













## NORTH AMERICAN INDUSTRY CERTIFICATION SYSTEM (NAICS) CODES QUALIFICATIONS WITH FULL DESCRIPTIONS

seamlessly with existing teams to help keep programs and projects on target, on time and on budget. Support solutions include:

- (1) Design, creation and/or support of the program management office (PMO)
- (2) Program and project planning, scheduling, budget control & analysis, and oversight
- (3) Delivery of project management services based on DoD regulations (DOD 5000, DOD 5001, etc.), Office of Management and Budget (OMB) requirements (Circular A-11, ANSI/EIA-748, etc.), Project Management Institute (PMI) standards (PMBOK), and Industry best practices.
- (4) Project evaluation and rescue
- (5) Enterprise portfolio management
- (6) Program, project and organizational surveillance and compliance reviews or audits
- (7) Implementation, management & evaluation and oversight of earned value management systems and other regulatory acts such as the Sarbanes/Oxley Act & American Recovery & Reinvestment Act (ARRA)

Edwards can assist with high-level analysis of current projects, portfolios of projects, processes or regulatory compliance status to include:

### Gap Analysis

- (1) Analyze failing or stalled projects to determine where they are lacking.
- (2) Review project plans, i.e., staff assignments, schedules, reporting metrics, budgets and deliverables and make recommendations for improvement and additional toolsets, as needed.

### Process & Policy Improvement

- (1) Review existing methodologies and ensure they adhere to industry best practices and will help reach clients' goals.
- (2) Assist clients with authoring policy manuals to complement project plans, based on Edwards' proven standards, regulatory documents and industry best practices.
- (3) Performance based contracting support services.
- (4) Project Management training.

### Surveillance & Compliance Reviews

- (1) Analyze and ensure clients' compliance with earned value management and other regulatory requirements, as needed.
- (2) Develop implementation guides to walk clients through the compliance process.
- (3) Performance based contracting support services.

Oftentimes, analysis leads to the conclusion that further or long-term assistance is needed, such as personnel support or additional software solutions. Edwards can then provide a project management specialist through our support solutions, and/or implement and customize Microsoft® Project Desktop or Enterprise (Project Server, Portfolio Server, SharePoint) solutions to help assist in managing, tracking, scheduling and evaluation of current projects.

**EDWARDS PERFORMANCE SOLUTIONS**  
**NORTH AMERICAN INDUSTRY CERTIFICATION SYSTEM (NAICS) CODES**  
**QUALIFICATIONS WITH FULL DESCRIPTIONS**

REVISED: Jan 2016

Edwards is a Microsoft® Certified Partner and Solutions Provider, with over a decade of experience with Microsoft® Project Desktop, Project Server, Portfolio Server, and SharePoint. Our enterprise solutions are driven by sound project management methodologies and practices rather than a “one size fits all” deployment strategy. This means the Microsoft® Project desktop or enterprise implementation will be customized to fit with the individual work flows and business practices of the organization, instead of you needing to adjust your work flows and business practices to fit the software. Not only do we provide robust technical support, our experienced team works with clients to develop toolsets and processes to successfully integrate the software as well as manage the project, program or portfolio of projects to completion.

Edwards also provides a wide range of Independent Verification and Validation (IV&V) services to test, evaluate, measure, and ensure the application, system, process or procedure meets the established technical, operational and quality requirements.

**541690 Other Scientific and Technical Consulting Services**

**SMALL BUSINESS: YES**

**SIZE STANDARD: \$14M**

Edwards provides administrative management and general management consulting services focused around program and project management, enterprise project and portfolio management, earned value management, system development life cycle, project quality assurance, and independent verification and validation.

The Edwards team of certified project management professionals (PMP) has an average of 15 years’ experience in the field. Our program managers, program managers, project schedulers, earned value management specialists, risk analysts, and other specialists are well versed in DoD and Industry best practices around program management and have worked in various organizations that includes the intelligence community. Our team of experts can integrate seamlessly with existing teams to help keep programs and projects on target, on time and on budget. Support solutions include:

- (1) Design, creation and/or support of the program management office (PMO)
- (2) Program and project planning, scheduling, budget control & analysis, and oversight
- (3) Delivery of project management services based on DoD regulations (DOD 5000, DOD 5001, etc.), Office of Management and Budget (OMB) requirements (Circular A-11, ANSI/EIA-748, etc.), Project Management Institute (PMI) standards (PMBOK), and Industry best practices.
- (4) Project evaluation and rescue
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- (4) Project Management training.

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## **611420 Computer Training**

**SMALL BUSINESS: YES**

**SIZE STANDARD: \$7M**

Edwards provides computer training in a variety of project management based tools. Edwards currently provides three (3) levels of Microsoft® Project training (Introduction, Intermediate & Advanced) to support all the PEOs and Missions Areas of NSA through our Program Management Curriculum (PMC) contract with the Associate Directorate for Education & Training (ADET). In addition to the three (3) MS Project training classes, through the ADET PMC contract, Edwards also provides many other project management related classes. There are 13 course titles offered through this active contract that are offered 35-40 times annually as instructor-led classes. Several classes are also offered as on-line training classes.

Training is critical to success in project management. Students of Edwards learn through an integration of text book theory and real-world examples. Certified by the Project Management Institute (PMI) as a Registered Education Provider (REP), our training and education program includes courses in the following areas:

- (1) General project management classes include project management fundamentals, project estimating & scheduling, project planning, work breakdown structures, PMI-PMP exam preparation, risk management, requirements writing, earned value management, managing multiple projects, critical chain project management, and AGILE project management courses.
- (2) Microsoft® Project Desktop classes for all active versions of the tool. Classes include Microsoft® Project Core, Intermediate, and Advanced, as well as Using Microsoft® Project with Earned Value.
- (3) Microsoft® Project Server classes for all active versions based on functional roles including Project Manager, Project Team Member, Manager/Stakeholder, and Project Server Administrator.
- (4) Microsoft Portfolio Server for all active versions.
- (5) Earned Value Management tool training in Microframe MPM and Deltek COBRA; WinSight tools training;

Our courses have been authored by Edwards leadership and Subject Matter Experts (SME) and are based on years of practical project management experience as well as DoD regulations (DOD 5000, DOD 5001, etc.), Office of Management and Budget (OMB) requirements (Circular A-11, ANSI/EIA-748, etc.), the PMI Project Management Body of Knowledge (PMBOK), and Industry best practices. Accompanying materials are detailed and comprehensive full-color manuals, packed full of useful information students can adapt into their daily responsibilities. Most Microsoft Project training manuals are more than 400-pages and also include supplemental templates and tools that are approved for use on the high-side in all mission areas of NSA.

Edwards instructors are industry-leading professional project managers that use the methodologies, processes and tools they teach to successfully manage programs and projects. They are not just skilled platform speakers but industry experts and top business practitioners who have been in the trenches of project management. They bring their distinctive insights, practical experience and illuminating personal anecdotes into every course.

### **611430 Professional and Management Development Training**

**SMALL BUSINESS: YES**

**SIZE STANDARD: \$7M**

Edwards provides professional and management development training focused around program and project management fundamentals, principals, practices and tools. Edwards currently provides 13 different program and project management course titles through our Program Management Curriculum (PMC) contract with the Associate Directorate for Education & Training (ADET) at NSA. These courses are available to support all the PEOs and Missions Areas of NSA. The 13 course titles listed on the PMC contract are offered 35-40 times annually as instructor-led classes. Several classes are also offered as on-line training classes.

The classes offered through the NSA-PMC contract include: project management fundamentals, project estimating & scheduling, work breakdown structures, PMI-PMP exam preparation, introduction to project risk, managing multiple projects, requirements management, earned value management systems, critical chain project management, and AGILE project management courses, as well as Introduction to Microsoft® Project, Intermediate Microsoft® Project, and Advanced Microsoft® Project.

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### **611710 Educational Support Services**

**SMALL BUSINESS: YES**

**SIZE STANDARD: \$7M**

Edwards provides educational support services in the form of developing custom program and project management classes with detailed comprehensive training materials, sample templates and customized workflows that support the business policies of the organization. Edwards has extensive experience in developing comprehensive training courses and materials that support the custom methodologies and business practices of an organization or agency.

Training is critical to success in project management. Whether using our commercial-off-the-shelf (COTS) or custom developed training courses, students of Edwards learn through an integration of text book theory and real-world examples. Certified by the Project Management Institute (PMI) as a Registered Education Provider (REP), and the Association for the Advancement of Cost Engineering International (AACEi) as an Approved Education Provider (AEP); our training and education program includes courses in the following areas:

- (1) General project management classes include project management fundamentals, project estimating & scheduling, project planning, work breakdown structures, PMI-PMP exam preparation, risk management, requirements writing, earned value management, critical chain project management, and AGILE project management courses.
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Our courses have been authored by Edwards leadership and Subject Matter Experts (SME) and are based on years of practical project management experience as well as DoD regulations (DOD 5000, DOD 5001, etc.), Office of Management and Budget (OMB) requirements (Circular A-11, ANSI/EIA-748, etc.), the PMI Project Management Body of Knowledge (PMBOK), and Industry best practices. Accompanying materials are detailed and comprehensive full-color manuals, packed full of useful information students can adapt into their daily responsibilities. Most Microsoft Project training manuals are more than 400-pages and also include supplemental templates and tools that are approved for use on the high-side in all mission areas of NSA.

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## Company Overview

Founded in 1997, Edwards Industries (dba; Edwards Performance Solutions) is a premier project management and advanced business solutions consulting firm, providing services, solutions and training to commercial clients; federal, state and local government organizations; as well as the national Intelligence Community (IC). Our core services include project management support, earned value (EV) methodology review and implementation, program and project management training, and advanced business systems integration. Advance business systems integration includes design and implementation of organizational and enterprise-wide program, project and portfolio management solutions, as well as Independent Verification and Validation (IV&V), and custom application development services.

Edwards leverages the standards of the Department of Defense (DoD) and Project Management Institute (PMI®) with industry best practices, and couples those with requisite industry experience to deliver precise enabling technology-based solutions that enhance the ability to monitor, report, and control the programs and projects managed. In this environment of multitasking with shorter, high-profile projects, organizations need the methodology, processes, discipline and toolsets to manage the variety of resources and skill sets flowing in and out of multiple projects. In addition, organizations need to provide accurate, real-time status on multiple projects to internal and external stakeholders for effective communication and project-performance reporting. Edwards understands these requirements and focuses on support, training and enterprise architecture (EA) solutions based on a centralized “Edwards Performance Solutions Methodology” for structure-disciplined project management. Through this approach, Edwards provides a holistic, full-service, cost-effective and complete project management solution to its clients.

As a high-performing company, Edwards consistently exceeds client requirements and expectations. We understand the challenges that our clients face, and with our commitment to business ethics, integrity, communication and structured-discipline project management, we infuse the foresight and perspective required to overcome challenges and ensure success.

Edwards is comprised of the following four (4) focus areas of service:

- (1) **Project Management Support Services (PMSS)** provides program & project management, earned value management, project control, scheduling support to government organizations, PMOs, and other project organizations. Specific PM services include: PM Methodology Development or Enhancement, PM Best Practices, PM and PMO Support Services, Project Planning, Scheduling, Execution, Analysis, Requirements Development, Earned Value Analysis, Performance Metrics Development and Reporting, Enterprise Portfolio Management, Project Evaluation and Rescuing.
- (2) **Enterprise Project Management Solutions (EPMS)** focuses on designing, piloting, implementing, and supporting enterprise-level program and project management solutions centered on Microsoft Project Desktop and Server and their integration with existing infrastructure, legacy systems and applications. The EPMS service area solutions also include Enterprise Project Management/Enterprise Resource Planning (EPM/ERP), and Software Systems Design and Application Development Support. Whether implementing a

solution for an individual, a workshop, or for the entire enterprise, our solutions are based on a structured Systems Development Lifecycle (SDLC) approach.

- (3) **Project Management Training Solutions (PMTS)** provides a variety of courses in general program and project management, PMI® certification programs, advanced training in earned value management systems (EVMS), risk management and project requirements, as well as specialized PM tools training in Microsoft Project. Certified by PMI as a Registered Education Provider (REP), our training and education programs provide advanced education through an integration of text book theory and real-world examples.
- (4) **Portfolio Strategies & Governance Solutions (PSGS)** provides portfolio visibility, business intelligence, governance solutions and collaborative technologies in a manner that reduces system and process bottlenecks, increasing performance throughput and cash flow while reducing the organizations process inventory and operating expenses. PSGS assists organizations, agencies and corporate executives by aligning organizational, departmental, and corporate objectives with enterprise architecture and project portfolio roadmaps.