FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SERVICE PRICE LIST
Schedule MAS – Multiple Award
Federal Supply Group: Professional Services

General Services Administration - Federal Supply Service
On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage! is http://www.GSAAdvantage.gov.

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Contractor: STRATEGYGEN CO
50 N. Lauren Street, Suite 2500
Jacksonville, FL 32202

Business Size: Small, 8(a), HUBZone

Telephone: (904) 315-6793
Fax Number: (904) 245-1862
Web Site: www.StrategyGen.com

Price list current as of Modification #A842 effective April 2, 2022

Contract Number: 47QRAA19D006P
Period Covered by Contract: April 4, 2019 through April 3, 2024
Point of Contact: Dr. Donald R. Haley
DrHaley@strategygen.com
(904) 315-6793
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Introduction

StrategyGen Co. is an SBA certified 8(a), HUBZone, small business incorporated in 2009 and admitted to the 8(a) BD Program in 2013. StrategyGen Co. has been a CMS prime contractor providing market research and coding support services since 2017 and a CMS subcontractor on the Hospital Engagement Networks (HENs) and Hospital Improvement Innovation Network (HIIN) since 2011. StrategyGen Co. is a HUD prime contractor and received a CPARS with only “Exceptional” ratings. StrategyGen Co. developed its technical assistance expertise through its past performance with HUD, CMS, BayCare, Adventist Health System, TNS Global, Welpoint Anthem, Florida Blue, and the Florida Hospital Association. StrategyGen Co. has past experience teaming with partners such as Booz Allen Hamilton, Premier Inc., Westat, and Summit LLC.

StrategyGen Co. has provided training, education, and coaching to healthcare providers and administrators for dozens of hospitals and health systems, as well as grantees and other contractors. Additionally, StrategyGen Co. has provided professional continuing education credits to incentivize participation in training and education. StrategyGen Co. continued to refine its technical assistance capabilities by working with the Housing and Urban Development (HUD) Grant Management Office (GMO) to facilitate and improve the grants management process by engaging with stakeholders. Under HUD task order one and two, StrategyGen Co. engaged multiple program offices to develop a core set of performance indicators that would be utilized to equally assess both the direct and indirect effect of HUD grants.
Customer Information:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>611430</td>
<td>Professional and Management Development Training</td>
</tr>
<tr>
<td>541611</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>541910</td>
<td>Marketing Research and Analysis</td>
</tr>
<tr>
<td>541612HC</td>
<td>Human Resources Consulting Services</td>
</tr>
<tr>
<td>OLM</td>
<td>Order-Level Materials (OLMs)</td>
</tr>
</tbody>
</table>

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. See Page 4

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. If hourly rates are not applicable, indicate “Not applicable” for this item. See Page 6

2. Maximum Order: $1,000,000.00

3. Minimum Order: $100.00

4. Geographic Coverage (delivery Area): Domestic Only

5. Point(s) of production (city, county, and state or foreign country): Same as company address

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

7. Quantity discounts: None

8. Prompt payment terms: 1% - 15 days, net 30 days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.
9. Foreign items (list items by country of origin): None

10a. Time of Delivery (Contractor insert number of days): Specified on the Task Order

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: Contact Contractor

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: Contact Contractor

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 affect a faster delivery: Contact Contractor

11. F.O.B Points(s): Destination

12a. Ordering Address(es): Same as Contractor

12b. 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

13. Payment address(es): Same as company address

14. Warranty provision.: Contractor’s standard commercial warranty.

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. 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/](http://www.Section508.gov/). N/A

23. Unique Numbering Identifier: EKSBBFNFJ5739

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

### Labor Categories Hourly Pricing (inclusive of IFF)

<table>
<thead>
<tr>
<th>SIN</th>
<th>Awarded Labor Category</th>
<th>Site</th>
<th>Year 1 04/2019</th>
<th>Year 2 04/2020</th>
<th>Year 3 4/2021</th>
<th>Year 4 4/2022</th>
<th>Year 5 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611 611430 541910 541612HC</td>
<td>Senior Executive II</td>
<td>Both</td>
<td>$442.73</td>
<td>$451.59</td>
<td>$460.62</td>
<td>$469.83</td>
<td>$479.23</td>
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<tr>
<td>541611 611430 541910 541612HC</td>
<td>Senior Executive I</td>
<td>Both</td>
<td>$315.48</td>
<td>$321.79</td>
<td>$328.23</td>
<td>$334.79</td>
<td>$341.49</td>
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<tr>
<td>541611 611430 541910 541612HC</td>
<td>Program Director</td>
<td>Both</td>
<td>$256.86</td>
<td>$262.00</td>
<td>$267.24</td>
<td>$272.58</td>
<td>$278.04</td>
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<tr>
<td>541611 611430 541910 541612HC</td>
<td>Project Director</td>
<td>Both</td>
<td>$170.49</td>
<td>$173.90</td>
<td>$177.37</td>
<td>$180.92</td>
<td>$184.54</td>
</tr>
<tr>
<td>541611 611430 541910 541612HC</td>
<td>SME III</td>
<td>Both</td>
<td>$220.48</td>
<td>$224.89</td>
<td>$229.38</td>
<td>$233.97</td>
<td>$238.65</td>
</tr>
<tr>
<td>541611 611430 541910 541612HC</td>
<td>SME II</td>
<td>Both</td>
<td>$181.94</td>
<td>$185.58</td>
<td>$189.29</td>
<td>$193.08</td>
<td>$196.94</td>
</tr>
</tbody>
</table>
Service Contract Labor Standards: The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS/SCA 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/SCA eligible labor categories. If and / or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.
Labor Category Descriptions

Senior Executive II

Minimum Year Experience: 25 years

Minimum Education: Bachelors

Responsibilities: The Senior Executive II is responsible to provide oversight for multiple client engagements by managing several multi-faceted market and research programs and creating an overarching vision. The Senior Executive II will oversee the integrated management structure and evaluates overall performance.

Senior Executive I

Minimum Year Experience: 20 years

Minimum Education: Bachelors

Responsibilities: The Senior Executive I is responsible to provide oversight for multiple client engagements by managing several multi-faceted market and research programs and creating overarching vision. The Senior Executive I is responsible for overseeing integrated management structure, and evaluates overall performance.

Program Director

Minimum Year Experience: 15 years

Minimum Education: Bachelors

Responsibilities: The Program Director is responsible for providing strategic direction, vision, leadership, and program management to the team. The Program Director contributes to organizational direction through regular involvement with senior level client leadership, market research, and team members.

Project Director

Minimum Year Experience: 10 years

Minimum Education: Bachelors

Responsibilities: The Project Director plans, directs and coordinates the lead activities of projects to ensure that goals and objectives of all the elements of the project are accomplished. The Project Director manages the prescribed time frame and funding parameters for each project. The Project Director is responsible for supervision of all consultants, points of contact, market research, and all the planning/administrative staff assigned to the project to ensure the schedule is within the budget. The Project Director
is responsible for overall quality and management.

**SME III**

**Minimum Year Experience:** 12 years

**Minimum Education:** Bachelors

**Responsibilities:** The SME III is responsible to have extensive knowledge in the designated field or discipline, including market research. The SME III provides insight and advice concerning task or project strategic direction and outcomes. The SME III may contribute to the evaluation, analysis, and development of recommended solutions. The SME III resolves complex problems, which require an in-depth knowledge of subject matter related to the designated field or discipline. The SME III applies principles and methods of the subject matter to specialized solutions. The SME III generally possess demonstrated ability and experience in management consulting and cross-team facilitation at the senior management level.

**SME II**

**Minimum Year Experience:** 8 years

**Minimum Education:** Bachelors

**Responsibilities:** The SME II possess demonstrated knowledge in the designated field or discipline, including market research. The SME II possesses significant experience providing solutions to an organization’s challenges through the application of knowledge gained through similar prior engagements. The SME II participates in the development of solutions by leveraging knowledge of the designated field or discipline. The SME II contributes to the implementation of strategy and helps assess the impact of industry trends, policy, and/or standard methodologies.

**SME I**

**Minimum Year Experience:** 5 years

**Minimum Education:** Bachelors

**Responsibilities:** The SME I is responsible to have knowledge in the designated field or discipline, including market research. SME I supports assessments of organization’s challenges using specializes skills and knowledge. The SME I is responsible to contribute to the execution of project or task plan and helps assess the impact of industry trends, policy or standard methodologies.

**Project Manager II**

**Minimum Year Experience:** 8 years
Minimum Education: Bachelors

Responsibilities: The Project Manager II strategically manages the program area and develops the product and service vision. The Project Manager II is responsible for building and successfully maintaining integrated project management structure and overseeing projects, including market research. The Project Manager leads and performs program area work. The Project Manager II proposes and implements creative methods to complete work effectively and efficiently.

Project Manager I

Minimum Year Experience: 3 years

Minimum Education: Bachelors

Responsibilities: The Project Manager I is responsible to perform day-to-day management of contract support operations on a project program area of work. The Project Manager I is responsible to demonstrate skills in the scope of work encompassed by the task order to provide technical guidance to the project team in performance of the work. The Project Manager I is responsible to review the quality of all work products. The Project Manager organizes, directs, and coordinates the planning and production of all contract support activities, including market research.

Consultant II

Minimum Year Experience: 5 years

Minimum Education: Bachelors

Responsibilities: The Consultant II should possess demonstrated knowledge, experience and ability in the development of solutions, recommendations, or outcomes across multiple complex tasks and organizations, including market research. The Consultant II evaluates option in the context of project objectives and contributes to the implementation of strategic direction.

Consultant I

Minimum Year Experience: 3 years

Minimum Education: Bachelors

Responsibilities: The Consultant I should possess knowledge with some experience and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks and/or organizations, including market research. The Consultant I, supports the development of solutions to address organization’s challenges. The Consultant I, supports project objectives and helps assess the impact of industry trends,
policy, or standard methodologies.

**Analyst II**

**Minimum Year Experience:** 5 years  
**Minimum Education:** Bachelors

**Responsibilities:** The Analyst II possesses demonstrated knowledge and experience applying analytic methodologies and principles to address client needs. The Analyst II applies analytic techniques in the evaluation of project objectives and contributes to the implementation of strategic direction. The Analyst II performs analyst functions including data collection, interviewing, data modeling, project testing, market research, and creation of performance measurements to support project objectives. The Analyst II conducts activities in support of project team’s objectives.

**Analyst I**

**Minimum Year Experience:** 1 year  
**Minimum Education:** Bachelors

**Responsibilities:** The Analyst I possess knowledge of applying analytic methodologies and principles to address client’s needs. The Analyst I is responsible to provide support to analyze functions including data collection, interviewing, data modeling, project testing, market research, and creation of performance measurements to support project objectives. The Analyst conducts activities in support of project team’s objectives.

**Enterprise Business Analyst**

**Minimum Year Experience:** 5 years  
**Minimum Education:** Bachelors

**Responsibilities:** The Enterprise Business Analyst prepares business analyses and studies the assessments required for cost/benefit analyses, in an effort to align business systems solutions and initiatives. The Enterprise Business Analyst prepares forecasts and analyzes trends, reporting regulations and business conditions through market research. The Enterprise Business Analyst develops and analyzes metrics, performance measurements, requirements, reports and recommendations related to management, organizational structure, policy/procedures and business systems. The Enterprise Business Analyst identifies potential business risks.

**Quality Assurance / Continuous Quality Improvement Manager**

**Minimum Year Experience:** 3 years
Minimum Education: Bachelors

Responsibilities: The QA/CQI manager designs or assists in the design of system QA projects; as such, this individual shall maintain proficiency in statistical methodology, including sampling techniques, procedures and forms and shall stay current with applicable technology, concepts, and procedures through market research. The QA/CQI Manager also: oversees the accurate recording of QA results; provides data analysis, quality control and continuous quality improvement in an analytical environment; extracts and appropriately analyzes information; and possesses effective verbal and written communication skills.