



*"Making Management Consulting Affordable"*

# MCL & Associates, Inc.

20 North Pointe Drive  
Fredericksburg, VA 22405

A Woman-Owned Company

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MCL & Associates, Inc.™

## CAPABILITY STATEMENT

### I. Vendor Information

<b>Tax ID Number</b>	54-2056820
<b>DUNS Number</b>	99977113
<b>CAGE Code</b>	3B6B2
<b>Address</b>	20 North Pointe Drive Fredericksburg, VA 22401-5255
<b>Contact</b>	Mark Lefcowitz, CMBB, PMP, CLM
<b>Phone</b>	(540) 374-1551
<b>Fax</b>	(540) 808-1561
<b>Email</b>	info@mcl-associates.com
<b>Website</b>	http://www.mcl-associates.com
<b>Business Classification:</b>	Woman-Owned Small Business
<b>NAICS codes:</b>	541611, 541614, 541720, 561110, 611430
<b>Product Service Code (PSC):</b>	9999

Over 1,200 qualified, senior associates -- located in over 119 cities across the Continental United States (including Anchorage, AK) -- ready to assist in your Process Improvement / Business Transformation needs.

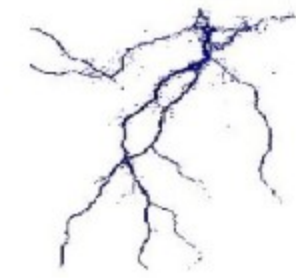


Accounts Receivable / Accounts Payable | Data Analytics | Automotive Supplier Operations | Back Office / Transactional | Baldrige | Banking / Financial Services | Banking Production | Batch Processing | BioPharm Production | Brand Development | Business Canvas Model | Business Integration | Business Operations | Business Process Outsourcing | Business Strategy | Business Transaction | Business Expansion | Call Center Operations | Change Management | Chemicals Production | Clinic Operations | Cloud Infrastructure and Operations | Company Turnaround / Mergers | Construction Project Management | Continuous Process Improvement | Contracts & Grants Management | Control Charting | Credit Card Operations | Customer Service | Customer Support | Cyber Security | Data Analysis | Data Mining / Data Gathering | Database Development | Database scrubbing / Normalization | Design for Six Sigma (DFSS) | Design Thinking Workshops | DevOps | Discrete Manufacturing | Disruptive Innovation | DMAIC | Engineering Operations | Engineering/Manufacturing Operations | Executive / Management Coaching | Executive Development | Executive Management | Facilities Management Operations | Feasibility Studies | Finance / Strategic Planning | Financial | Financial Operations | Financial Analytics | Financial Market Regulations | Financial Service Operations | Financial Services | FLEET MANAGEMENT | Food | Food Safety | Gap Analysis | Gas / Oil | Go and See Production Methods | General Industrial Operation | Global Call Centers Operations | Global Operation (Manufacturing) | GM-Level Manufacturing / Production | Health Data Operations | Healthcare Operations | Healthcare Operations | Home Healthcare Operations | Policy Deployment | Human Resource Operations | Industrial Engineer (IT) Standards for Manufacture | Information Technology (Security) | Information Technology (Software) | Innovation Framework |

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## MCL & Associates, Inc. Capability Statement



Innovation Production | Interim COO | Intra-Department Integration | Inventory and Supply Chain Operations | Inventory Operations | IR Systems / ERP | ISO 14001 | ISO 9001 | Just In Time (JIT) | Kaizen | Laboratory Operations | Leadership Development | Leadership Training | Lean / Process Analysis | Lean Construction | Lean Manufacturing / Production | Lean Six Sigma Training | Lean Training | Legal Service Operations | Lifecycle Logistics | Logistics | Logistics (Transportation) | LSS - Business | LSS - Manufacturing | Machine Shop and Industrial Automation | Maintenance / Repair Operations | Management Operating Systems | Manufacturing and Production (high speed, low complexity) | Manufacturing Production and Projects | Marketing / Advertising | Mechanical Production / Fit-Form-Function | Medical Billing | Metal Fabrication | Modeling | Motion Control & Programming Languages | Non-Profit | OEE Manufacturing | Oil /Gas Operations | Operations | Operations / Corporate Planning | Operations Improvement | Optimization | Oracle PeopleSoft Financials (various modules) | Organizational Design | ORSA | P & L Management | P&L Management | Past Performance - Marketing Operations | Past Performance - 501c3 Organizations | Past Performance - DoD | Past Performance - DoD Intelligence | Past Performance - E-Commerce | Past Performance - Education | Past Performance - Energy | Past Performance - Sales Operations | Past Performance - Salesforce | Past Performance - SAS | Patent Process Operations | Pharma / Bio / Medical Manufacturing | Pharmacy Production | Portfolio Management | Process Development | Process Flow Diagraming | Process Improvement / Quality Assurance Recruitment | Process Manufacturing | Process Mapping Facilitation | Product Design | Product Development | Product Innovations / Spin-offs | Production Maintenance | Production Manufacturing | Production Quality Assurance | Program Management / Project Management Operations | Proximal Production Supply Chain | Purchasing Operations | Quality Assurance (Back Office) | Quality Assurance (Production) | Quality Management Systems (ISO 9001) | Quality Management Systems (ISO/TS 16949:2002 ) | Radical Change Brainstorming | Radical Optimization | Real Estate Operations | Recovery Service Operations | Restaurant Operations | Retail Banking Operations | Revenue Cycle Operations | Revenue Improvement | Robotics/Factory Operation Systems | Safety Operations | Safety/Maintenance | Sales / Customer Service Operations | Sales Strategy | Shared Services Operations | Small Business Operations | Small Business Optimization | Small Business Storage Area Network (SAN) Operations | Small Scale Manufacturing | Small Scale Production | Software Development | Software Development Life Cycle (SDLC) | Software Quality Assurance | Statistical Analysis | Statistical Analysis Training | Statistical Process Control | Stockroom Operations | Strategic Alignment | Strategic Planning | Supplier Operations | Supplier Development | Supply Chain / IT | Supply Chain / Other | Supply Chain Management / Forecasting | Supply Chain Management / Inventory | Supply Chain Management / Manufacturing | Supply Chain Management / Money Map | Supply Chain Management / Transportation | Supply Chain Management Improvement (End-to-End) | Sustainability Analysis | System Engineering | Systems Configuration & Troubleshooting | Team Building | Team Dynamics / Coaching | Technology Transfer (R&D to Production ) | Telecom / Call Center | Testing | Transactional Operations (Finance, Contracts, Engineering, Dispatch, Call Centers) | Transportation and Shipping | Value Marketing | Value Planning (IT) | Value Proposition | Value Stream Management | Warehouse Operations | Warehousing (3PL) | Web Portal

### **V. What Makes MCL Different?**

Having the right people available when you call is the key to MCL's success:

- The MCL Guarantee: MCL will guarantee an annualized Return-on-Investment (ROI) of at least 200% of the cost of MCL's services. See: [www.mcl-associates.com](http://www.mcl-associates.com) for details.
- An extensive national network of Senior Process Engineers, Business Analysts, Lean Six Sigma, and DevOps transformation professionals.
- A consultative approach that fits your organization's business/operations or process transformation needs, not some abstract model.
- A problem-solving methodology based upon our philosophy that business – when all is said and done - is all about people.
- A consultative approach that facilitates stakeholder buy-in, and promotes the transfer of skills and knowledge.

MCL combines the advantages of small and agile with the capabilities of big knowledge resources:

- Low overhead means low margin, which translates to reasonable cost
- Agile decision-making and the ability to quickly adjust to change and your new requirements
- A small business emphasis on personal attention and customer satisfaction
- A "Keep It Simple" approach to problem solving