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

Multiple Award Schedule (MAS)
Federal Supply Group: Professional Services

SINs
541611 Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
611430 Professional and Management Development Training

Contract Number GS-02F-0027Y
Period of Contract November 15, 2021 to November 15, 2026

Prices Shown Herein are Net (discount deducted)

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.

Last Updated: October 12, 2021
Contents

Contents .................................................................................................................................................. 2
Customer Information ............................................................................................................................. 3
Company Profile.................................................................................................................................... 4
Special Item Number (SIN) Descriptions (Professional Services)....................................................... 5
  SIN 541611 Management and Financial Consulting, Acquisition and Grants Management Support, and
  Business Program and Project Management Services ........................................................................... 5
  SIN 611430 Professional and Management Development Training ..................................................... 5
Labor Categories..................................................................................................................................... 6
  Principals and Partners .......................................................................................................................... 6
  Senior Advisors...................................................................................................................................... 6
  Engagement/Relationship Managers ...................................................................................................... 6
  Instructors & Facilitators I ..................................................................................................................... 6
  Instructors & Facilitators II ................................................................................................................... 7
  Subject Matter Expert I ......................................................................................................................... 7
  Subject Matter Expert II ....................................................................................................................... 7
  Project Managers ................................................................................................................................. 7
  Graphic Designers and Graphic Facilitators I ........................................................................................ 8
  Graphic Designers and Graphic Facilitators II ....................................................................................... 8
  Writers and Editors ............................................................................................................................... 8
  Research Managers............................................................................................................................... 8
  Directors and Consultants ..................................................................................................................... 9
  Senior Programmers/Senior Analysts ................................................................................................. 9
  Junior Programmers/Analysts ............................................................................................................... 9
  Senior Associates and Associates ........................................................................................................ 9
  Administrative Assistants .................................................................................................................. 10
Price List ................................................................................................................................................ 11
Ordering Instructions ............................................................................................................................... 12
# Customer Information

<table>
<thead>
<tr>
<th>Full Company Name:</th>
<th>Symphonic Strategies, Inc.</th>
</tr>
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<tbody>
<tr>
<td>Awarded Special Item Numbers:</td>
<td>541611, 611430</td>
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<tr>
<td>Minimum Order:</td>
<td>The minimum order for all awarded Special Item Numbers is $100.00</td>
</tr>
<tr>
<td>Maximum Order:</td>
<td>The maximum order for all awarded Special Item Numbers is $1,000,000.00</td>
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<td>Discounts—Quantity:</td>
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<tr>
<td>Discounts—Dollar Volume:</td>
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<td>Prompt Payment Terms:</td>
<td>Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.</td>
</tr>
<tr>
<td>Time of Delivery:</td>
<td>Specified on the Task Order</td>
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<tr>
<td>Expedited Delivery:</td>
<td>Items available for expedited delivery are noted in this price list.</td>
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<td>Government Credit Card at or below micro-purchase threshold:</td>
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</tr>
<tr>
<td>Government Credit Card over the micro-purchase threshold:</td>
<td>Yes. Symphonic Strategies will accept the Government purchase credit card for purchases more than the micro-purchase threshold.</td>
</tr>
<tr>
<td>Foreign Items:</td>
<td>Not applicable</td>
</tr>
<tr>
<td>Ordering Contact:</td>
<td>Symphonic Strategies, Inc. c/o Alonford James Robinson Jr., Ph.D. 1455 Pennsylvania Avenue, N.W. Suite 400 Washington, D.C. 20004 Phone: (202) 349-7152 Fax: (202) 652-2309 Email: <a href="mailto:info@symphonicstrategies.com">info@symphonicstrategies.com</a></td>
</tr>
<tr>
<td>Payment Address:</td>
<td>Symphonic Strategies, Inc. 1455 Pennsylvania Avenue, N.W. Suite 400 Washington, D.C. 20004</td>
</tr>
<tr>
<td>Warranty Provision:</td>
<td>Symphonic Strategies, Inc. guarantees the satisfactory completion of all services performed under the contract, and shall exercise sufficient diligence to ensure the technical correctness and accuracy of the services performed under the contract.</td>
</tr>
<tr>
<td>DUNS Number:</td>
<td>61-466-2539</td>
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<tr>
<td>Business Size:</td>
<td>SBA 8a Small Business</td>
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<tr>
<td>Central Contractor Registration (CCR):</td>
<td>Yes.</td>
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Company Profile
Symphonic Strategies is a firm dedicated to providing exceptional service to leaders in the public and private sectors. We offer an integrated suite of products and services that strengthen the performance and enhance the impact of individuals, teams, organizations, and systems.

We serve a broad constituency of clients, ranging from cabinet-level departments of the U.S. government to multi-national corporations, international institutions, and community-based non-governmental organizations. The issues our clients deal with stretch across the domains of education, public health, national security, energy, international development, transportation, immigration, the environment, and more.

As the needs of our clients have grown, we have responded. Our services extend beyond a traditional management consultancy to include:

- Project and program management;
- Administrative and professional support;
- Monitoring and evaluation;
- Capacity building;
- Training and workforce development; and
- Strategic planning.

We approach our work as that of a trusted strategic partner. We understand what our clients are trying to achieve, as well as the obstacles likely to stand in the way. We take a flexible and adaptable approach to service that allows us to respond to potentially disruptive events, such as changes in leadership, political transitions, and budget and policy battles.

Symphonic Strategies is an 8(a) certified small business with offices in Washington, D.C. and New York City.
Special Item Number (SIN) Descriptions (Professional Services)

SIN 541611 Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services - Provide operating advice and assistance on administrative and management issues. Examples include: strategic and organizational planning, business process improvement, acquisition and grants management support, facilitation, surveys, assessment and improvement of financial management systems, financial reporting and analysis, due diligence in validating an agency’s portfolio of assets and related support services, strategic financial planning, financial policy formulation and development, special cost studies, actuarial services, economic and regulatory analysis, benchmarking and program metrics, and business program and project management.

SIN 611430 Professional and Management Development Training

Services include offering an array of short duration courses and seminars for management and professional development. Training for career development may be provided directly to individuals or through employers' training programs, and courses may be customized or modified to meet the special needs of customers. Instruction may be provided in diverse settings, such as the establishment’s or agency's training facilities, and through diverse means, such as correspondence, television, the Internet, or other electronic and distance-learning methods. The training provided may include the use of simulators and simulation methods.

Examples include Training Services that are instructor led Training or Web Based Training of Education Courses, Course Development and Test Administration, Learning Management, and Internships; Environmental Training Services in order to meet Federal mandates and Executive Orders; training of agency personnel to deal with media and media responses; Logistics Training

Services related to system operations, automated tools for supply and value chain management, property and inventory management, distribution and transportation management, and maintenance of equipment and facilities; Audit & Financial training services related to course development and instruction required to support audit, review, financial assessment and financial management activities.
Labor Categories

**Principals and Partners**
Partners and other Principals in the firm have overall responsibility for the execution of all engagements. Principals typically have an equity ownership in the company and oversee the long-term sustainability of the organization. Principals are tasked with leading the business and they are responsible for the services and work products established under the terms of the contract. They select the project director and all project team members, ensure that engagements follow all company policies and procedures, and confirm that all deliverables meet the client’s expectations.

Principals will typically have an advanced professional degree (i.e., Ph.D., J.D. or MBA) or more than 15 years of related experience and/or training (or the equivalent combination of education and experience).

**Senior Advisors**
The Senior Advisor is an executive-level position responsible for providing strategic direction, vision, leadership, and program management to the team. The Senior Advisor is often a functional or subject matter expert and contributes to the direction of the business and to the project through regular interaction with internal staff as well as with the client.

Senior Advisors will typically have an advanced professional degree (i.e., Ph.D., J.D. or MBA) and more than 15 years of related experience and/or training (or the equivalent combination of education and experience).

**Engagement/Relationship Managers**
Engagement/Relationship Managers work with senior leaders of the firm to manage all client engagements in the company. The Engagement/Relationship Manager directs project teams as they work with clients to provide strategic advice to critical needs or problems. They work with project teams to strategically shape engagements in ways that meet client expectations and also enhance the company's business capabilities.

Engagement/Relationship Managers will have an advanced professional degree (Ph.D., J.D., MBA) or more than 8 years related experience and/or training (or the equivalent combination of education and experience).

**Instructors & Facilitators I**
Instructors, Facilitators and Faculty classified as Level I support introductory level instructional design and teaching-related activities in the organization. These individuals also assist the company in developing and implementing various workshops, courses, and seminars. Instructors, Facilitators and Faculty classified as Level I also help plan, manage, and review smaller scale projects and tasks.

Level I Instructors, Facilitators and Faculty will have at least a Bachelor's degree (B.A.) and more than 5 years of related experience and/or training (or the equivalent combination of education and experience) in teaching and adult learning.
Instructors & Facilitators II
Level II Instructors, Facilitators and Faculty work with senior leaders of the firm to manage and direct all instructional design and teaching-related activities in the organization. These individuals also assist the company in developing and implementing various strategic research initiatives that contribute to the long-term development of the company’s intellectual capital. Instructors, Facilitators and Faculty help define and implement instructional design strategy, drive teaching activities, and assist with developing proprietary content.

Level II Instructors, Facilitators and Faculty are responsible for: using instructional design principles to develop content for meetings, workshops, seminars, and courses; directing the design process and helping to create user-friendly content for participants; distilling the research team’s insights into teaching-related content; and delivering content to audiences and clients.

Level II Instructors, Facilitators and Faculty will have at least a Master’s degree (M.A.) and more than 10 years of related experience and/or training (or the equivalent combination of education and experience) in facilitation, instruction and/or instructional design.

Subject Matter Expert I
Level I Subject Matter Experts will coordinate and manage the assets necessary to address complex problems, helping the project manager design practical solutions to client needs. He or she will be familiar with various methodologies in the field, including the benefits and drawbacks of using one approach over another. Level I Subject Matter Experts draw on past experience and existing knowledge to ensure the tasks and projects are designed in the most efficient and effective way.

Level I Subject Matter Experts will have at least a Master’s degree (M.A.) and more than 8 years of related experience and/or training (or the equivalent combination of education and experience).

Subject Matter Expert II
Level II Subject Matter Experts possess extensive knowledge in a designated field or discipline and are often considered to be national experts. They provide insight and advice concerning the design and implementation of complex tasks and projects. Level II Subject Matter Experts may contribute to the evaluation, analysis, and development of work products and deliverables, offering expert feedback when needed. Level II Subject Matter Experts typically have experience working across sectors and cross-functionally.

Level II Subject Matter Experts will have a Ph.D. degree and more than 16 years of related experience and/or training (or the equivalent combination of education and experience).

Project Managers
Project Managers work with Directors and Consultants as they implement the day-to-day activities of all engagements throughout the organization. Project Managers assist Directors and Consultants with all phases of project execution, from project initiation to project close out. This includes creating and updating project schedules, monitoring project activities, managing the production of project deliverables, and more. Project Managers help define and implement research strategy, drive research activities, and assist with developing proprietary content.
Project Managers will have a Master’s degree (M.A.) or more than 5 years related experience and/or training (or the equivalent combination of education and experience).

**Graphic Designers and Graphic Facilitators I**

Level I Graphic Designers and Graphic Facilitators work with the company to support all instructional design and teaching-related activities in the organization. Level I Graphic Designers and Graphic Facilitators help create learning material for clients. These individuals are responsible for using a database of images, icons, and other graphics to be used in instructional aids. They develop custom graphics and images to support all project deliverables.

Level I Graphic Designers and Graphic Facilitators will have at least a Bachelor’s degree (B.A.) or more than 2 years related experience and/or training (or the equivalent combination of education and experience).

**Graphic Designers and Graphic Facilitators II**

Level II Graphic Designers and Graphic Facilitators work with the company to manage and direct all instructional design and teaching-related activities in the organization. Level II Graphic Designers and Graphic Facilitators help translate instructional design strategy into appropriate learning material for clients. These individuals are responsible for maintaining a database of images, icons, and other graphics to be used in instructional aids. They design and develop custom graphics and images to support all project deliverables.

Level II Graphic Designers and Graphic Facilitators will have at least a Bachelor’s degree (B.A.) or more than 7 years related experience and/or training (or the equivalent combination of education and experience).

**Writers and Editors**

Writers and Editors work with the company to manage and direct all instructional design and teaching-related activities in the organization. Writers and Editors help write, review, and edit all proprietary content, including client-related deliverables, course readers, and all other company-produced written material. Writers and Editors provide supervision for all written materials produced by the company. They write, review, and edit all written material, and maintain style guides and adherence to contemporary style guidelines.

Writers and Editors will have a Bachelor’s degree (B.A.) or more than 2 years related experience and/or training (or the equivalent combination of education and experience).

**Research Managers**

Research Managers work with the company to implement all client engagements by providing basic research and project management support. Research Managers support all members of the project team by coordinating and participating in interviews with project stakeholders, conducting wide-ranging secondary literature searches and synthesizing information to elicit key insights. Research Managers use analytical tools to identify the drivers of organizational problems and present findings to project managers, directors, and consultants.

Research Managers will have a bachelor’s degree (B.A.) or more than 5 years related experience and/or training (or the equivalent combination of education and experience).
Directors and Consultants
Directors and Consultants work with the senior management of the company to manage and direct the day-to-day activities of all internal and external projects. They provide project oversight in virtually all areas of the organization, managing corporate level projects and overseeing corporate-wide resource distribution and allocation on all projects. This includes staffing, budgeting, reporting, and general project management.

Directors and Consultants will have a Master’s degree (M.A.) or more than 5 years related experience and/or training (or the equivalent combination of education and experience).

Senior Programmers/Senior Analysts
Senior Programmers and Senior Analysts provide management, leadership, and technical support for all software systems and platforms. He or she will have the following skills: proficiency in multiple programming languages, knowledge and familiarity with programs such as SAS, SPSS, Java, ColdFusion, and more. Senior Programmers and Analysts manage data processing tasks and select the most appropriate and efficient programming tools and systems. They must demonstrate an ability to solve difficult technical problems.

Senior Programmers and Senior Analysts will have at least a Master’s degree (M.A.) and more than 5 years related experience and/or training (or the equivalent combination of education and experience).

Junior Programmers/Analysts
Junior Programmers and Analysts provide technical support for all software systems and platforms. Programmers and Analysts are familiar with multiple programming languages and with programs such as SAS, SPSS, Java, ColdFusion, and more. Junior Programmers and Analysts support data processing tasks and select the most appropriate and efficient programming tools and systems. They must demonstrate an ability to solve difficult technical problems.

Junior Programmers and Analysts will have at least a Bachelor’s degree (B.A.) or more than 2 years related experience and/or training (or the equivalent combination of education and experience).

Senior Associates and Associates
Senior Associates work with the company to implement all client engagements by providing basic research and project management support. Associates support managers and directors by coordinating and participating in interviews with project stakeholders, conducting wide-ranging secondary literature searches and synthesizing information to elicit key insights. Associates use analytical tools to identify the drivers of organizational problems and present findings to project managers, directors, and consultants.

Senior Associates will have a Master’s degree (M.A.) and more than 4 years related experience and/or training (or the equivalent combination of education and experience).

Associates will have a bachelor’s degree (B.A.) or more than 2 years related experience and/or training (or the equivalent combination of education and experience).
Administrative Assistants

Administrative Assistants keep official records and execute administrative policies determined by or in conjunction with other officials in the company. Administrative Assistants are responsible for managing project calendars and independently scheduling appointments. They arrange meetings, programs, events, or conferences by arranging for facilities and catering. They issue information or invitations, coordinate speakers, and manage event budgets.

Administrative Assistants will have a Bachelor’s degree (B.A.) or more than 1 year of related experience and/or training (or the equivalent combination of education and experience).
# Price List

## SYMPHONIC STRATEGIES' LABOR RATES (2021-2028)

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>BASE YEAR (2021)</th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
<th>2025</th>
<th>2026</th>
<th>2027</th>
<th>2028</th>
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<tbody>
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<td>Principal/Partner</td>
<td>$306.69</td>
<td>$314.36</td>
<td>$322.22</td>
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<td>$338.53</td>
<td>$347.00</td>
<td>$355.57</td>
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<td>Senior Advisor</td>
<td>$238.55</td>
<td>$244.51</td>
<td>$250.62</td>
<td>$256.89</td>
<td>$263.31</td>
<td>$269.89</td>
<td>$276.54</td>
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<tr>
<td>Engagement/Relationship Manager</td>
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<td>$241.02</td>
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<tr>
<td>Instructor/Facilitator II</td>
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<tr>
<td>Subject Matter Expert II</td>
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<td>Graphic Designer/Illustrator II</td>
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<td>Sr. Programmer/Analyst</td>
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<td>$62.88</td>
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<td>Senior Associate</td>
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<td>Administrative Assistant</td>
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<td>$37.61</td>
<td>$38.56</td>
<td>$39.52</td>
<td>$40.51</td>
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</tbody>
</table>
Ordering Instructions
For supplies and services, the ordering procedures, and information on Blanket Purchase Agreements (BPA’s), please visit the GSA/FSS Schedule website (fss.gsa.gov/schedules).

Online access to contract ordering, information, terms, and conditions, as well as current pricing, are available through GSAAdvantage™.

Orders may be placed by phone, fax or email. They are not final until the customer receives a written reply from the company. Dates of service are negotiable and will need to accommodate existing work and prior commitments. We accept Visa, MasterCard and Discover credit cards.

For all GSA PS Schedule related questions, please contact:

Alonford James Robinson Jr., Ph.D.
Chairman and CEO, Symphonic Strategies, Inc.

Phone: (202) 349-7152
Fax: (202) 652-2309

Email: info@symphonicstrategies.com