"Making Management Consulting Affordable"

MCL & Associates, Inc.

20 North Pointe Drive
Fredericksburg, VA 22405

MCL & Associates, Inc. ™

A Woman-Owned Company

CAPABILITY STATEMENT

I. Vendor Information

Tax ID Number	54-2056820
DUNS Number	99977113
CAGE Code	3B6B2
Address	20 North Pointe Drive Fredericksburg, VA 22401-5255
Contact	Mark Lefcowitz, CMBB, PMP, CLM
Phone	(540) 693-0090
Email	info@mcl-associates.com
Website	https://www.mcl-associates.com
Business Classification:	Woman-Owned Small Business
NAICS codes:	541611, 541614, 541720, 561110, 611430
Product Service Code (PSC):	9999

II. Capability Statement

MCL & Associates (MCL) is a Woman-Owned Small Business that has been providing the highest-quality Business Process Regeneration / Transformation consulting and a broad range of related support services to the private and governmental sectors since 2001.

Our in-house management team collectively represents over 80 years professional and functional industry experience, specializing in successfully delivering rapid, specific, and measurable business and process improvement results.

Our associates' network of over 1,200 experienced process improvement/business transformation professionals is distributed throughout in the entire United States.

Whatever the industry, whatever the size, MCL can help your business achieve its efficiency and effectiveness goals.
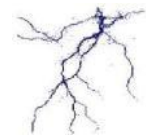
Our successful track record is built upon a combination of common sense, diligence, flexibility, and process, all of which provide a thorough understanding of our clients' needs. High-quality services, competitive rates and our extensive network of qualified personnel, combine to make MCL the right choice for your business problem and management needs.

We adhere to three basic principles:

- Keeping solutions simple, that fit the problem
- Decreasing consultative dependence through expeditious knowledge transfer
- Meeting contractually established metrics that are on-schedule and on-budget

III. National Coverage

We have over 1,200 qualified, senior associates -- located in over 245 cities across the Continental United States (including Anchorage, AK and Kailua, HI)) -- ready to assist in your Process Improvement / Business Trans-formation needs.

01/2019

IV. Areas of Expertise

- Business Dispute Analysis & Resolution Training
- Business Process Regeneration & Transformation / Continuous Process Improvement / Time Studies
- Rapid Improvement Events / Tiger Team - Red Team Remediation
- Six Sigma / Lean / ISO 9001-2015 / CMMI / DevOps
- Agile Framework / Project / Program / Portfolio Management and Support
- Operations Research / Systems Analysis and Data Governance...

...and many more specialized functional areas of business, software development, manufacturing, logistics, supply chain, and production process improvement.

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 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 Data Analysis s 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