

ANALYTICS

ANALYSIS

ADVICE

Capability Statement

Founded in 2013, K.L. Scott & Associates, LLC (KLS&A) is an IT and management consulting firm. KLS&A provides strategic advice to local, state, and federal government agencies to achieve optimal organizational performance of their people, process, technology and data. KLS&A is a certified **HUBZone (Historically Underutilized Business Zone) – SBA Certification #57399** - and Minority Business Enterprise (MBE) with a small business classification by the Small Business Administration (SBA).

Why are We Different?

- Technology Platform Agnostic
- Focused on Cost Reduction and Avoidance through Efficiency Gains
- Research-based Analysis
- Senior-level Practitioners

CORE CAPABILITIES

KLS&A provides advisory services that address government agency needs to optimize performance of people, process, technology and data through the following services:

- Business Process Optimization
- Project, Program & Portfolio Management
- CxO Advisory Services
- Program Support & Oversight
- Market Research and Data Analysis
- Organizational Development & Support

Business Process Optimization

Our Business Process Optimization services are designed to identify current-state processes, process gaps (waste, duplicity, inefficiency, etc.) and provide process improvement strategies. Our services include

- Business Process Modeling
- Business Architecture
- Business Analysis
- Lean Kaizen Process Improvement Strategy
- Business Process Management / Workflow Automation

Program Support & Oversight

KLS&A provides program support and oversight of government initiatives. Our services include

- Quality Assurance / Quality Control
- Technical Assistance
- Independent Verification & Validation (IV&V)
- Risk Assessments
- Vendor Contract Assessment

Project, Program & Portfolio Management (PPPM)

Our PPPM solutions provides governance advisory to implement best practices through the selection, optimization, and oversight of project investments and align them to business goals and strategies. Our services include the following:

- Enterprise PMO / PMO as a Service (PMOaaS)
- Program Management Assurance
- Project Portfolio Management
- Capital Planning and Investment Control

CxO Advisory & Support Services

KLS&A provides strategic advisory services for the C-suite and organizational leadership in the areas of

- Strategic Planning
- Operating Model Strategy
- Cost Optimization
- Application Rationalization & Strategy
- Sourcing, Vendor Selection & Procurement Support
- Interim CxO
- Citizen Experience Assessment and Strategy
- Sourcing, Vendor Selection and Procurement Support

Market Research and Data Analysis

KLS&A provides industry research to support strategic organizational decisions. Our services include:

- Benchmark Analysis
- Market and Opportunity Analysis
- Data Visualization and Dashboard Development
- Market Testing and Proof of Concept Strategy
- Focus Group Facilitation
- Build vs. Buy Analysis

Organizational Development and Support

KLS&A provides support for organizational improvements and efficiency gains. Our services include

- Organizational Governance
- Skills Assessment
- Organizational Assessment and Design
- Organizational Change Management
- Executive Coaching and Management Training



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SAMPLE – CLIENTS & PAST PERFORMANCE

- Alachua County - Florida
- AT&T
- City of Roswell – Georgia
- City of Tulsa – Oklahoma
- County of Spotsylvania – Virginia
- Maryland Dept. of Assessments and Taxation
- Metropolitan Atlanta Rapid Transit Authority (MARTA)
- Montgomery College
- North Dakota Department of Public Instruction
- U.S. Department of Education
- U.S. Department of Homeland Security
- U.S. Library of Congress



NAICS Codes:

- 541511 - Custom Computer Programming Services
- 541512 - Computer Systems Design Services
- 541519 - Other Computer Related Services
- 541600 - Management, Scientific, and Technical Consulting Services
- 541610 - Management Consulting Services
- 541611 - Administrative Management and General Management Consulting Services
- 541612 - Human Resources Consulting Services
- 541613 - Marketing Consulting Services
- 541618 - Other Management Consulting Services
- 541690 - Other Scientific and Technical Consulting Services
- 541910 - Marketing Research and Public Opinion Polling
- 541990 - All Other Professional, Scientific, and Technical Services
- 561400 - Business Support Services
- 561499 - All Other Business Support Services
- 611420 - Computer Training
- 611430 - Professional and Management Development Training

GENERAL INFORMATION

Year Incorporated:	2013
DUNS Number:	079699626
EIN:	46-3910345
CAGE Code:	7AX15
E-Verify Number:	865643
GSA IT Schedule 70 Contract #:	47QTCA19D0055
GSA PSS Contract #:	47QRAA18D00GU
HUBZone Certification#:	57399



K.L. SCOTT
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ANALYTICS ANALYSIS ADVICE



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