

GSA Federal Supply Service  
Authorized Federal Supply Schedule Price List

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**Educational Strategies and Outreach Consulting, LLC**



**Engaging Experiences \* Effective Solutions \* Enduring Results**

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Schedule Title: Multiple Award Schedule (MAS)

Contract Number: GS-02F-0028Y

Period Covered by Contract: Nov 17, 2011 to Nov 16, 2026

Pricelist current through Mod #A837 effective Nov 16, 2021

DUNS number: 624436049

Cage Code: 4FRB2

Products and ordering information in this Authorized FSS Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal Supply Service's Home Page via the Internet at  
<http://www.gsaadvantage.gov/>

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## 1.0 About Educational Strategies and Outreach Consulting, LLC

Educational Strategies and Outreach Consulting, LLC (doing business as e3 Strategies) is a mission-oriented, woman-owned small business that excels at delivering exceptional results for our clients and the communities we serve. We help our clients see new possibilities for their human capital opportunities and challenges and then achieve them. This often involves organizing multiple stakeholders and facilitating collaboration amongst them in ways that were previously unachievable.

We have a long history of creating award-winning learning and educational outreach solutions for customers in corporate, government, non-profit and academic organizations, including multiple contracts with the Smithsonian Institution and the World Bank Group. Our deep experience and evidence-based approaches allow us to provide the following tailored and proven services that drive success:

### Learning Strategies and Implementation

As organizations face unprecedented staff shortages and skills gaps, strategic approaches and programs are critical. The right solution may involve eLearning (synchronous or asynchronous), blended learning programs, the flipped classroom model, and/or performance support. e3 Strategies collaborates with organizations to develop tailored learning and knowledge exchange strategies that address current skills gaps, build skills required for the future, and increase organizational capacities. We do this by understanding our clients' needs and working with them to identify resources and define requirements. We then see the work through by developing and implementing solutions that position them for continued success.

### Program Design and Management

e3 Strategies develops approaches for, and manages, a variety of program types: organizational learning initiatives, education and outreach initiatives, corporate learning paths, skill development plans, learning programs, and curriculum design/development. We identify and track internal and external task execution, monitor and report on project progress, and evaluate results.

### Strategic Outreach and Communication

e3 Strategies works with organizations to define their stakeholder landscape and communication channels, develop messaging, and execute effective internal and external communication plans to achieve strategic outcomes.

### Training, Retreat, and Meeting Design and Facilitation

Our hallmark is creating engaging experiences, effective solutions, and enduring results. Our expertise has been applied successfully to training programs in various mediums, designing and facilitating staff retreats, and facilitating meetings that require mission-critical outcomes.

Contact:	47212 Redbark Place, Potomac Falls, VA 20165 * 703-867-6381		
Website:	<a href="https://www.e3strategies.com">https://www.e3strategies.com</a>		
Schedule Title:	Multiple Award Schedule (MAS)	Federal Supply Group:	MAS
Business size:	Women-owned, small		



DUNS number: 624436049  
Cage Code: 4FRB2

1a. 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. e3 Strategies does not sell products that have model numbers or unit pricing: we are a services-based contractor.](#)

1b. 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 6-8.](#)

2. Maximum Order:

SIN	Service	Maximum Order
541611	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services	\$1,000,000.00
611430	Professional and Management Development Training	\$1,000,000.00
OLM	Order-Level Materials	\$200,000.00

3. Minimum Order: \$100
4. Geographic coverage (delivery area): United States
5. Point(s) of production (city, county, and State or foreign country): Potomac Falls, VA
6. Discount from list prices or statement of net price: GSA Net Prices are shown on the attached GSA Pricelist. The negotiated discount of 2% has been applied and the IFF has been added.
7. Quantity discounts: 2.5% for orders greater than \$200,000.00
8. Prompt payment terms: Prompt Payment discount of 1% off each invoice paid within 5 days with NET due at 30 days.
- 9a. Government Purchase Cards are accepted at or below the micro-purchase threshold.
- 9b. Government Purchase Cards are accepted above the micro-purchase threshold.
10. Foreign Items: N/A
- 11a. Time of Delivery: Specified in each task order as negotiated at time of award.
- 11b. Expedited Delivery: Items available for expedited delivery are available by contacting the contractor.
- 11c. Overnight and 2-day delivery: Overnight and 2-day delivery are available. The schedule customer may contact the contractor for rates.

- 11d. Urgent Requirements: Contact Contractor
- 12. F.O.B Points: Destination
- 13a. Ordering Address: Same as Contractor
- 13b. 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.
- 14. Payment address: Same as company address
- 15. Warranty provision: N/A as e3 Strategies does not sell products; we are a services-based contractor.
- 16. Export Packing Charges: N/A
- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micropurchase level): Contact Contractor
- 18. Terms and conditions of rental, maintenance, and repair: N/A
- 19. Terms and conditions of installation: N/A
- 20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: N/A
- 20b. Terms and conditions for any other services: N/A
- 21. List of service and distribution points: N/A
- 22. List of participating dealers: N/A
- 23. Preventive maintenance: N/A
- 24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: N/A
- 24b. Section 508 Compliance for EIT: As Applicable
- 25. Data Universal Number System (DUNS) number: **624436049**
- 26. Notification regarding registration in System for Award Management (SAM) Database: Active in SAM through June 2022. **Cage Code: 4FRB2**



## 2.0 Labor Category Descriptions

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

Job Title	Description & Functional Responsibility	Minimum Experience and Education
Organizational Learning Specialist	Partners with business leaders to drive vision for developing people, learning strategies, and solutions. Involves bringing expertise and research to the organization throughout the needs analysis, design, development, implementation, and evaluation processes as required.	20 years minimum and M.S.  Certification in Organizational Effectiveness
Senior Consultant	Provides strategic direction and leadership to client and project teams, including project objectives, research, advice and guidance to support educational strategy, program planning, evaluations, studies, and customized business training. Interfaces with client's senior management. Performs as subject matter expert in one or more areas and can provide executive/management coaching services as needed.	20 years minimum plus M.S. or B.A. with equivalent work experience
Consultant	Demonstrates knowledge and skill developing solutions, recommendations, and outcomes. Provides expertise in a range of consulting services, performing tasks that require both practical and theoretical, state-of-the-art, technical knowledge in specialty areas.	15 years minimum and M.S. or B.A. with equivalent work experience
Instructional Design Specialist	Works with stakeholders across the organization to conduct training analysis. Proposes methods, modalities, and activities to support the desired outcomes. Designs and develops learning products in accordance with adult learning practices, supports implementation of learning products, and evaluates effectiveness.	10 years minimum and M.S.
Senior Learning and Knowledge Exchange Specialist	Leads the analysis, design, development, implementation, and evaluation of learning and performance support materials/programs to support business needs. Specializes in a wide range of initiatives, from adult learning strategies to knowledge management and knowledge exchange.	20 years minimum and M.S. or B.A. with equivalent work experience



Project Manager	Technical professional who possesses supervisory and managerial experience in completing project development from inception to production. This includes analyzing complex problems, making recommendations, developing and overseeing implementation of solutions. Ensures successful task completion within project parameters in accordance with the scope of work.	10 years minimum plus M.S. or B.A. with equivalent work experience
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#### SIN 611430: Professional and Management Development Training

Job Title	Description & Functional Responsibility	Minimum Experience and Education
Trainer	Demonstrates advanced skills in instructor-led, online, and blended learning. Promotes interaction, discussion, and knowledge exchange among participants to maximize the learning experience. Assesses participant progress over course duration and provides personal feedback on assignments submitted by participants, when applicable.	15 years minimum and B.A.



### 3.0 Awarded Labor Category Pricing

The current period covered by contract is November 17, 2021 to November 16, 2026. Prices include IFF and a GSA Discount off commercial rates.

All services are performed at either the client or contractor site, as specified in the Statement of Work.

SIN	Labor Category	11/17/2021	11/17/2022	11/17/2023	11/17/2024	11/17/2025
		- 11/16/2022	- 11/16/2023	- 11/16/2024	- 11/16/2025	- 11/16/2026
541611	Senior Consultant	\$216.32	\$221.73	\$227.27	\$232.96	\$238.78
541611	Consultant	\$164.03	\$168.13	\$172.33	\$176.64	\$181.06
541611	Organizational Learning Specialist	\$145.01	\$145.01	\$152.35	\$156.16	\$160.07
541611	Senior Learning and Knowledge Exchange Specialist	\$97.63	\$100.07	\$102.57	\$105.14	\$107.77
541611	Instructional Design Specialist	\$100.50	\$103.02	\$105.59	\$108.23	\$110.94
541611	Project Manager	\$164.16	\$168.26	\$172.47	\$176.78	\$181.20
611430	Trainer	\$174.21	\$178.56	\$183.03	\$187.60	\$192.29