



**GENERAL SERVICES ADMINISTRATION
FEDERAL ACQUISITION SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

**MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)
FSC GROUP 874, CLASS R499**

**CONTRACT NUMBER:
GS-10F-0004L**

**PERIOD COVERED BY CONTRACT:
October 1, 2010 through September 30, 2020**

**Strategic Performance Group, LLC
2465 Centreville Road, Suite J17-107
Herndon, VA 20171
Phone: (703) 713-6851; Fax: (703) 713-6054
Internet Address: www.strategicperformance.net
Contract Administration: Lisa Nabors
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BUSINESS SIZE: Woman-Owned, Small Business

DUNS NUMBER: 030372973

General Services Administration
Management Services Center Acquisition Division

Pricelist current through Modification PS-0028, dated May 29, 2015.

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through *GSA Advantage!*, a menu-driven database system. The Internet address for *GSA Advantage!* is <http://www.gsaadvantage.gov>. For more information on ordering from Federal Supply Schedules click on the FAS Schedules button at <http://www.gsa.gov/fas>.

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ORDERING INFORMATION

- 1a. Authorized Special Item Numbers (SINs): *Pricing for begins on page 5*
Special Item No. 874-1/874-1RC Integrated Consulting Services
Special Item No. 874-4/874-4RC Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration, Learning Management, Internships
- 1b. Lowest priced model number and lowest unit price for that model for each SIN awarded in the contract: *See pricing*
- 1c. Description of all commercial job titles, experience, functional responsibility, and education for those types of employees or subcontractors who will perform services. *Please see attached labor category descriptions.*
2. Maximum order: *\$1,000,000*
3. Minimum order: *\$100*
4. Geographic coverage (delivery area): *Domestic*
5. Point of production (city, county, and state or foreign country): *Not Applicable*
6. Discount from list prices or statement of net price: *Government prices are net*
7. Quantity discounts: *None*
8. Prompt payment terms: *0%--Net 30 days*
- 9a. Government purchase cards are accepted below the micropurchase threshold
- 9b. Government purchase cards are accepted above the micropurchase threshold
10. Foreign items (list items by country of origin): *Not Applicable*
- 11a. Time of delivery: *As negotiated between Contractor and Ordering Agency*
- 11b. Items available for expedited delivery: *Contact Contractor*
- 11c. Overnight and 2-day delivery: *Contact Contractor*
- 11d. Urgent Requirements: *Contact Contractor*
12. F.O.B. Point: *Destination*
- 13a. Ordering address:

Strategic Performance Group, LLC
2465 Centreville Road, Suite J17-107
Herndon, VA 20171

- 13b. Ordering Procedures: *For supplies and services, the ordering procedures, and information on Blanket Purchase Agreements (BPA 's) are found in Federal Acquisition Regulation (FAR) 8.405-3.*
14. Payment address:
- Strategic Performance Group, LLC
2465 Centreville Road, Suite J17-107
Herndon, VA 20171*
15. Warranty provision: *Not Applicable*
16. Export packing charges: *Not Applicable*
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micropurchase level): *None*
18. Terms and conditions of rental, maintenance, and repair: *Not Applicable*
19. Terms and conditions of installation: *Not Applicable*
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: *Not Applicable*
- 20a. Terms and conditions for any other services: *Not Applicable*
21. List of service and distribution points: *Not Applicable*
22. List of participating dealers: *Not Applicable*
23. Preventive maintenance: *Not Applicable*
24. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: *Not Applicable*
25. Data Universal Number System (DUNS) number: *030372973*
26. Strategic Performance Group, LLC is registered in the System for Award Management (SAM) database. *CAGE Code: 1N0Q6*

**STRATEGIC PERFORMANCE GROUP, LLC'S LABOR
CATEGORY DESCRIPTIONS AND RATES**

Program Director/Strategy Principal

The program director/strategy principal acts as the senior executive responsible for providing strategic direction, leadership, and program management to the team. They offer expertise across multiple disciplines and strategic understanding of the client Agency's goals. Contributes to organizational direction through regular involvement with senior level client leadership and maintains productive and effective client relationships with the most senior levels of the client organization. The program director/strategy principal is responsible for ensuring high level collaboration with client team members, identifying the most effective client solutions and ensuring that the team delivers those solutions as agreed. Masters level or above in education and has at least 25 years of experience.

GSA Rate per Hour: \$406.80

Senior Subject Matter Expert

Provides leading-edge expertise in needed content area and provides strategic context and direction for multiple projects. The senior subject matter expert offers experience across more than one discipline and is responsible for providing high level vision to the project leader and/or senior client leadership to effectively influence multifaceted efforts. The subject matter expert is published and is a regular presenter and is typically recognized by industry as an expert in their field. Masters level or above in education and has at least 25 years of experience.

GSA Rate per Hour: \$321.16

Subject Matter Expert

Provides leading-edge expertise in needed content area and provides strategic context and direction for a singular project. The SME is responsible for providing high level vision to the project leader and/or senior client leadership to effectively influence multifaceted efforts. The subject matter expert is published and is a regular presenter and is typically recognized by industry as an expert in their field. Masters level or above in education and has at least 20 years of experience.

GSA Rate per Hour: \$272.04

Project Leader

Leads the project, negotiates the contract, coordinates client relations, conducts status meetings, and manages all administrative duties. Requires high-level skills in negotiation, interpersonal relationships, project management, conflict resolution, organization, and administration. Is the decision-maker for all aspects of the contract.

GSA Rate per Hour: \$226.70

Expert Consultant

Provides leading-edge expertise in needed content area (facilitation, consulting, technical, survey, training, organization development). Masters level or above in education with at least 20 years experience. Can design and implement an entire contract involving specific consulting services without guidance or assistance from anyone. Services include: strategic planning, group facilitation, survey development and analysis, team building, conflict resolution, leadership/management training, organizational diagnosis and change, process reengineering, product development, etc. Is responsible for the content integrity of the entire project.

GSA Rate per Hour: \$204.03

Senior Consultant

Provides a leadership role within a contract. Guides and assists lower-level consultants. Organizes tasks among all consultants involved. Reports to Project Leader, but can work independently. Must have a proven track record in his/her area of expertise, at least ten years of experience, and at least a masters degree in his/her field. In a large project, the Senior Consultant would be in charge of one particular area of implementation (i.e., the training component of a leadership development process) or would be responsible for orchestrating multiple tasks (i.e., needs assessment, agenda, group facilitation, final report, recommendations). This person requires both expertise and leadership skills.

GSA Rate per Hour: \$192.69

Principal Consultant

Works on the development and implementation of a particular piece of a project, as allocated by a higher-level consultant. Can work independently in a specific area of knowledge/skill; such as, conduct focus groups, develop a survey, deliver a specific type of training, facilitate basic meetings, conduct one-on-one coaching. Must have at least five years of experience and a masters degree in his/her area of expertise. Must have strong interpersonal skills.

GSA Rate per Hour: \$181.36

Consultant

Works on a specific task as part of a larger project; such as, conducting a needs assessment, analyzing survey results, training one segment of a larger course, developing job aids, teaching one-on-one technical skills at a computer, facilitating a discussion, developing certain course components. Reports to and is guided by a higher-level consultant. Possesses a college degree and/or is certified in certain techniques (Myers Briggs, Conflict Resolution) and has at least three years of experience in a particular area of expertise.

GSA Rate per Hour: \$170.02

Associate Consultant

Similar to a Consultant; however, does not possess as much experience and needs to work closely with a more senior member of the project team. Can perform certain tasks independently, with frequent monitoring--such as, collating discussion notes, developing exercises and case studies, designing questions for surveys or focus groups, creating training exercises, conducting a benchmarking study, guiding an exercise or work group during a larger training/facilitation effort.

GSA Rate per Hour: \$136.02

Junior Consultant

Possesses a college degree/certification and at least two years of experience within an organization, practicing a certain area of expertise. However, has limited consulting experience and needs to work closely with a more senior consultant.

GSA Rate per Hour: \$115.35

Assistant Consultant

Works side-by-side with a more senior consultant, assisting in major activities, learning to be an independent consultant--an apprentice: taking notes during focus groups or action planning, collating survey data, preparing flipcharts and exercises before training sessions, writing short lectures/presentations, formatting and creating interesting materials, conducting short training activities, leading mini-discussions. Possesses college degree or masters in a particular area of expertise, but has no hands-on experience.

GSA Rate per Hour: \$90.68

Administrator

Works on discreet activities for which he/she is specifically trained. Conducts development, administrative, and supportive tasks that require skill and experience; such as, researcher, computer software designer, recorder, artist, writer, mathematician.

GSA Rate per Hour: \$56.68

SCA Matrix

| SCA Eligible Labor Category | SCA Equivalent Code Title | Wage Determination Number |
|------------------------------------|---------------------------------------|----------------------------------|
| Administrator | 01020—Administrative Assistant | 05-2103 |

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the cited SCA labor categories are based on the U.S. Department of Labor WD Number(s) identified in the SCA matrix. The prices offered are based on the preponderance of where work is performed and should the Contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order will be discounted accordingly.

STRATEGIC PERFORMANCE GROUP, LLC'S TRAINING DESCRIPTIONS AND RATES

Communication Skills Training

Interpersonal communication is at the heart of an effective organization. Strategic Performance Group's training courses in communication skills emphasize open, honest communication within relationships committed to high performance. Highly experiential, our communication skills courses involve self-discovery, practice and feedback. Participants receive a toolkit of skills and strategies that they can immediately apply to workplace relationships.

Human Resource Management Training

Strategic Performance Group's approach to human resource management reflects an integrated process of defining, assessing and reinforcing employee work behaviors and outcomes. As organizational leaders have increasingly become concerned with organizational change and employee involvement, they have recognized the need to change personnel practices to bring them more in line with new designs and processes. Our training courses reflect new insights into recruitment, hiring, performance management and retention.

Performance Improvement Training

The trend toward flatter, faster and more cost-effective organizations has emphasized the need for high performing employees. Strategic Performance Group's cutting edge training and consulting in performance improvement reflect our commitment to systems thinking, empowerment and high performance. Our training topics emphasize a customer focus, process improvement and learning cultures. Strategic Performance Group's instructors are experts in performance consulting and learning organizations and can help our clients align performance goals with participative values.

Supervisory Skills Training

Strategic Performance Group's training courses in supervisory skills are highly regarded for their behavioral emphasis, action learning methods and integrated activities. Broadly grounded in participative theories of management, our courses focus on day-to-day techniques and guidelines that can help a supervisor handle a wide range of supervisory situations. Topics include communication, performance development, conflict management, and motivation. Strategic Performance Group's instructors in supervisory skills all have extensive experience as supervisors and managers and are available to do skills coaching with training participants.

Leadership Training

From executive coaching to presentation skills, Strategic Performance Group's services to organizational leaders focus on aligning strategy, culture and behavior. As process consultants and trainers, Strategic Performance Group understands how different leadership styles can help or hinder a group's functioning. We help leaders gain a better understanding of how their own behavior affects organizational performance and how alternative behaviors can be more successful. We also help leaders do a better job of testing assumptions and perhaps changing them.

| Course Duration (25 Person Maximum) | GSA Price |
|--|------------------|
| 1-day | \$2,538.90 |
| 2-day | \$4,352.39 |
| 3-day | \$6,165.89 |
| 5-day | \$10,427.61 |