



KELLY, ANDERSON & ASSOCIATES, INC
STRATEGIC SOLUTIONS FOR GOVERNMENT & INDUSTRY

AN EMPLOYEE-OWNED SMALL BUSINESS



A multi-disciplinary, full service consulting firm founded in 1984 to provide a bridge between government and industry



Kelly, Anderson is an employee-owned small business that provides premier strategic management and business development services to commercial clients interested in government contracting opportunities. Kelly, Anderson also provides operational and administrative services for government agencies. Our “brand” is our Federal expertise, and is built on the experience of executives, managers, and staff who have worked directly on the challenges facing governmental departments, agencies, and bureaus during their careers.

Kelly, Anderson clients have a competitive advantage because our staff and consultants thoroughly understand agency objectives and protocols, and maintain enduring relationships with both governmental and commercial organizations.

INDUSTRY SERVICES OVERVIEW

Kelly, Anderson provides strategic management and business development services to organizations, from large global companies to small businesses, seeking to provide their products and services to commercial entities and governments—U.S. Federal, state, local, and international. Our comprehensive services span the full range of procurement and financial assistance support, from strategic positioning and marketing to proposal development, and contract negotiations.

Kelly, Anderson’s mission is to assist our commercial clients with business development opportunities, successfully expand their government and commercial business, achieve increased profitability and growth, and optimize the overall value of their business, while increasing their customers’ satisfaction.

Our Industry Services

- Strategic Planning
- Market Analysis
- Opportunity/Agency Profiles
- Budget and Program Analysis
- Competitive Assessments
- Strategic Alliance and Teaming Support
- Marketing Support
- Event Services
- Key Personnel Identification
- Federal Supply Schedule Support
- Comprehensive Procurement and Proposal Support
 - Procurement Guidance
 - Proposal Strategy
 - Technical and Price Proposal Development
 - Proposal Management, Technical Writing, Graphics and Production
 - Independent Reviews
 - Orals Development and Coaching
- Program Support Services
- Phase-In/Phase-Out Transition Support
- Progress Assessments
- Government Customer Satisfaction Assessments
- Operational, Technical and Management Support

GOVERNMENT SERVICES OVERVIEW

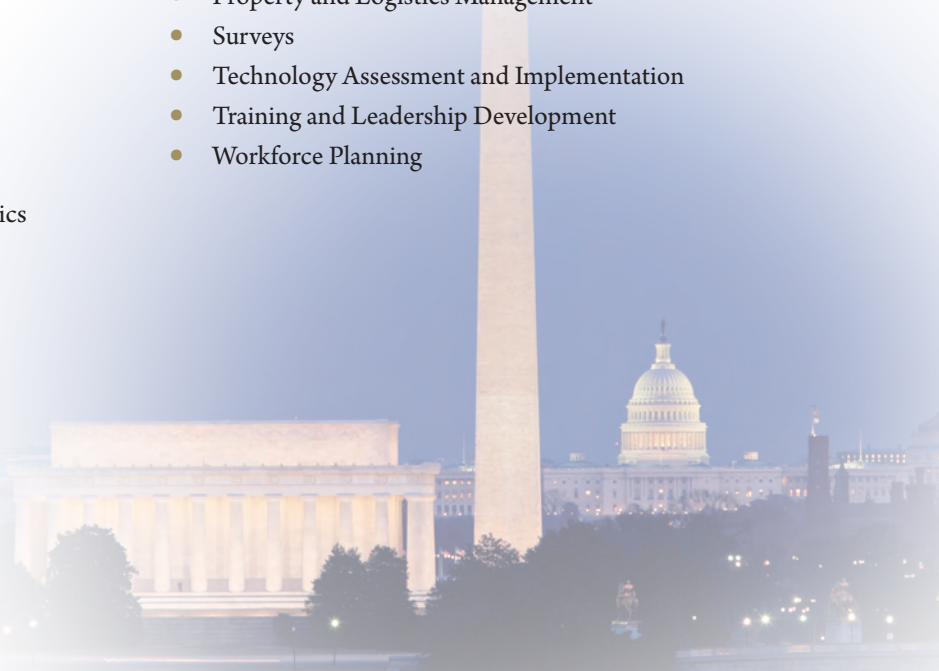
Kelly, Anderson’s capabilities include a wide range of policy analysis, technical, and management support services for Federal government agencies.

Our network of associates, most of whom are former Federal, state and local executives, managers, and staff, are knowledgeable in civilian, defense, and related agencies.

Kelly, Anderson works on strategic and tactical matters of importance to government agencies. We undertake projects supporting strategic planning for agencies’ future missions. We also have individuals/teams who work on-site in operational support roles, e.g., staff augmentation, and updating guidelines through the issuance of manuals and handbooks that outline agency policies, procedures, and practices.

Our Government Services

- Acquisition Support and Grants Management
- Administrative and Operational Support
- Budgeting and Accounting
- Financial Management and Audit Remediation
- Human Resources
- Internal Controls
- Organization and Management Strategic Planning
- Program Evaluation and Organizational Assessment
- Property and Logistics Management
- Surveys
- Technology Assessment and Implementation
- Training and Leadership Development
- Workforce Planning



KELLY, ANDERSON AREAS OF EXPERTISE

Aerospace

Through a team of nationally and internationally recognized scientists, technologists, engineers, former program managers, and operations managers, Kelly, Anderson provides services for civilian and military aerospace endeavors.

Acquisition/Procurement

Kelly, Anderson provides direct operational support, contract close-out support, policy assessment and development, acquisition reviews and evaluations, and process improvement initiatives for government customers. For industry, Kelly, Anderson guides clients through the entire process of securing General Services Administration (GSA) Schedule contracts, administering the contract, and marketing the client's services to target markets.

Education

From transformation and funding to financial aid and business operations, Kelly, Anderson delivers comprehensive solutions to meet the increasingly complex demands of changes in legislation and education policy, as well as operational and environmental factors. We provide key strategic support to clients in developing communications strategies, customized funding, admissions and enrollment solutions, compelling marketing plans and operational restructuring for the ever-changing Education sector.

Energy & Environment

Alternative Energy

Kelly, Anderson has deep experience with the full range of alternative energy technologies and how they can be structured and financed. We can provide project procurement /acquisition support for sustainable operations projects in energy, water, and waste management being funded by Defense Agencies, Department of Energy, Department of Interior, and the Environmental Protection Agency, to name a few.

Energy Management & Operations

Kelly, Anderson is particularly effective in helping clients understand the dynamic conditions of energy and environmental policy domestically and internationally, and responding to emerging market opportunities. Focused on the Department of Energy, Kelly, Anderson supports the development of teams to bid on major Management and Operations contracts for the operation and clean-up of laboratory sites. Our involvement spans strategy development and teaming through key personnel selection, proposal preparation, review teams, oral training, transition support, and contract negotiation and administration.

Financial

Financial Services

Kelly, Anderson brings an in-depth understanding of government financial services to its clients through a staff of former government Senior Executives with broad agency experience. We provide business development support services to clients offering financial management operations, government banking services (including collection and distribution of payments), credit/charge card programs, debt collection services, payroll services, and accounting systems.

Government Financial Management

Kelly, Anderson is uniquely qualified to provide a full spectrum of Federal financial expertise through its team of experts, ranging from former Federal Chief Financial Officers and Deputy Chief Financial Officers to budget and financial policy analysts. Kelly, Anderson helps government agencies fulfill their missions through sound financial planning,

operations, budget execution and formulation, system implementation, internal controls, and performance management.

Homeland Security

From operation of DHS field functions to comprehensive immigration reform, for decades clients have relied on Kelly, Anderson for our understanding of DHS agency cultures and programs, the development of "win" strategies, and implementation of comprehensive capture efforts.

Human Capital

Operations

Kelly, Anderson provides technical services to assist agencies with day-to-day operations covering all functional disciplines of Federal human resources. Kelly, Anderson's team of over 300 HR consultants ramps up quickly for operational projects, drawing on decades of experience in the Federal sector to respond to agency requirements and meld smoothly with existing agency HR systems and staff.

Management

Kelly, Anderson provides agencies with access to best-in-class HR Management Services including analysis and improvement of existing HR processes and systems, implementation of HR Best Practices, and organizational improvement and implementation in today's challenging Federal HR environment.

Strategic Planning

Kelly, Anderson has strong capabilities ideal for agencies focused on strengthening human capital management to support program and mission requirements. We assist agencies to assess, reengineer, and implement workforce management practices that attract, develop, and retain outstanding mission professionals and employees. Kelly, Anderson facilitates an environment where agency HR staff consults with and advises management as an integral part of the agency's strategic and workforce planning process, and where HR staff functions beyond operational processing.

Information Technology

Kelly, Anderson guides technology innovators through the government marketplace to provide computer software and hardware, call center services, help desk support, telecom systems and consulting, system integration services, and other IT products and services.

Property & Logistics

Kelly, Anderson provides comprehensive supply and value chain management services including the planning, development, management, operation, and maintenance of property and logistics systems for the movement and maintenance of property asset resources. We work with clients to actively pursue initiatives to reduce their real and personal property footprints, and to manage the evolution of property from assets to liabilities, to assets being used in a beneficial manner.

Secure Technologies

From overt and covert counterfeit deterrence features to critical raw materials to state-of-the-art production equipment, Kelly, Anderson represents companies that bring best-in-class solutions to government agencies, and that have in-depth expertise with emerging and established technologies, such as sophisticated counterfeit deterrent technologies, banknote printing and production, and the integration of technologies into secure documents such as currency, passports, and identification cards/secure credentials.



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CONTRACT VEHICLES

Kelly, Anderson provides services to Federal government agencies through the following contractual instruments and on the open market.

GSA FEDERAL SUPPLY SCHEDULES

Financial & Business Solutions (FABS) (Schedule 520)

Kelly, Anderson provides budgeting, accounting and complementary financial management services to government agencies.

For further information:

Kelly, Anderson GSA Advantage on-line catalogue (gsaadvantage.gov). Search for Kelly, Anderson & Associates or contract number GS-23F-0051W

Contact:

Stacia Aylward
saylward@kellyanderson.com

Mission Oriented Business Integrated Services (MOBIS)

MOBIS services offered by Kelly, Anderson include consulting services, facilitation services, survey services, privatization services (competitive sourcing support), and program integration and project management services.

For further information:

Kelly, Anderson GSA Advantage on-line catalog: www.advantage.gsa.gov. Search for Kelly, Anderson & Associates or contract number GS-23F-8077H

Contact:

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Human Resources Services (Schedule 738X)

This vehicle enhances Kelly, Anderson's ability to provide HR technicians and specialists.

For further information:

Kelly, Anderson GSA Advantage on-line catalog: www.advantage.gsa.gov. Search for Kelly, Anderson & Associates or contract number GS-02F-0057T

Contact:

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THE BANKNOTE CONFERENCE®

Kelly, Anderson directs the highly successful series of conferences dedicated to the banknote industry. The Banknote Conference® is the definitive forum on emerging trends and leading technologies in the banknote industry, with the goal of bringing together both government and private industry sectors. The highly respected group of representatives from manufacturers, suppliers, governments and law enforcement agencies assemble to review and discuss trends in banknote design, production, issuance and usage.

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