General Services Administration  
Federal Supply Service  
Authorized Federal Supply Schedule Catalog/Price List  

**Schedule:** Multiple Award Schedule (MAS)

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**Contract Number:** 47QREA21D000Q  
**Contract Period:** March 29, 2021 – March 28, 2026  
**Pricelist Version:** PA-0012 dated July 14, 2022  
**UEI:** LMUMEMHZ5FT4  
**NAICS:** 611430  
**Business Size:** Service Disabled, Veteran-Owned and Woman-Owned Small Business  
**Web Address:** [https://www.thesalusgrp.com/](https://www.thesalusgrp.com/)

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<table>
<thead>
<tr>
<th>SIN</th>
<th>Description</th>
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<tbody>
<tr>
<td>OLM/RC</td>
<td>Order-Level Materials (OLMs)</td>
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<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>611430</td>
<td>Professional and Management Development Training</td>
</tr>
<tr>
<td>611710</td>
<td>Educational Support Services</td>
</tr>
<tr>
<td>339112</td>
<td>Breathing Air Equipment and Related Items</td>
</tr>
</tbody>
</table>

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The SALUS Group, Inc.  
14915 Iron Horse Way  
Helotes, TX 78023  

Dr. Deborah Burges, MD, FACP  
President & CEO

**PHONE:**  
210-317-8572  

**FAX:**  
210-899-1907  

**EMAIL:**  
sales@thesalusgrp.com

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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 GSA Advantage® is: GSAAdvantage.gov.

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.
About SALUS

Company History

The SALUS Group was founded in 2012, by Dr. Deborah Burgess. Dr. Burgess is a retired U.S. Air Force Colonel and Master Clinician Educator with over 30 years of experience in clinical and academic medicine and healthcare education. We are a Service-Disabled Veteran-Owned and Woman Owned Small Business dedicated to the design, development, implementation, and evaluation of technology-enhanced learning experiences and digital-learning resources that advance healthcare education and lead to better health.

We specialize in medical modeling and simulation education and training providing expertise in developing end-to-end solutions through the entire program life cycle.

Our experts provide comprehensive and deep domain expertise in deployment medicine, combat trauma, professional education, graduate medical education and medical simulation training as well as providing professional services for medical futures visioning, strategic planning, program management, integration of advanced blending learning solutions, performance analysis and return on investment. SALUS is known for high-caliber expertise in healthcare, training, and the development and integration of innovative information technology solutions for the evolving healthcare market and has earned a reputation for excellence.

Mission & Values

The mission of SALUS is to be a global leader in providing lasting solutions to our client’s most challenging management, technology, and policy issues. Our mission is possible through providing innovative solutions, passionate commitment and bringing together medical and technical expertise to support our clients through the entire program life cycle.

Our values form the cornerstone of who we are and what we do at The SALUS Group.

Honesty, integrity and mutual respect of continuous improvement.

Client-driven focus from product design to delivery.

Passionate commitment to our clients and employees.

Seeking excellence from innovative solutions and practical experience.

Encouraging career growth and rewarding performance

Download our Capabilities Statement or Contact Us to learn more
1a. Table of Awarded Special Item Numbers (SINs):
OLM, OLM/RC – Order Level Materials (OLMs)
541611 – Management and Financial Consulting,
Acquisition and Grants Management Support, and
Business Program and Project Management Services
611430 – Professional and Management Development
Training
611710 - Educational Support Services
339112 – Breathing Air Equipment and Related Items

1b. Identification of the lowest priced model number and lowest unit price for each SIN:
See Exhibit A Labor Category Rates
See Exhibit C Product Listing

1c. Description of All Labor Categories:
See Exhibit B.

2. Maximum order:
OLM, OLM/RC – $250,000
541611 – $1,000,000
611430 – $1,000,000
611710 - $1,000,000
339112 - $250,000

3. Minimum order:
$100.00 (Services)
$100.00 - 339112

4. Geographic coverage (delivery area):
Worldwide & Domestic Delivery (the 48 contiguous states, D.C., Hawaii, Alaska, and US Territories).
Domestic Delivery also includes a port of consolidation point, within the aforementioned areas, for orders received from overseas activities.

5. Point(s) of production (city, county, and State or foreign country).
The SALUS Group, Inc.
14915 Iron Horse Way
Helotes, TX 78023

6. Discount from list prices or statement of net price.
Prices are listed as GSA Net. Discount deducted and IFF included.

7. Quantity Discounts:
339112:
$10,000 - $29,999 = 1.0%
$30,000 - $49,999 = 2.0%
$50,000 - $99,999,999 = 3.0%

8. Prompt payment terms:
1% Net 10 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):

<table>
<thead>
<tr>
<th>Item Number</th>
<th>COO</th>
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</thead>
<tbody>
<tr>
<td>KOF99MT</td>
<td>South Korea</td>
</tr>
</tbody>
</table>

10a. Time of Delivery: (Contractor insert number of days.)
The SALUS Group, Inc. will adhere to the delivery schedule stipulated in each delivery order and/or delivery order amendment. (Services)
15-Days ARO (SIN 339112)

10b. Expedited Delivery:
See Urgent Requirements (11d) below (Services)
Contact Contractor (SIN 339112)

10c. Overnight and 2-day delivery:
See Urgent Requirements (11d) below.

10d. Urgent Requirements:
When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing). If the Contractor offers an accelerated delivery time acceptable to the ordering activity, and order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

11. F.O.B. point(s):
Destination, Point of Exportation (Services)
Origin (Products)

12a. Ordering address(es):
The SALUS Group, Inc.
14915 Iron Horse Way
Helotes, TX 78023

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).
The SALUS Group, Inc.
14915 Iron Horse Way
Helotes, TX 78023

14. Warranty provision:
Standard Commercial Warranty

15. Export packing charges, if applicable:
Not Applicable

16. Terms and conditions of rental, maintenance, and repair (if applicable).
Not Applicable

17. Terms and conditions of installation (if applicable):
Not Applicable

18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable).
Not Applicable

18b. Terms and conditions for any other services (if applicable).
Not Applicable

19. List of service and distribution points (if applicable).
The SALUS Group, Inc.
14915 Iron Horse Way
Helotes, TX 78023

20. List of participating dealers (if applicable).
Not Applicable

21. Preventive maintenance (if applicable).
Not Applicable

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants).
Not Applicable

22b. Section 508 compliance for EIT:
The EIT standards can be found at:
www.Section508.gov.

23. Unique Entity Identifier (UEI)
LMUMEMHZ5FT4

24. Notification regarding registration in System for Award Management (SAM) database.
Contractor has an Active Registration in the SAM database.
### Exhibit A: Labor Category Rates

<table>
<thead>
<tr>
<th>SIN</th>
<th>Labor Category</th>
<th>March 2021 - 2022</th>
<th>March 2022 - 2023</th>
<th>March 2023 - 2024</th>
<th>March 2024 - 2025</th>
<th>March 2025 - 2026</th>
</tr>
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<tbody>
<tr>
<td>611430</td>
<td>Curriculum Director</td>
<td>$88.63</td>
<td>$90.40</td>
<td>$92.21</td>
<td>$94.05</td>
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<td>541611</td>
<td>Curriculum Director - RN Educator</td>
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<td>$91.14</td>
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<td>Curriculum Manager</td>
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<td>Program Administrative Analyst</td>
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<td>541611</td>
<td>Program Manager - Execution &amp; Oversite</td>
<td>$95.98</td>
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<td>$101.85</td>
<td>$103.89</td>
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<td>Logistics/Resource Manager</td>
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<tr>
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<td>Simulation Program Manager I</td>
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<td>Simulation Program Manager III</td>
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<td>$70.24</td>
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<td>Training Operations Technician I</td>
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<td>Web Specialist - Graphic Designer/Content Manager</td>
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<tr>
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<td>Simulation Coordinator - Project Manager</td>
<td>$74.78</td>
<td>$76.28</td>
<td>$77.80</td>
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<tr>
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<td>Medical Simulation Operator</td>
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<td>Simulation Operational Manager</td>
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<td>Program Support</td>
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<td>Medical Simulation Translation Specialist - SME</td>
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**OVERSEAS**

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<th>SIN</th>
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<td>Simulation Program Manager I (OVERSEAS)</td>
<td>$68.87</td>
<td>$70.24</td>
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<td>611430</td>
<td>Training Operations Technician I (OVERSEAS)</td>
<td>$60.66</td>
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</table>
Exhibit B: Labor Category Descriptions

Curriculum Director

Duties/Responsibilities: Planning and delivering strategic training solutions and designs. Understands the customer requirements, translates those requirements into plans for curriculum development, supervises the performance of curriculum development, performs services, provides advice, quality control and oversight. Organizes and coordinates subject matter experts and writers to produce highly effective training content. Organizes and coordinates instructional and graphic expertise to produce engaging training designs. Manages the process and production of all training materials and the acquisition of appropriate training tools. Support research, analysis, business process design, requirements gathering, or testing. Support training or change management efforts. Prepare draft sections of deliverables and work products and incorporates review comments into final deliverables. Edits and refines the finished product.

Education: Bachelor’s Degree

Experience: 10 years of experience in Curriculum Development, instructional design, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage a team of curriculum developers, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions, must have strong written, presentation and interpersonal communication skills to write and teach curriculum to students. Corporations that specialize in technology or software, experience writing and developing technical documents. Must have excellent computer skills and have experience working with computer-based training tools such as web conferencing software.

Curriculum Director - RN Educator

Duties/Responsibilities: Use of strong verbal and writer skills and is comfortable with reviewing, working knowledge of adult learning theory and training and development methods. Develops curriculum architecture for specific educational frameworks. Ensuring established learning goals are accomplished with the help of computer-based curriculum, instructor-led curriculum, and student-led curriculum into an coherent curricula. Design and continuously improve and adapt curriculum depending on educational needs. Teach courses and provide training as required. Develop lesson plans. Incorporate evidence-based research into educational plans, and execution plans. Serve as a mentor and identify growth opportunities and educational needs for client. Promote critical thinking and shows commitment to professional development and lifelong learning. Maintain current knowledge of trends in area of expertise.

Education: Bachelor’s Degree

Experience: 10 years of experience in varying methods of courseware/curriculum development, feedback collection and educational assessment methodologies, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage a team of curriculum developers, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients.

Curriculum Manager

Duties/Responsibilities: Experience in curriculum development, delivery, strategic planning, and oversight. Expansion of ADDIE model to an Organizational Instructional System. Extensive experience developing and blending courseware and instructional materials. Conducts comprehensive research in complex curriculum areas to support the development and revision of training materials. Works with graphic expertise to enhance visual effectiveness to ensure effective training products. Responsibilities will vary but may include any of the following: Performs technical writing services. Creates or edits user manuals, system content, user support information, system documentation, stakeholder communications, presentations, studies, analyses, and/or reports.

Education: Bachelor’s Degree

Experience: 5 years of experience in Curriculum Development, and/or military/government service, demonstrating the ability to lead and manage a team of curriculum developers, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Program Administrative Analyst

Duties/Responsibilities: Support information and data gathering and management, develop reports, or document analytical studies. Research, evaluate, write, manage, or edit content for communications channels and products. Review work products for quality and completeness. Support research, analysis, business process design, requirements gathering, or testing. Support
training or change management efforts. Assist in preparation, collection and distribution of required documents and/or slide decks. Prepare draft sections of deliverables and work products and incorporate review comments into final deliverables. Support users or customers by responding to calls and queries, researching problems, or providing instruction. Troubleshoot issues, escalating to more expert staff as needed. Provide a wide range of administrative or clerical support to clients or project teams. Support business or technical process operations.

Education: Associates Degree
Experience: 3 years of relevant work experience, or military/government office or records administration experience. Knowledge of Microsoft Office Suite, and Internet skills.

Program Manager - Execution & Oversight
Duties/Responsibilities: Organize, oversee, track, coordinate, support and/or supervise resources, multiple projects and task activities. Ensure conformance with work requirements and applies policies, procedures, and project goals and objectives. Review work products for quality and completeness. Track and report metrics for schedule, resources, quality, and cost. Accomplishes strategic objectives by overseeing multiple project activities. Manages human resource goals by recruiting, training, coaching, and disciplining employees. Communicates job expectations by planning, monitoring, appraising, and reviewing job contributions. Plans and reviews compensation actions and enforces policies and procedures. Achieves operational objectives by contributing information and recommendations to strategic plans and reviews and preparing and completing action plans.

Education: Bachelor’s Degree
Experience: 8 years of relevant experience, and/or military/government service, with clients achieved through delivering superior client solutions.

Logistics/Resource Manager
Duties/Responsibilities: Extensive knowledge of operations and existing OEM contacts for troubleshooting and maintaining training aids, such as High and Low Fidelity human patient simulators. Defining processes for centralizing all Technical Manuals and other maintenance material on MIS, allowing complete visibility of the operational status of training equipment. Strategically plan and manage logistics, warehouse, transportation, and customer services. Direct, optimize and coordinate full order cycles. Liaise and negotiate with suppliers, manufacturers, retailers, and consumers. Keep track of quality, quantity, stock levels, delivery times, transport costs and efficiency. Arrange warehouses, catalog goods, plan routes and process shipments. Resolve any arising problems or complaints. Supervise, coach and train logistics workforce. Meet cost, productivity, accuracy, and timeliness targets. Maintain metrics and analyze data to assess performance and implement improvements. Comply with laws, regulations, and ISO/quality requirements.

Education: Bachelor’s in related field
Experience: 4 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Simulation Program Manager I
Duties/Responsibilities: Provides doctrine and policy support and expertise. Has extensive experience in modeling, simulation, exercise and scenario development and historical knowledge of customer issues, events, and organizational strategic objectives as well as broad domain knowledge. Incorporates client specific information, goals, and trending or known issues into exercises and may act as facilitator or technical expert to accomplish the most efficient delivery of knowledge to stakeholders and participants. Mentors junior staff and provides oversight of the development and maintenance of related documentation, and policies or procedures generated as outcomes.

Education: Bachelor’s in related field preferred.
Experience: 3 years of related experience in education or the medical industry. Experience includes simulation management/education, or relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage client projects, experience in the development of solutions, recommendations, or outcomes across a wide range of technologies with extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Simulation Program Manager II
Duties/Responsibilities: Provides doctrine and policy support and expertise. Has extensive experience in modeling, simulation, exercise and scenario development and historical knowledge of customer issues, events, and organizational strategic objectives as well as broad domain knowledge. Incorporates client specific information, goals, and trending or known issues into exercises and may act as facilitator or technical expert to accomplish the most efficient delivery of knowledge to stakeholders and participants. Mentors junior staff and provides oversight of the development and maintenance of related documentation, and policies or procedures generated as outcomes.

Education: Bachelor’s in related field

Experience: 5 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Simulation Program Manager III

Duties/Responsibilities: Provides doctrine and policy support and expertise. Has extensive experience in modeling, simulation, exercise and scenario development and historical knowledge of customer issues, events, and organizational strategic objectives as well as broad domain knowledge. Incorporates client specific information, goals, and trending or known issues into exercises and may act as facilitator or technical expert to accomplish the most efficient delivery of knowledge to stakeholders and participants. Mentors junior staff and provides oversight of the development and maintenance of related documentation, and policies or procedures generated as outcomes.

Education: Bachelor’s in related field

Experience: 7 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Training Operations Technician I

Duties/Responsibilities: Relevant experience with web-enabled technologies to include portals and multi-media. Experience in statistical analysis, software, and data reporting. Responsibilities will vary but may include any of the following or similar: Design, create, or manage graphic, video, multimedia, documents, files, and other creative products. Support development of information architectures, taxonomies, and maps. Develop mock-ups, wireframes, interfaces, proofs-of-concept, and final designs. Develop project and system documentation, training materials, and user guides.

Education: Associates in related field

Experience: 4 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Training Operations Technician II

Duties/Responsibilities: Relevant experience with web-enabled technologies to include portals and multi-media. Experience in statistical analysis, software, and data reporting. Responsibilities will vary but may include any of the following or similar: Design, create, or manage graphic, video, multimedia, documents, files, and other creative products. Support development of information architectures, taxonomies, and maps. Develop mock-ups, wireframes, interfaces, proofs-of-concept, and final designs. Develop project and system documentation, training materials, and user guides.

Education: Associates in related field

Experience: 6 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Training Operations Technician III
Duties/Responsibilities: Relevant experience with web-enabled technologies to include portals and multi-media. Experience in statistical analysis, software, and data reporting. Support information gathering, developing reports, or documenting analytical studies. Research, analyze, write, manage, or edit content for communications channels and products. Review work products for quality and completeness. Support research, analysis, business process design, requirements gathering, or testing. Support training or change management efforts. Prepare draft sections of deliverables and work products and incorporates review comments into final deliverables

Education: Associates in related field

Experience: 8 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Web Specialist – Graphic Designer/Content Manager

Duties/Responsibilities: Designs and creates internet applications including interactive forms. Ensures website content meets the needs of clients. Develops and maintains a strategic plan for internet presence based on client priorities, policy directions and goals. Member must be responsive and reactive in the event of an emergency or crisis relating to client website. Performs related duties and responsibilities as assigned. Experience with content update process and procedures. Knowledgeable providers of graphic design and consolidated training content. (computer-based training, online courses, etc.)

Education: Bachelor’s in related field

Experience: 3 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Clinical Training Manager I

Duties/Responsibilities: Manages collection and analysis of clinical outcomes data in order to develop clinical process improvement initiatives. Oversees staff that gathers data on performance metrics and facilitates the review of program effectiveness. Evaluates patient care data to ensure that care is provided in accordance with clinical guidelines and organizational standards. Provides input to strategic decisions that affect the functional area of responsibility. Capable of resolving escalated issues arising from operations and requiring coordination with other departments

Education: Bachelor’s in related field

Experience: 2 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Clinical Training Manager II

Duties/Responsibilities: Manages collection and analysis of clinical outcomes data in order to develop clinical process improvement initiatives. Oversees staff that gathers data on performance metrics and facilitates the review of program effectiveness. Evaluates patient care data to ensure that care is provided in accordance with clinical guidelines and organizational standards. Provides input to strategic decisions that affect the functional area of responsibility. Capable of resolving escalated issues arising from operations and requiring coordination with other departments.

Education: Bachelor’s in related field

Experience: 4 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Clinical Training Manager III
Duties/Responsibilities: Manages collection and analysis of clinical outcomes data in order to develop clinical process improvement initiatives. Oversees staff that gathers data on performance metrics and facilitates the review of program effectiveness. Evaluates patient care data to ensure that care is provided in accordance with clinical guidelines and organizational standards. Provides input to strategic decisions that affect the functional area of responsibility. Capable of resolving escalated issues arising from operations and requiring coordination with other departments.

Education: Bachelor’s in related field

Experience: 6 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

**Principal Consultant**

Duties/Responsibilities: Uses a wide application of principles, theories, concepts, and techniques to develop innovative solutions to problems. Leads concept development, system design, and simulation and modeling functions to support life cycle engineering activities. Applies expert knowledge to gather facts, research and analyze the data, and develop conclusions and recommendations.

Education: MD/PHD in related field

Experience: 10 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

**Simulation Coordinator – Project Manager**

Duties/Responsibilities: The Simulation Coordinator creates, develops, implements, and conducts training and development programs for employees; building consistency throughout the organization on training requirements and expectations. Assesses organizational developmental needs (to include federal, state, or local regulations, contractual requirements, or general operational needs), to drive training initiatives, and identify and arrange suitable training solutions for employees. This position actively searches, creatively designs, and implements effective methods to educate, enhance, and recognize performance.

Education: Bachelor’s in related field

Experience: 5 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

**Medical Simulation Operator**

Duties/Responsibilities: Supports medical and other simulation training for DoD Medical and other Training Services (i.e., USAF, USA, USN, etc.). Simulation Operator is responsible for maintaining and operating task trainers, mannequin-based simulators, and surgical simulators along with other simulations and associated supplies and equipment.

Education: Associates Degree or Five years Military Service

Experience: 5 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

**Simulation Coordinator**

Duties/Responsibilities: Possesses educational preparation and skill in coordination of care for patients and families who require or are candidates for Palliative Care in the acute care setting. Utilizes the nursing process based on an expanded knowledge base of pathophysiology and pharmacology to assist with comprehensive health care assessments, diagnosis,
treatments, and management of acute and chronic health conditions. Provides leadership and coordination in the planning, organization, communication, and evaluation of all activities of the palliative care program.

Education: Master’s in related field

Experience: 5 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Simulation Operational Manager

Duties/Responsibilities: Develops department policies and procedures. Interprets policies and procedures to staff and the public. Develops, promulgates, and maintains emergency management plans consistent with state plans and in accordance with state and federal guidelines. Advises the State of all emergency planning in the County and submits required reports. Directs and coordinates emergency management activities throughout the County during a State of emergency. Coordinates emergency planning and response to enemy action and natural and man-made occurrences. Assists with local responses. Assesses and documents disaster damages. Submits disaster reports to local, state and federal authorities. Coordinates restoration actions.

Education: Bachelor’s in related field

Experience: 6 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Program Support

Duties/Responsibilities: Assist in the application of readiness and plans operations concepts. Analyze and evaluate substantive program operations, management and organizational effectiveness, efficiency, and productivity. Promote interchange of information on requirements, capabilities, deficiencies, and technology applications. Analyze problems discovered in prior studies or actual operations and advises management on the feasibility of different approaches. Document planning decisions. Prepare and deliver oral presentations such as briefings, training sessions, consultations and strategy sessions with other staff functions and activities to secure cooperation, resolve controversial matters and convey information relative to proposed changes in operational requirements.

Education: Associates

Experience: 4 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Medical Simulation Translation Specialist – SME

Duties/Responsibilities: Provides doctrine and policy support and expertise. Has extensive experience in modeling, simulation, exercise and scenario development and historical knowledge of customer issues, events, and organizational strategic objectives as well as broad domain knowledge. Incorporates client specific information, goals, and trending or known issues into exercises and may act as facilitator or technical expert to accomplish the most efficient delivery of knowledge to stakeholders and participants. Mentors junior staff and provides oversight of the development and maintenance of related documentation, and policies or procedures generated as outcomes.

Education: Bachelor’s in related field

Experience: 10 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.
Simulation Program Manager I (OVERSEAS)

Duties/Responsibilities: Provides doctrine and policy support and expertise. Has extensive experience in modeling, simulation, exercise and scenario development, and historical knowledge of customer issues, events, and organizational strategic objectives as well as broad domain knowledge. Incorporates client specific information, goals, and trending or known issues into exercises and may act as facilitator or technical expert to accomplish the most efficient delivery of knowledge to stakeholders and participants. Mentors junior staff and provides oversight of the development and maintenance of related documentation, and policies or procedures generated as outcomes.

Education: Bachelor’s in related field preferred.

Experience: 3 years of related experience in education or the medical industry. Experience includes simulation management/education, or relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage client projects, experience in the development of solutions, recommendations, or outcomes across a wide range of technologies with extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.

Training Operations Technician I (OVERSEAS)

Duties/Responsibilities: Relevant experience with web-enabled technologies to include portals and multimedia. Experience in statistical analysis, software, and data reporting. Responsibilities will vary but may include any of the following or similar: Design, create, or manage graphic, video, multimedia, documents, files, and other creative products. Support development of information architectures, taxonomies, and maps. Develop mock-ups, wireframes, interfaces, proofs-of-concept, and final designs. Develop project and system documentation, training materials, and user guides.

Education: Associates in related field

Experience: 4 years of management consulting preferred, relevant industry experience, and/or military/government service, demonstrating the ability to lead and manage major client engagements, an expert in the development of solutions, recommendations, or outcomes across a wide range of businesses and organizations, extensive experience in delivering measurable value to clients, outstanding skills in developing strong relationships with clients achieved through delivering superior client solutions.
### Exhibit C: Product Listing

<table>
<thead>
<tr>
<th>SIN</th>
<th>MFG. Name</th>
<th>Part Number</th>
<th>Product Name</th>
<th>Product Description</th>
<th>UOI</th>
<th>GSA Net Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>339112</td>
<td>Southwest Synergistic Solutions, LLC</td>
<td>KOF99MT</td>
<td>All Guard Protective Face Mask</td>
<td>3D design, disposable/extended wear facemask that allows for easy breathability, great fit and maximum comfort. Exterior, first layer made of nonwoven polypropylene. Second layer is an ePTFE membrane filter that blocks 98+% of particles 0.3 um in size and has been lab tested for BFE and VFE with 99.9% efficiency results. Third layer is a Tencel sodium chloride hydrogel solution treated filter that allows for extended wear and an additional layer of protection. The fourth layer is a high-grade polypropylene. Facemask covers the nose and mouth and is attached with string ear loops made of polyurethane nylon. Facemask includes an adjustable nosepiece to enhance fit. Color is black. <strong>Quantity - 50 Masks</strong></td>
<td>1 PK = 50 MASK</td>
<td>$238.82</td>
</tr>
</tbody>
</table>