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](http://www.GSAAdvantage.gov).

**Schedule:** Multiple Award Schedule  
**Federal Supply Group:** Professional Services  
**Contract Number:** 47QRAA19D006F  
**Contract Period:** March 28, 2019 through March 27, 2024  
**Contractor:** Slalom, LLC  
821 2nd Avenue, Suite 1900  
Seattle, Washington 98104  
www.slalom.com  
**Business Size:** Large Business  
**Contract Admin Phone:** 703-245-2100  
**Web Site:** www.slalom.com  
**Contract Admin E-mail:** simon.choi@slalom.com  
**Contract Administration:** Simon Choi

Pricelist current through: Mod PA-0022 effective on September 14, 2022

*For more information on ordering from Federal Supply Schedules, go to the GSA Schedules page at gsa.gov.*
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Customer Information

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to item descriptions and awarded prices.

541611/541611RC - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

OLM/OLMRC – Order-Level Materials

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. N/A – Not offering products.

1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. Labor category descriptions begin on page 9.

2. Maximum Order: $1,000,000 for SIN 541611 and $250,00 for SIN OLM

3. Minimum Order: $100

4. Geographic Coverage (delivery Area): Domestic Only

5. Point of production (city, county, and state or foreign country): United States

6. Discount from list prices or statement of net price: Government net prices (discounts already deducted).

7. Quantity discounts: None

8. Prompt payment terms: None

9. Foreign items (list items by country of origin): N/A

10a. Time of Delivery (Contractor insert number of days): 30 days ARO

10b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: To be negotiated with the ordering activity.

10c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: To be negotiated with the ordering activity.

10d. Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery: To be negotiated with the ordering activity.

11. F.O.B Point: Destination

12a. Ordering Address:
12b. **Ordering procedures:** For supplies and services, the ordering procedures and information on Blanket Purchase Agreements (BPA’s) can be found in Federal Acquisition Regulation (FAR) 8.405-3.

13. **Payment address:**

Slalom, LLC  
P.O. Box 101416  
Pasadena, CA 91189-1416

14. **Warranty Provision:** N/A

15. **Export Packing Charges (if applicable):** N/A

16. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A

17. **Terms and conditions of installation (if applicable):** N/A

18a. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A

18b. **Terms and conditions for any other services (if applicable):** N/A

19. **List of service and distribution points (if applicable):** N/A

20. **List of participating dealers (if applicable):** N/A

21. **Preventive maintenance (if applicable):** N/A

22a. **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** N/A

22b. **If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g., contactor’s website or other location.) The EIT standards can be found at:** www.Section508.gov/

23. **Unique Entity Identifier (UEI) number:** D975PL76FFK7

24. **Notification regarding registration in System for Award Management (SAM) database:** Registered
Company Information

Background

Founded in 2001, Slalom Consulting designs and builds strategies and systems to help our clients solve some of their most complex and interesting business challenges. We have a model of serving clients primarily with local consultants, backed by our network of worldwide offices and expertise. As a full-service consulting firm, Slalom integrates all the capabilities and dimensions needed to enable successful business transformations.

This means that our solutions for people effectiveness, developing strategy, or achieving business results are not only part of an integrated approach, but that our 7000+ consultants are used to working with across their areas of expertise to provide holistic, transformative solutions for our clients. Slalom concentrates on ensuring our solutions are implementable, sustainable, and deliver a real return on investment.

Results-Based Consulting


Slalom Consulting is recognized in the marketplace for delivering high quality results. Our consultants are highly experienced practitioners who operate independently while executing on projects and programs that are critical to our clients. Our leaders work seamlessly with our partners, building frameworks and approaches where needed and working to identify solutions to complex business problems.

Brief History ~ Disciplines and Practice Areas

At Slalom, we help public and private organizations across an array of disciplines, some of which are listed below. Slalom Consulting thoroughly invests in these disciplines by establishing top leadership and talent, developing strategic partnerships as needed, and providing all support necessary to ensure best in class thought leadership and project delivery. We group expertise into multiple practice lines which results in a focused knowledge base with thorough subject matter expertise. The delivery of our solutions often engages multiple Slalom practice areas and disciplines, which include:

- Customer Engagement
- Delivery Leadership
- Information Management and Analytics
- Organizational Effectiveness
- Products and Innovation
- Strategy and Operations
- Technology Enablement
Resources ~ Experience and Enthusiasm

Slalom is renowned for our highly experienced, locally-based teams and consultants. This local model benefits our clients by providing: (1) consultants who are committed to taking care of customers and building long-lasting relationships in their own communities, (2) immediate access to Slalom leadership if the need arises, and (3) expertise without the added expense of travel. Slalom makes a significant investment in providing training opportunities to our employees for long-term career success; effectively meeting the needs of our consultants while building a robust set of tools and solutions for our clients.

Slalom has an organizational structure that provides management, oversight, and reporting of all activities associated with any projects to ensure quality and consistency. Our experienced team manages customer satisfaction, quality control and transition, staffing, contracts, subcontracts, prompt payments to subcontractors, financials, and invoices.
## GSA Pricing

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Labor Category Descriptions

**Job Title: Project Analyst I**
**Education:** Bachelor’s degree or equivalent  
**Experience:** 0 years of relevant experience

**General Experience:**
Project Analyst (I)s have training in support functions for business process design, business analysis, customer needs and training methodologies.

**Functional Responsibility:**
Project Analyst (I)s apply analytical skills, under direction of more experienced resources, to assist in analyzing customer needs and business operations, documenting business processes, and implementing business solutions. A Project Analyst (I) is qualified to perform tasks such as:

- Organize project materials, draft project documentation, and assist in the development of reports and presentations
- Support production of database extracts, conduct data analysis, and support interpretation of findings
- Conduct research and analysis
- Draft communications plans and training material
- Perform program management support tasks
- Apply commensurate understanding of federal industry, regulations, policies, and organizational requirements

**Job Title: Project Analyst II**
**Education:** Bachelor’s degree or equivalent  
**Experience:** 1 year of relevant experience

**General Experience:**
Project Analyst (II)s have 1 year of experience in business process design implementation, change management, business support and customer experience, user experience, process redesign and training.

**Functional Responsibility:**
Project Analyst (II)s apply analytical and technical skills to assist in analyzing customer needs and business operations, designing and documenting business processes, and implementing business solutions. Provide direction to less experienced resources and interact with clients at the supervisory level. A Project Analyst (II) is qualified to perform tasks such as:

- Provide guidance to more junior team members
- Organize project materials, draft project documentation, and assist in the development of reports and presentations
• Support production of database extracts, conduct data analysis, and support interpretation of findings
• Document and analyze an organization’s business processes
• Conduct research and analysis
• Analyze and document stakeholder and organizational needs, business architectures, and benchmarks
• Draft communications plans and training material
• Perform program management support tasks, including assisting in project budget preparation and tracking, risk tracking, and project planning
• Participate in quality reviews to ensure work complies with specified standards
• Apply knowledge and understanding of federal industry, regulations and policies and organizational requirements

**Job Title: Project Analyst III**

**Education:** Bachelor’s degree or equivalent

**Experience:** 2 years of relevant experience

**General Experience:**
Project Analyst (III)s have 2 years of experience in business process design implementation, change management, business support and customer experience, user experience, process redesign and training.

**Functional Responsibility:**
Project Analyst (III)s apply their advanced analytical and technical skills to analyze internal and external customer needs and business operations, documenting business processes, developing business process architectures to optimize operations, and implement business solutions. Utilize technical background, and supervisory experience to provide direction to less experienced resources and interact with clients at the supervisory level. A Project Analyst (III) is qualified to perform tasks such as:

• Provide guidance and direction to more junior team members
• Responsible for developing specific deliverables
• Produce database extracts, conduct data analysis, and interpret findings
• Document and analyze business processes and identify opportunities and solutions
• Lead analysis of stakeholder and organizational needs, business architecture, and benchmarks
• Identify business solution design requirements and lead teams in developing business architecture solutions
• Design and develop communications and training plans
• Use commercial best practices to increase innovation in business operations and across an organization’s culture
• Perform program management support tasks, including developing workplans, risk management, budget preparation and tracking
• Participate in quality reviews to ensure work complies with specified standards
• Apply knowledge and understanding of federal industry, regulations and policies and organizational requirements

Job Title: Business Function Consultant I
Education: Bachelor’s degree or equivalent
Experience: 3 years of relevant experience

General Experience:
Business Function Consultant (I)s have 3 years of experience in business process design implementation, organizational design, strategic planning, governance, operational model design, change management, business support and customer experience, user experience, process redesign and training.

Functional Responsibility:
Business Function Consultant (I)s apply their strong analytical, functional and technical skills to design and implement business and management solutions to optimize efficiency and support organization missions. Business Function Consultant (I)s are directed to utilize core skills on projects and/or they utilize their technical background and supervisory experience to direct small teams and interact with clients at the leader level. A Business Function Consultant (I) is qualified to perform tasks such as:

• Provide guidance to more junior team members and/or lead specific workstreams
• Develop project deliverables
• Support strategic planning and performance management
• Produce database extracts, conduct data analysis, and lead interpretation of findings
• Document and analyze business processes and identify opportunities and solutions
• Conduct interviews, develop personas, analyze user experience, document user stories, and create journey maps
• Identify and document user stories and functional requirements
• Lead research, documentation, and analysis of stakeholder and organizational needs, architecture, and benchmarks
• Identify business solution design requirements and lead teams in developing business architecture solutions
• Prepare and execute communications plans and materials
• Develop training plans and materials; Lead user training sessions
• Use commercial best practices to increase innovation in business operations and across an organization’s culture
• Perform program management support tasks, including developing and administering workplans, developing status reports, risk management, and budget preparation and tracking
• Support design and execution of portfolio management activities, including investment analysis, portfolio visualization and project prioritization
• Participate in quality reviews to ensure work complies with specified standards
• Apply knowledge and understanding of federal industry, regulations and policies and organizational requirements

**Job Title:** Business Function Consultant II  
**Education:** Bachelor’s degree or equivalent  
**Experience:** 5 years of relevant experience

**General Experience:**  
Business Function Consultant (II)s have 5 years of in business process design implementation, organizational design, strategic planning, governance, operational model design, change management, business support and customer experience, user experience, process redesign and training.

**Functional Responsibility:**  
Business Function Consultant (II)s apply their advanced analytical, functional and technical skills to design and implement business and management solutions to optimize efficiency and support organization missions. Business Function Consultant (II)s utilize their technical background and supervisory experience to direct small teams and interact with clients at the leader level. A Business Function Consultant (II) is qualified to perform tasks such as:

• Supervise more junior team members in the development of management, technical, or business solutions and project deliverables  
• Lead data analysis and interpretation of findings  
• Lead analysis of business processes and identification of opportunities and solutions  
• Lead teams in conducting interviews, developing personas, analyzing user experience and creating journey maps, documenting user stories, and defining functional design requirements  
• Lead the development of strategic plans and performance management systems  
• Identify and document user stories and functional requirements, develop backlog, workplans and analyses on velocity and output  
• Lead research, documentation, and analysis of stakeholder and organizational needs, architecture, and benchmarks  
• Identify business solution design requirements and lead teams in developing business architecture solutions  
• Design and execute communications plans and materials  
• Design training plans, programs and materials; Lead user training sessions  
• Use commercial best practices to increase innovation in business operations and across an organization’s culture  
• Perform program management support tasks, including developing and administering workplans, developing status reports, risk management and managing project budgets  
• Support design and execution of portfolio management activities, including investment analysis, portfolio visualization, project prioritization, and portfolio governance  
• Participate in quality reviews to ensure work complies with specified standards  
• Apply knowledge and understanding of federal industry, regulations and policies and organizational requirements
Job Title: Business Function Manager I
Education: Bachelor’s degree or equivalent
Experience: 4 years of relevant experience

General Experience:
Business Function Manager (I)s have 4 years of experience in business process design implementation, organizational design, strategic planning, governance, operational model design, change management, business support and customer experience, user experience, process redesign and training.

Functional Responsibility:
Business Functions Manager (I)s provide advanced expertise in industry or technical areas to support an organization’s mission and/or improve business outcomes, customer experience, or organizational efficiency. They apply general management skills and specialized functional and business skills to support the management of complex, large projects or to manage day to day the operations of projects. Business Function Managers provide subject matter expertise in industry, process or business operations. A Business Function Manager (I) is qualified to perform such tasks as:

- Plan and supervise the work of business transformation and Agile teams
- Lead clients and teams through transforming an organization’s business processes, operating models, customer or citizen experience, human capital, or structure.
- Lead design and implementation of new business processes, business architecture, and organization structures
- Lead teams in conducting interviews, developing personas, analyze user experience, and creating journey maps, documenting user stories, and defining design and/or functional requirements
- Lead development of strategic planning and performance management
- Work with client executives to facilitate organization change programs and lead the design and execution of communications and training programs and curricula
- Use commercial best practices to increase innovation in business operations and across an organization’s culture
- Manage a program/project/teams, including workplans, schedules, status reports, budgets, risk management, and managing client contracts
- Ensure consistency of quality across multiple projects
- Lead design and execution of portfolio management activities, including investment analysis, portfolio visualization, project prioritization, portfolio risk management, and portfolio governance
- Apply knowledge and understanding of federal industry, regulations and policies and organizational requirements
Job Title: Business Function Manager II
Education: Bachelor’s degree or equivalent
Experience: 6 years of relevant experience

General Experience:
Business Function Manager (II)s have 6 years of experience in business process design implementation, organizational design, strategic planning, governance, operational model design, change management, business support and customer experience, user experience, process redesign and training.

Functional Responsibility:
Business Functions Manager (II)s provide senior-level expertise in industry or technical areas to support an organization’s mission and/or improve business outcomes, customer experience, or organizational efficiency. They apply general management skills and specialized functional and business skills to lead complex, large projects or to manage the operations of multiple projects. Business Function Managers provide subject matter expertise in industry, process or business operations. A Business Function Manager (II) is qualified to perform such tasks as:

- Plan and supervise the work of business transformation and Agile teams
- Lead clients and teams through transforming an organization’s business processes, operating model, customer or citizen experience, human capital, or structure
- Lead design and implementation of new business processes, business architecture, and organization structures
- Lead teams in conducting interviews, developing personas and journey maps, user stories, and defining design and/or functional requirements
- Lead development of strategic planning and performance management system for complex or multiple organizations
- Work with client executives to facilitate organization change programs and lead the design and execution of communications and training programs and curricula
- Use commercial best practices to increase innovation in business operations and across an organization’s culture
- Design and manage program/projects/teams, including workplans, schedules, status reports, budgets, risk management and managing client contracts
- Ensure consistency of quality across multiple projects
- Lead design and execution of portfolio management activities, including investment analysis, portfolio visualization, project prioritization, portfolio risk management, and portfolio governance
- Apply knowledge and understanding of federal industry, regulations and policies and organizational requirements

Job Title: Capability Specialist I
Education: Bachelor’s degree or equivalent
Experience: 4 years of relevant experience
General Experience:
Capability Specialist (I)s have 4 years of experience and are skilled in strategy and operational consulting; organization effectiveness, training, and change management; data management and analytics; and/or digital transformation, including but not limited to customer experience, cloud, and/or experience design.

Functional Responsibility:
Capability Specialist (I)s apply strong skills in an industry or technical area to contribute to management and transformation projects for clients. Capability Specialist (I)s apply industry or technical lessons learned and accelerators to programs to develop client outcomes. A Capability Specialist (I) is qualified to perform such tasks as:

- Assist specific functional workstreams on projects, including conducting analysis, interviews, and workshops
- Contributes specific expertise to support transformation of an organization’s strategy, performance measures, business processes, operating model, customer or citizen experience, human capital, or structure
- Provides support related to a specific management or organization function for the project and client team
- Use commercial best practices to increase innovation in business operations and across organization’s culture
- Contribute to high-quality work products that meet project needs and client expectations
- Apply knowledge and understanding of federal industry, regulations and policies and organizational requirements

Job Title: Capability Specialist II

Education: Bachelor’s degree or equivalent

Experience: 5 years of relevant experience

General Experience:
Capability Specialist (II)s have 5 years of experience and possess advanced skills in strategy and operational consulting; organization effectiveness, training, and change management; data management and analytics; and/or digital transformation, including but not limited to customer experience, cloud, and/or experience design.

Functional Responsibility:
Capability Specialist (II)s apply advanced skills in an industry or technical area to contribute to management and transformation projects for clients. Capability Specialist (II)s apply industry or technical lessons learned and accelerators to programs to develop client outcomes. A Capability Specialist (II) is qualified to perform such tasks as:

- Perform functional workstreams on projects, including leading analysis, interviews, and workshops
• Contributes specific expertise to support development of an organization’s strategy, performance measures, business processes, operating model, customer or citizen experience, human capital, or structure
• Defines client and customer needs related to a specific management or organization function
• Use commercial best practices to increase innovation in business operations and across organization’s culture
• Develop high-quality work products that meet project needs and client expectations

Job Title: Capability Leader I
Education: Bachelor’s degree or equivalent
Experience: 7 years of relevant experience

General Experience:
Capability Leader (I)s have 7 years of experience and proficiency in strategy and operational consulting; organization effectiveness, training, and change management; data management and analytics; and/or digital transformation, including but not limited to customer experience, cloud, and/or experience design.

Functional Responsibility:
Capability Leader (I)s apply senior-level expertise in a specific industry or technical area to inform and guide management and transformation projects for clients. Capability Leader (I)s develop the transformation strategy and vision, applying lessons learned and accelerators to programs to develop client outcomes. They guide other professionals on the project to ensure quality efforts. A Capability Leader (I) is qualified to perform such tasks as:

• Lead functional workstreams and/or guides/manages functional capability on projects
• Interface with clients and teams to provide best-in-class approach around transforming an organization’s strategy, performance measures, business processes, operating model, customer or citizen experience, human capital, or structure
• Provides functional expertise and/or experience with a specific management or organization function for the project and client team
• Use commercial best practices to increase innovation in business operations and across an organization’s culture
• Lead and execute a program/project/teams, including workplans, schedules, status reports, risk management, budgets, and managing client contracts
• Delivers high-quality work products that meet project needs and client expectations
• Apply knowledge and understanding of federal industry, regulations and policies and organizational requirements
Job Title: Capability Leader II
Education: Bachelor’s degree or equivalent
Experience: 9 years of relevant experience

General Experience:
Capability Leader (II)s have 9 years of experience and possess advanced skills in strategy and operational consulting; organization effectiveness, training, and change management; data management and analytics; and/or digital transformation, including but not limited to customer experience, cloud, and/or experience design.

Functional Responsibility:
Capability Leader (II)s apply expert-level expertise in a specific industry or technical area to inform and guide management and transformation projects for clients. Capability Leader (I)s develop the transformation strategy and vision, applying lessons learned and accelerators to programs to develop client outcomes. They guide other professionals on the project to ensure quality efforts. A Capability Leader (II) is qualified to perform such tasks as:

• Lead functional workstreams and/or guides/manages functional capability on projects
• Interface with clients and teams to provide best-in-class approach around transforming an organization’s strategy, performance measures, business processes, operational model, customer or citizen experience, human capital, or structure
• Provides advanced functional expertise and/or experience with a specific management or organization function for the project and client team
• Use commercial best practices to increase innovation in business operations and across an organization’s culture
• Lead and execute a program/project/teams, including workplans, schedules, status reports, risk management, budgets, and managing client contracts
• Delivers high-quality work products that meet project needs and client expectations
• Apply knowledge and understanding of federal industry, regulations and policies and organizational requirements

Job Title: Business Function Partner
Education: Bachelor’s degree or equivalent
Experience: 10 years of relevant experience

General Experience:
Business Function Partners have 10 years of experience in business, management, and/or transformation consulting. They bring experience and proficiency leading strategy and operational consulting; organization effectiveness, training, and change management; data management and analytics; and/or digital transformation programs, including but not limited to customer experience, cloud, and/or experience design.

Functional Responsibility:
Business Function Partners have overall accountability and management authority for client engagements and are responsible for product delivery and financial management. A Business
Function Partner performs independent quality assurance reviews of program performance and deliverables to ensure that contractual obligations are being met. Partners are recognized experts in the areas of business, management, and transformation consulting and lend thought leadership to clients and engagement teams in developing creative solutions. They apply their extensive experience in planning and managing large-scale, complex projects to control overall project scope, budgets and schedules for multi project engagements. A Business Function Partner is qualified to perform such tasks as:

- Set overall direction for client engagements
- Communicate with team and client executives to ensure critical issues are addressed
- Provide expert guidance to projects and clients in industry and functional areas
- Act as senior client liaison
- Provide management oversight of business function teams
- Oversee contract and financial management of one or more client engagements.
- Applies knowledge and understanding of federal industry, regulations and policies and organizational requirements

**Education/Experience Equivalencies:**
- Each year of college-level study (up to a maximum of 2 years for Associate’s, 4 years for a Bachelor’s, 6 years for Master’s, and 8 years for a Ph.D.) is equivalent to 9 months of relevant experience, and vice versa.
- Directly related work or military experience may substitute for undergraduate and graduate degrees at an equivalent rate (i.e., 9 months of experience equals 1 academic year of study).
- Relevant certifications equate to 3 months of relevant experience.

**Education/Experience Equivalencies:**
- Each year of college-level study (up to a maximum of 2 years for Associates, 4 years for a Bachelors, 6 years for Masters, and 8 years for a PHD) is equivalent to nine months of experience, and vice versa.
- Directly related, Military experience may substitute for undergraduate and graduate degrees at an equivalent rate (i.e. nine months of experience equals one academic year of study).
- Relevant certifications equate to three (3) months of experience.