On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! is http://www.gsaadvantage.gov

Schedule Title: Professional Services Schedule  
FSC Group: 00CORP  
Contract Number: 47QRAA19D003N  
Contract Period: January 29, 2019 – January 28, 2024

For more information on ordering from Federal Supply Schedules click on the GSA Schedules link at www.gsa.gov

Contractor: S & L SOLUTIONS LLC  
318 N Shenandoah Dr  
LATROBE, PA 15650  
Phone number: 888-273-0325  
Fax number: (724) 539/8130  
www.sandlsolutions.com

Contractor’s Administration Source: Sean Lynch  
Business Size: Small Business

S&L Solutions LLC, provides Comprehensive Business Consulting Services to help our clients remain competitive in today’s dynamic business environment. By nurturing value-driven, beneficial relationships with our clients, we become, and remain, a trusted partner.

Our firm has effectively planned and managed hundreds of engagements worldwide from concept to completion for over 30 years.
Table of Contents

About Us........................................................................................................................................... 3
Hourly Rates.......................................................................................................................................... 5
Dollar Volume Discounts..................................................................................................................... 5
Job Descriptions................................................................................................................................... 7
When Results Matter

At S & L Solutions LLC, our role is to assess, design, manage, implement and support you throughout the entire engagement. We guide our clients to make strategic, intelligent decisions that will ultimately result in safe, clinically sound, and cost-effective solutions that are beneficial for your patients and organization.

Our resources and expertise are unmatched. We’ll spend the time to understand your objectives. We’ll ask you the tough questions and be candid with you to provide a fresh, objective perspective to design a successful engagement.

Our Process—Assess, Measure, Improve, Sustain

At S&L Solutions LLC, the “Results Driven Assessment” is performed on-site by operations experts who evaluate, recommend, and implement strategies to help you remain competitive and improve your profitability.

Our review of your existing business operations will identify specific areas to improve efficiency, realize cost savings, and increase revenues. In some cases, we’ve helped independent owners and chain businesses realize increases of tens of thousands or even hundreds of thousands of dollars in annual bottom line profitability.

We’re driven by the philosophy that our success is measured solely upon the performance of our programs at each client’s location. In addition, we place a high premium on client satisfaction.

Assess—Evaluating Your Performance

For over 30 years, our management team has been providing high-level consulting services to leadership teams and decision-makers for retail businesses, health systems, and pharmacies nationwide. Through our “Assess. Measure. Improve.” approach, we provide you with a results-driven analysis that evaluates the performance of your current retail business as well as determining the viability and sustainability of proposed new locations.

The S&L “Results-Driven Assessment” is designed to provide a comprehensive overview of key areas that will directly impact the success of your retail initiatives.

Our evaluation process includes:

- On-Site Assessment for Current and Proposed New Locations
- Comprehensive Review of Existing Systems and Processes
- Analysis of Fiscal Controls (Purchasing/Inventory/Receivables)
• Assessment of Operations, Work Flow and Labor Utilization
• Third Party Management Review and Regulatory Compliance
• Review of Existing Marketing/Communication Strategies

Measure—Providing Quality Analysis

We’re also your trusted resource for measuring key factors that positively impact profitability and discover inefficiencies that lead to lost revenue, decreased profitability, and negative cash flow. Each specific area of focus is outlined and a projection or specific estimate of monetary impact is attributed to improving each area.

Each key indicator is measured with comparisons to similar size organizations to provide accurate and detailed evaluations.

Research and Measurement Areas include:

• Market Research, Viability and Sustainability Studies
• Competition-Based Research and Comparisons
• Evaluation of Systems, Processes and Operational Efficiencies
• Inventory Management and Cash Flow Analysis
• Buying Practices, Cost of Goods Sold, and Supply vs. Demand Analysis
• Labor Costs and Employee Benefit Management
• Technology/Automation Utilization Review
• Inventory Volume Discount Levels and Savings Capture Rates
• Third Party Management Review

In addition, we perform an overall review of your reconciliation procedures and current exposure risks.

Improve—Defining A Clear Path to Success

Specific recommendations may include:

• Improved Workflow to Maximize Utilization of Labor
• Implementation of Programs to Increase Revenue
• Strategies for Home Delivery and Other Initiatives
• Increased Patient Satisfaction
• Enhancements to Regulatory and Third Party Processes to Minimize Risk
• Implementation of Proven Marketing/Communication Strategies

As your partner, we will remain engaged as an on-site resource to help implement and execute the recommended action plan.
CUSTOMER INFORMATION:

1a. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs)

<table>
<thead>
<tr>
<th>SINs</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>874-1</td>
<td>874-1RC</td>
<td>Integrated Consulting Services</td>
</tr>
<tr>
<td>00CORP-500</td>
<td>00CORP-500RC</td>
<td>Order-Level Materials</td>
</tr>
</tbody>
</table>

1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN: Not Applicable

1c. HOURLY & SERVICE RATES:

<table>
<thead>
<tr>
<th>SIN(s)</th>
<th>Labor Category</th>
<th>Education</th>
<th>Min Yrs Exp</th>
<th>Site</th>
<th>Base Year</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>874-1</td>
<td>Senior Consultant</td>
<td>Bachelors</td>
<td>6</td>
<td>Both</td>
<td>$182.67</td>
<td>$182.67</td>
<td>$182.67</td>
<td>$182.67</td>
<td>$182.67</td>
</tr>
<tr>
<td>874-1</td>
<td>Consultant</td>
<td>Bachelors</td>
<td>4</td>
<td>Both</td>
<td>$182.67</td>
<td>$182.67</td>
<td>$182.67</td>
<td>$182.67</td>
<td>$182.67</td>
</tr>
</tbody>
</table>

Service Contract Labor Standards: The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Professional Services Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCLS eligible labor categories. If and / or when the contractor adds SCLS labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

2. MAXIMUM ORDER*: $1,000,000

3. MINIMUM ORDER: $100

4. GEOGRAPHIC COVERAGE: Domestic Only

5. POINT(S) OF PRODUCTION: Not Applicable

6. DISCOUNT FROM LIST PRICES: Prices shown are GSA Net, discount deducted.

7. QUANTITY DISCOUNT(S):
   - 1% for task orders between $100,000.00 and $250,000.00
   - 2% for task orders between $250,000.00 and $500,000.00
   - 3% for task orders over $500,000.00.

8. PROMPT PAYMENT TERMS: Net 30 Days

Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.
9a. Government Purchase Cards must be accepted at or below the micro-purchase threshold.

9b. Government Purchase Cards are accepted above the micro-purchase threshold.

10. **FOREIGN ITEMS:** Not Applicable

11a. **TIME OF DELIVERY:** Determined on task order level

11b. **EXPEDITED DELIVERY:** Contact contractor

11c. **OVERNIGHT AND 2-DAY DELIVERY:** Contact contractor

11d. **URGENT REQUIREMENTS:** Agencies can contact the Contractor’s representative to affect a faster delivery. Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.

12. **FOB POINT:** Not Applicable

13a. **ORDERING ADDRESS:**
318 N Shenandoah Dr
LATROBE, PA 15650

13b. **ORDERING PROCEDURES:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3

14. **PAYMENT ADDRESS:**
318 N Shenandoah Dr
LATROBE, PA 15650

15. **WARRANTY PROVISION:** Not Applicable

16. **EXPORT PACKING CHARGES:** N/A

17. **TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:** Contact Contractor

18. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE):** N/A

19. **TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE):** N/A
20. TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF AVAILABLE): N/A

20a. TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE): N/A

21. LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE): N/A

22. LIST OF PARTICIPATING DEALERS (IF APPLICABLE): N/A

23. PREVENTIVE MAINTENANCE (IF APPLICABLE): N/A

24a. SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants): N/A

24b. Section 508 Compliance for EIT: N/A

25. DUNS NUMBER: 033999868

26. Contractor has an active registration in the SAM database.

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### S & L SOLUTIONS LLC Job Descriptions

<table>
<thead>
<tr>
<th>Job Title</th>
<th>Detailed Position Description and functional responsibilities</th>
<th>Min Years of Experience</th>
<th>Min Education Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Senior Consultant</td>
<td>This position performs Results Driven Assessments on-site and evaluates, recommends, and assists in implementing strategies to help clients remain competitive and improve their fiscal performance. In addition, this position reviews existing business operations and identifies specific areas to improve efficiency, realize cost savings, and, if applicable increase revenues.</td>
<td>6 Years</td>
<td>Bachelors</td>
</tr>
<tr>
<td>Consultant</td>
<td>Assess existing operations, Measure against benchmarks, identify areas of opportunity to improve, Implement strategies to Sustain. Provide the client a data request prior to initial on-site visit(s) to conduct interviews with organizational leadership. Additional information and/or surveys based upon the data provided, Client interviews and on-site review of all systems and processes.</td>
<td>4 Years</td>
<td>Bachelors</td>
</tr>
</tbody>
</table>