Online 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://GSAAdvantage.gov.

Schedule Title – Multiple Award Schedule (MAS) Contract
FSC Group, Part, and Section or Standard Industrial Group (Large Category): Professional Services
FSC Class(es)/Product code(s) and/or Service Codes (as applicable) Contract number: R408
For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov
Contract Number: 47QRAA21D002D
Contract Period (Original): 02/05/2021 through 02/04/2026

Contractor:
Alvarez & Marsal Public Sector Services, LLC
600 Madison Ave, FL 8
New York, NY 10022-1758
Telephone: 202.729.2100
Fax: 202.729.2101

Website: www.alvarezandmarsal.com
E-mail: kroques@alvarezandmarsal.com
Contract Administrator: Kate Roques
Business Size: Large Business
Customer Information

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:
   - **SIN 541611**: Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
   - **SIN OLM**: Order Level Materials. OLMs are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Schedule contract or BPA. OLM pricing is not established at the Schedule contract or BPA level, but at the order level. Since OLMs are identified and acquired at the order level, the ordering contracting officer (OCO) is responsible for making a fair and reasonable price determination for all OLMs.

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. N/A

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 Pages 10-19 for a full listing of job titles, functional responsibility and education.

2. Maximum Order: **SIN 541611**: $1,000,000.00

3. Minimum Order: $100.00


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


7. Quantity Discounts:
   - 0.5% for each Task Order valued at $500,000.00 - $999,999.99
   - 1.0% for each Task Order valued at or over $1,000,000.00

8. Prompt Payment Terms Note: Prompt payment terms must be followed by the statement "Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions": Net 30 days

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 deliveries 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. Point(s): Destination

12a. Ordering Address: 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 installment (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., contractor’s website or other location). The EIT standards can be found at: www.Section508.gov. N/A

23. Data Universal Numbering System (DUNS) number: 14-9343563
24. Notification regarding registration in System for Award Management (SAM) database. Contractor registered and active in SAM

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.
Corporate Overview

Alvarez & Marsal Public Sector Services, LLC helps organizations and departments better align resources with their agency’s mission, increases efficiency and works alongside the government to deliver tangible, positive results to taxpayers.

Privately-held since 1983, Alvarez & Marsal (A&M) is a leading global professional services firm that delivers performance improvement, corporate restructuring and turnaround management, business advisory services and public sector services to organizations seeking to transform operations, catapult growth, and accelerate results through decisive action.

With more than 5,000 professionals across North America, Europe, the Middle East, Asia and Latin America, A&M delivers a distinct blend of leadership, problem solving and value creation. Our senior professionals are experienced leaders coming from the public and private sector who carefully evaluate current scenarios, effectively manage risk, develop strategic opportunities, and actively partner to create sustainable change and accelerate positive transformation.

The first turnaround and restructuring firm with a dedicated public sector entity, Alvarez & Marsal formed the subsidiary Alvarez & Marsal Public Sector Services, LLC (A&M Public Sector Services) in 2003. Headquartered in Washington, D.C., A&M Public Sector Services partners with leaders in Federal, State and Local Governments, and K-12 and Higher Education to drive process and organizational improvements to create fiscal sustainability and accountability while delivering meaningful social impact for a variety of clients, including state Medicaid offices, K-12 school districts, higher education institutions, and federal, state, and municipal agencies.

A&M has been honored for its work by the Turnaround Management Association (TMA), receiving the prestigious Turnaround of the Year Award for our work. A&M has also received significant national attention in the Public Sector and has been written about in numerous publications, including: The Wall Street Journal, The News Hour on PBS, The Chronicle of Philanthropy and Education Week. Most recently, A&M Public Sector Services was nominated as the Supplier of the Year by the United States Postal Service.

Drawing on its strong operational heritage and hands-on approach, A&M teams with organizations and their stakeholders as advisors or as interim managers to help navigate complex business issues, activate change and achieve sustainable results.
A&M Public Sector Service Capabilities

A&M has developed and refined a pragmatic and forward-looking approach to address the unique issues facing public sector organizations. Our approach draws on more than 30 years of experience in improving the operational and financial performance of privately held and public companies. A&M provides a broad range of services for our clients in the following areas:

### Financial Advisory/CFO Services

A&M provides specialized financial advisory services to aid executive leaders in implementing rapid changes to improve the financial health of an organization. Many of our senior advisors have significant prior experience as former CFOs, CAOs and Controllers, enabling them to serve in interim advisory positions or to advise and oversee large-scale transformations across multiple agencies. Core services include:

- Finance Transformation
- Integrated Performance Management
- Merger, Acquisition & Divestiture Support
- Executive Advisory & Interim Leadership
- Accounting Remediation Services
- Budget formulation and execution

### Procurement, Logistics & Distribution

A&M optimizes supply chains and resolves logistics and distribution network problems by identifying cost drivers, evaluating alternative operating models, managing supplier risk/continuity, and implementing process improvements. Our senior advisors create competitive advantage and position organizations for extended growth and efficiencies. Core services include:

- Rapid Cost Reduction & Working Capital Improvement
- Supplier Management
- Merger & Acquisition Services
- Operational Excellence
- Network Strategy & Design

### Human Capital & Organizational Change

A&M supports organizations undergoing transformative change by establishing or reinvigorating a Program Management Office to oversee strategic efforts, deploy communications strategies across stakeholders, align talents with organizational needs and evaluate compensation packages. Core services include:

- Change Management
- Organizational Design & Talent Management
- HR Operational Improvement
- Performance & Rewards

### Technology Services

A&M helps organizations solve complex technology problems by improving the cost and quality of IT service delivery, evaluating the technical and financial risks associated with potential mergers and acquisitions, and implementing new technology service platforms. Core services include:

- IT Transformations
- “Big Bet” Initiatives
- Merger Integrations & Divestitures/Carve-Outs
Disputes and Investigations

A&M helps to safeguard operations, enhance information security programs, provide independent and objective data analytics and investigations, and resolve complex disputes to minimize threats to day-to-day operations. Core services include:

- Accounting & Audit Disputes
- Investigations
- Compliance & Anti-Corruption
- Forensic Technology
- Applied Data Analytics
- Cyber Risk Services
- Fiduciary Services

Differentiators: Our People & Our Approach

Fact-Checked, Data-Driven Advice. Transformational change is achieved through committed, thorough, practical leadership. Alvarez & Marsal (A&M) takes an investigative approach to validating all relevant facts prior to diving into the project. A&M professionals have extensive experience in creating baseline budgets and schedules. This baseline approach serves as the starting point to providing our clients with data-driven and practical support based on honesty and open collaboration.

Specialization in Handling Complex Situations. Built upon decades of resolving some of the most urgent private sector challenges, A&M has developed the critical expertise needed to achieve rapid results for our clients. Whether it is winding down the biggest corporate bankruptcy in U. S. history, reviewing data and recommending hundreds of millions of cost savings via process improvements at the world’s largest quasi-public package delivery organization or taking a large state Medicaid office from a multi-year $1.8 billion deficit to a small surplus – we are adept at solving complex client situations. Our A&M personnel have mastered the ability to listen and engage with public sector leadership teams, no matter how difficult the situation.

Seniority of Our People. Unlike many of our competitors, A&M’s senior leaders perform client work. The use of experienced, focused senior teams is more effective in uncovering financial and operational improvement opportunities and is less disruptive on an organization and its stakeholders. A&M sources senior staff at every stage of a client project, bringing expert attention to an organization’s mission-critical issues. Our leaders average 20+ years of experience with backgrounds in private and public sector leadership, allowing us to cover a breadth of offerings with the appropriate expertise.

Results-Driven Methodologies. Our firm has a heritage of delivering results, not documentation. Our proprietary methodologies help clients achieve quantifiable benefits by streamlining key processes. We define success not by making unrealistic recommendations via reports that will sit on a shelf, but rather by putting forward solutions that we are willing to be held responsible for achieving. We create a roadmap of prioritized solutions to achieve the desired state, positioning our clients for a successful implementation.
Transparency and Accountability. We stand behind our work. Our professionals possess the technical knowledge and political expertise to guide reforms through the legislative approval processes, and stand ready to testify before legislatures, auditors, courts, city councils, and other oversight boards. A&M is willing and able to assume high levels of accountability for the client’s mission. After a transformation initiative is complete, A&M facilitates a smooth transition to a permanent agency team.

Pricing Flexibility. Our culture and cost structure allow us to be flexible in our approach and enable us to recruit and dedicate high performing, experienced consultants on a full-time basis to our client engagements. We are experienced in various pricing methods. Thus, we are prepared to craft creative pricing scenarios, such as share in savings and transactional type structures which provide a win-win value proposition to both the client and A&M.

We work beside you. One of A&M’s differentiators is we work along-side government leadership and staff. Government staff will always know more than we will forget about their organization. Having our teams onsite allows us to quickly understand your organization - its budget, policy and history. This allows us to understand the challenges to transformation and rapidly assess solutions tailored to your agency. Government leaders are pulled in many directions each day. A&M’s way of working with you allows clients to reach out and grab us when needed to help solve your issues right away.
**Pricing Information**

**Alvarez & Marsal Public Sector Services LLC**  
**MAS Labor Categories and Hourly Rates (w/ IFF)**

<table>
<thead>
<tr>
<th>MAS Labor Category</th>
<th>Base Period Hourly Rates (w/ IFF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services SIN 541611</td>
<td>Year 1 02/05/21 – 02/04/22 Year 2 02/05/22 – 02/04/23 Year 3 02/05/23 – 02/04/24 Year 4 02/05/24 – 02/04/25 Year 5 02/05/25 – 02/04/26</td>
</tr>
<tr>
<td>Subject Matter Expert</td>
<td>$596.00 $609.11 $622.51 $636.21 $650.20</td>
</tr>
<tr>
<td>Managing Director</td>
<td>$523.68 $535.20 $546.97 $559.01 $571.30</td>
</tr>
<tr>
<td>Senior Director</td>
<td>$483.81 $494.46 $505.33 $516.45 $527.81</td>
</tr>
<tr>
<td>Director</td>
<td>$443.88 $453.64 $463.62 $473.82 $484.25</td>
</tr>
<tr>
<td>Manager</td>
<td>$388.53 $397.07 $405.81 $414.74 $423.86</td>
</tr>
<tr>
<td>Senior Associate</td>
<td>$369.58 $377.72 $386.03 $394.52 $403.20</td>
</tr>
<tr>
<td>Associate</td>
<td>$274.48 $280.52 $286.69 $293.00 $299.45</td>
</tr>
<tr>
<td>Senior Consultant</td>
<td>$369.07 $377.19 $385.49 $393.97 $402.63</td>
</tr>
<tr>
<td>Consultant</td>
<td>$277.00 $283.09 $289.32 $295.69 $302.19</td>
</tr>
<tr>
<td>Analyst</td>
<td>$247.18 $252.62 $258.17 $263.85 $269.66</td>
</tr>
</tbody>
</table>
MAS Labor Category Descriptions
Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
SIN 541611

SUBJECT MATTER EXPERT

Experience: Minimum 20 years of experience
Education: Bachelor’s Degree or equivalent in a related field
           Master’s Degree preferred
Substitution Methodology: Bachelor’s Degree and 20 years of experience / Master’s degree with 18 years of experience

Labor Category Skills & Expertise:
• Expert in Alvarez & Marsal’s strategy offerings for providing highly specialized services in one or more functional areas, including but not limited to: management and financial consulting; grants management; supply chain logistics services solutions and support; major organizational redesign in alignment with the objectives of the organization; human capital resource management and devising new policies and procedures; special studies to improve operations
• Industry leader, having served in executive position(s) for multiple years
• Knowledge of federal laws and regulations

Functional Responsibilities:
• Provides strategic direction, vision and leadership for client engagements
• Advises client executive leadership on potential impacts to changes in policy
• Drives solutions to highly complex client challenges
• Serves as key advisor to client executive leadership during implementation of highly complex solutions
• Assists client executive leadership in coordinating with other government agencies to remove barriers and drive solutions
MANAGING DIRECTOR

Experience: Minimum 15 years of experience
Education: Bachelor’s Degree or equivalent in a related field
Substitution Methodology: Bachelor’s Degree and 15 years of experience / Master’s degree with 13 years of experience

Labor Category Skills & Expertise:
• High-level expert with significant experience leading client projects providing highly specialized services in one or more functional areas, including but not limited to: management and financial consulting; grants management; supply chain logistics services solutions and support; major organizational redesign in alignment with the objectives of the organization; human capital resource management and devising new policies and procedures; special studies to improve operations
• Expert in designing innovative solutions in unchartered areas
• Experienced in managing client relationships
• Experienced in mitigating risk
• Knowledge of federal laws and regulations

Functional Responsibilities:
• Establishes the strategic agenda for the client project
• Maintains overall responsibility for delivery of client services and manages relationships with client executive leadership
• Serves as the executive point of contact for critical matters in the client project
• Provides leadership for client interactions and overall activities of the client project to ensure that all work performed is in compliance with professional standards, the goals of the client, and the guidelines of Alvarez & Marsal
• Provides executive oversight for the activities of the functional management team of the strategic business unit in ensuring that policies and controls are in place for all functions
• Advises client executive leadership on critical policy impacts, potential risks to successfully implement solutions, and impacts of not implementing proposed solutions
• Provides final Quality Assurance on all client deliverables, in alignment with project objectives and within the project timeline
SENIOR DIRECTOR

Experience: Minimum 12 years of experience
Education: Bachelor’s Degree or equivalent in a related field
Project Management Professional (PMP) and Change Management / PROSCI certifications preferred

Substitution Methodology: Bachelor’s Degree and 12 years of experience / Master’s degree with 10 years of experience

Labor Category Skills & Expertise:
- Extensive industry experience and expertise in leading client projects providing highly specialized services in one or more functional areas, including but not limited to: management and financial consulting; grants management; supply chain logistics services solutions and support; major organizational redesign in alignment with the objectives of the organization; human capital resource management and devising new policies and procedures; special studies to improve operations
- Expert in defining technical approaches, establishing project standards, project execution and quality control
- Expert in written and oral communication
- Knowledge of federal laws and regulations

Functional Responsibilities:
- Manages multiple client projects simultaneously
- Maintains overall responsibility for scope of work, budget, schedule, and quality
- Manages relationships with client executive leadership, ensuring full understanding of client needs and expectations
- Serves as primary point of contact and trusted advisor to the client
- Conducts complex analyses of client problems/needs and develops innovative solutions
- Leads client meetings, offering insight, industry expertise and strategic direction
- Communicates known risks to the Managing Director and client executive leadership
- Performs Quality Assurance of all client deliverables
- Engages the Managing Director / Subject Matter Expert as required, based on project requirements, size and complexity
- Provides guidance and serves as a mentor to members of the project team
DIRECTOR

Experience: Minimum 8 years of experience

Education: Bachelor’s Degree or equivalent in a related field
Project Management Professional (PMP) and Change Management / PROSCI certifications preferred

Substitution Methodology: Bachelor’s Degree and 8 years of experience / Master’s degree with 6 years of experience

Labor Category Skills & Expertise:
- Industry experience in leading client project providing highly specialized services in one or more functional areas, including but not limited to: management and financial consulting; grants management; supply chain logistics services solutions and support; major organizational redesign in alignment with the objectives of the organization; human capital resource management and devising new policies and procedures; special studies to improve operations
- Advises on project methodology, technical, industry and data standards
- Experienced in leading client engagements
- Experienced in written and oral communication
- Knowledge of federal laws and regulations

Functional Responsibilities:
- Develops project timeline, budget, and deliverable templates
- Provides guidance and day-to-day oversight for project team members
- Leads overall project team; for large, complex projects, may share the responsibility with one or more Directors or Senior Directors
- Leads multiple small workstreams, or a single large, complex workstream
- Contributes to the evaluation, analysis and development of recommendations to drive innovative solutions
- Coordinates client deliverables with the project team and provides initial Quality Assurance review to ensure delivery of all milestones within the project schedule
- Identifies and escalates risk to Senior Directors and Managing Directors
- Ensures client deliverables are vetted with the Senior Director and Managing Director and submitted to the client on time
- Regularly interfaces with client leadership, leading meetings and presenting draft reports and findings
**MANAGER**

**Experience:** Minimum 6 years of experience

**Education:** Bachelor’s Degree or equivalent in a related field
Project Management Professional (PMP) certification preferred

**Substitution Methodology:** Bachelor’s Degree and 6 years of experience / Master’s degree with 4 years of experience

**Labor Category Skills & Expertise:**
- Demonstrated knowledge and experience in one or more functional areas, including but not limited to: management and financial consulting; grants management; supply chain logistics services solutions and support; major organizational redesign in alignment with the objectives of the organization; human capital resource management and devising new policies and procedures; special studies to improve operations
- Experienced in specific tools such as Microsoft Office products, and data visualization tools such as Tableau
- Experienced in oral and written communication
- Experienced in project management
- Knowledge of federal laws and regulations

**Functional Responsibilities:**
- Responsible for a single or multiple workstreams as appropriate, given the project’s technical approach, size and complexity
- Supervises team activities under guidance from project leadership
- Interacts with varying levels of client staff
- Leads and/or participates in meetings with client leadership and presents findings and recommendations
- Designs and executes project technical approaches
- Designs solutions and client project deliverables to address client challenges
- Responsible for project management consistent with standards set forth by project leadership including presentation of results and status information to project leadership and client
SENIOR CONSULTANT

Experience: Minimum 5 years of experience
Education: Bachelor’s Degree or equivalent in a related field
Substitution Methodology: Bachelor’s Degree and 5 years of experience / Master's degree with 3 years of experience

Labor Category Skills & Expertise:
- Demonstrated knowledge and experience in one or more functional areas, including but not limited to: management and financial consulting; grants management; supply chain logistics services solutions and support; major organizational redesign in alignment with the objectives of the organization; human capital resource management and devising new policies and procedures; special studies to improve operations
- Experienced in specific tools such as Microsoft Office products, and data visualization tools such as Tableau
- Experienced with data analysis and visualization to drive strategic decision-making
- Experienced in oral and written communication
- Knowledge of federal laws and regulations

Functional Responsibilities:
- Analyzes historical performance and metrics
- Produces extensive financial modeling analysis
- Develops reporting dashboards
- Performs benchmarking analysis
- Identifies and validates performance improvement initiatives
- Conducts business process reengineering
- Executes workplans as appropriate, involving senior team members as appropriate based upon subject matter expertise and experience appropriate to the technical approach and project complexity
- May lead a project workstream or technical area of a project including technical approach, execution and reporting in alignment with the overall project’s technical approach, or may support multiple workstreams simultaneously
- Prepares client deliverables and recommendations for relevant workstream(s)
- Interacts with client leadership and/or staff
- Adheres to project management and other requirements set forth by project leadership
- May supervise team members
SENIOR ASSOCIATE

Experience: Minimum 4 years of experience
Education: Bachelor’s Degree or equivalent in a related field
Substitution Methodology: Bachelor’s Degree and 4 years of experience / Master’s degree with 2 years of experience

Labor Category Skills & Expertise:
- Demonstrated knowledge and experience in one or more functional areas, including but not limited to: management and financial consulting; grants management; supply chain logistics services solutions and support; major organizational redesign in alignment with the objectives of the organization; human capital resource management and devising new policies and procedures; special studies to improve operations
- Expert in specific tools such as Microsoft Office products, and data visualization tools such as Tableau or Power BI
- Expert in data analysis and visualization for large data sets to drive strategic decision-making
- Experienced in oral and written communication
- Knowledge of federal laws and regulations

Functional Responsibilities:
- Performs core financial due diligence and extensive financial modeling analysis
- Applies predictive analytics, statistical modeling and regression analysis
- Develops 13-week cash flow analysis
- Analyzes detailed financial statement information (i.e., income statement, balance sheet, cash flow and key operational data)
- Assesses strengths and weaknesses against industry benchmarks
- Develops findings and recommendations, executing workplans as appropriate
- May lead a project workstream or technical area of a project including technical approach, execution and reporting in alignment with the overall project’s technical approach, or may support multiple workstreams simultaneously
- Prepares client deliverables for relevant work stream(s)
- Interacts with client leadership and/or staff
- Adheres to project management and other requirements set forth by project leadership
- May supervise team members
ASSOCIATE

Experience: Minimum 3 years of experience
Education: Bachelor’s Degree or equivalent in a related field
Substitution Methodology: Bachelor’s Degree and 3 years of experience / Master's degree with 1 years of experience

Labor Category Skills & Expertise:
• Knowledge and experience in one or more functional areas, including but not limited to: management and financial consulting; grants management; supply chain logistics services solutions and support; major organizational redesign in alignment with the objectives of the organization; human capital resource management and devising new policies and procedures; special studies to improve operations
• Experience in specific tools such as Microsoft Office products, and data visualization tools such as Tableau or Power BI
• Experienced with data analysis and visualization to drive strategic decision-making
• Experienced in oral and written communication
• Knowledge of federal laws and regulations

Functional Responsibilities:
• Performs data analysis and financial modeling, drawing insights through data-driven solutions
• Develops KPIs and management reporting
• Assists in the development of 13-week cash flows
• Conducts process analysis support
• Analyzes detailed financial statement information (i.e., income statement, balance sheet, cash flow and key operational data)
• Contributes content to client deliverables
• Interacts with client leadership and/or staff
• Adheres to project management and other requirements set forth by project leadership
• May have responsibility to supervise team members based on project requirements and complexity
CONSULTANT

Experience: Minimum 2 years of experience
Education: Bachelor’s Degree or equivalent in a related field
Substitution Methodology: Bachelor’s Degree and 2 years of experience / Master’s degree with 0 years of experience

Labor Category Skills & Expertise:
• Knowledge and experience in one or more functional areas, including but not limited to: management and financial consulting; grants management; supply chain logistics services solutions and support; major organizational redesign in alignment with the objectives of the organization; human capital resource management and devising new policies and procedures; special studies to improve operations
• Experienced in specific tools such as Microsoft Office products, and data visualization tools such as Tableau or Power BI
• Experienced with data analysis and visualization to drive strategic decision-making
• Experienced in developing and delivering presentations
• Experienced in oral and written communication
• Knowledge of federal laws and regulations

Functional Responsibilities:
• Performs process improvement analysis to identify operational weaknesses, inefficiencies and internal control deficiencies
• Assesses processes and procedures for compliance with government rules and regulations
• Performs data analysis and review of relevant documentation
• Supports the development of solutions and recommendations
• Prepares reports and presentations
• Participates in interviews with client staff and/or key stakeholders
• Identifies best practices
• May interact with client leadership
• Adheres to project management and other requirements set forth by project leadership
• May have responsibility to supervise team members based on project requirements and complexity
ANALYST

Experience: None
Education: Bachelor’s Degree or equivalent in a related field
Substitution Methodology: N/A

Labor Category Skills & Expertise:
- Experienced in developing presentations
- Experienced in oral and written communication
- Experienced in conducting data analysis

Functional Responsibilities:
- Assists with setting up and maintaining the project management infrastructure including status reporting, project planning, risk and issue management, contract management, manpower reporting and other areas as necessary
- Assists in data collection, analysis and data management
- Participate in interviews with client staff and/or key stakeholders
- Conducts studies and surveys
- Prepares reports, provides insights and potential solutions for organizational issues
- Adheres to project management and other requirements set forth by project leadership