA Project Success Methodology (PSM) training engagements

Education: Bachelors degree in Engineering or Finance, MBA preferred

General Experience: 10+ Years of progressive management experience in either commercial industry or the Military

Consulting Experience: 10+ Years of YCA Consulting experience, with 10 or more years at the Lead Consultant level; PMP Certificate desired

PSI Software and YCA Tools Instructor

Responsibilities: Management and provision of the YCA Microsoft Project, Primavera Project Planner, Primavera P6, and Advanced Project Success Techniques (APST) training engagements

Education: Bachelors degree in Engineering or Finance, MBA preferred

General Experience: 10+ Years of progressive management experience in either commercial industry or the Military

Consulting Experience: 10+ Years of YCA Consulting experience, with 10 or more years at the Lead Consultant level; PMP Certificate desired

Standard Training Course

The Project Success Method A Proven Approach to Superior Project Performance

Target Audience:

This program is designed for professionals who are or will be responsible for the management of projects, members of project teams, sponsors of projects, key project contributors, and project management office (PMO) staff.

Learning Objectives:

Upon completion of this program, participants will be able to:

1. Understand the purposes and benefits of a common project management method.
2. Specify project objectives and constraints with respect to quality, time, and cost.
3. Develop management procedures to promote coordination and cooperation among project participants with different backgrounds and priorities.
4. Apply a set of proven techniques for planning, organizing, scheduling, and budgeting projects.
5. Analyze the trade-offs among time, cost, and productive resources to make sound project planning and control decisions.
6. Control projects toward successful completion - within specifications, on-time, and within budget.
7. Understand process-related behaviors which can enhance teamwork and increase the likelihood of a project's success.

An additional objective is to motivate participants to utilize the concepts, principles, and techniques of the Project Success Method on projects in which they are involved.

Major Topics:

- 🕒 Introduction / Key Principles
- 🕒 Project Chartering
- 🕒 Work Breakdown Structure / Team Organization
- 🕒 Precedence Network Analysis
- 🕒 Activity Duration Estimating / Scheduling Calculations
- 🕒 Project Duration/Cost Compression Analysis
- 🕒 Overview of Project Staffing & Budgeting
- 🕒 Overview of Project Control
- 🕒 Conclusion & Glossary

Individual exercises, cases, and team project assignments are used to illustrate and reinforce key concepts, principles, and techniques.

Program Duration:

2 Days

Standard Training Course

Project Success Tool Kit Training Microsoft Project 2000/2002/2003/2007

Target Audience:

This program is designed for prospective users of Microsoft Project 2000, 2002, 2003 and Project 2007 project management software. Completion of YCA's The Project Success Method training program and proficiency in Microsoft Windows are prerequisites for this training.

Learning Objectives:

Upon completion of this program, participants will be able to:

1. Understand the scope and potential applications of Microsoft Project software in the management of projects.
2. Know the deficiencies of the MS Project base software and obtain workarounds and replacement functionality for all issues.
3. Accomplish the following tasks:
 - ⌚ Enter project, activity, precedence, resource, and cost data.
 - ⌚ Obtain a completed project network, schedule, and critical path.
 - ⌚ Analyze the schedule and compress project duration.
 - ⌚ Sort/select project information and generate a project baseline report package.
 - ⌚ Update schedule progress, analyze the impact, and prepare a project update report package.
 - ⌚ Overview advanced features of Microsoft Project.
4. Understand the functionality and operation of the YCA Tools for Microsoft Project.
5. Understand the functionality and operation of PERT Chart EXPERT.
6. Use the Microsoft Project On-Line Tutorial and Reference Manual. Understand how to obtain answers to future questions regarding system usage.
7. Understand the differences between the MS Project 2000, 2002, 2003 and MS Project 2007 software.

Provided to Class Participants:

1. Complete course notebook, developed by YCA that utilizes the project planning and control techniques taught in YCA's The Project Success Method training program.
2. A compact disk containing:
 - ⌚ All system settings, reports, and layouts used in the course.
 - ⌚ YCA's Tools for MS Project 2000/2002/2003/2007, a proprietary utility program providing enhanced input, processing, and reporting functionality.
 - ⌚ PERT Chart EXPERT a proprietary network drawing tool from Critical Tools, Inc.

Program Duration:

1 Day