

GENERAL SERVICES ADMINISTRATION

Federal Acquisition Service *Authorized Federal Supply Schedule Price List*

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!**TM, a menu-driven database system. The INTERNET address for **GSA Advantage!**TM is: <http://www.GSAAdvantage.gov>.

PROFESSIONAL SERVICES SCHEDULE

Federal Supply Group: 00CORP SIN(s): 874-1/1RC, 874-7/7RC

Contract Number: GS-10F-0010Y

For more information on ordering from Federal Supply Schedules
click on the FSS Schedules button at <http://www.gsa.gov/schedules-ordering>

Contract Period: October 11, 2016 through October 10, 2021

Contractor: The St. John Group, LLC
3410 West Hospital Ave, Suite 200
Atlanta, GA 30341

Business Size: Small Business
Socio / Economic HUBZone Certified, Veteran-Owned Small Business

Telephone: (770) 986-0075
FAX Number: (770) 234-3891
Web Site: www.TSJG.com
E-mail: nstjohn@TSJG.com
Contract Administration: Nathaniel St. John

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire Professional Services Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and / or when the contractor adds SCA labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

Customer Information

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

- 874-1/1RC Integrated Consulting Services
- 874-7/7RC Integrated Business Program Support Services

See Page 4 for Pricelist of all SINs

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.

Not Applicable

1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item.

See Pages 5 - 9

2. Maximum Order: \$1,000,000.00

3. Minimum Order: \$100.00

4. Geographic Coverage (delivery Area): FOB Destination, Domestic and Overseas delivery

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

6. Discount from list prices or statement of net price: Government net prices (discounts already deducted). See Attachment.

7. Quantity discounts: None Offered

8. Prompt payment terms: Net 30 days

9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold: Yes

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: will accept over \$3,000

10. Foreign items (list items by country of origin): None

11a. Time of Delivery (Contractor insert number of days): Specified on the Task Order

11b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor

11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor

- 11d. **Urgent Requirements.** The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery: Contact Contractor
12. **F.O.B Points(s):** Destination
- 13a. **Ordering Address(es):** Same as Contractor
- 13b. **Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
14. **Payment address(es):** Same as company address
15. **Warranty provision.:** Contractor’s standard commercial warranty.
16. **Export Packing Charges (if applicable):** Not Applicable
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact Contractor
18. **Terms and conditions of rental, maintenance, and repair (if applicable):** Not Applicable
19. **Terms and conditions of installation (if applicable):** Not Applicable
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** Not Applicable
- 20a. **Terms and conditions for any other services (if applicable):** Not Applicable
21. **List of service and distribution points (if applicable):** Not Applicable
22. **List of participating dealers (if applicable):** Not Applicable
23. **Preventive maintenance (if applicable):** Not Applicable
- 24a. **Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** Not Applicable
- 24b. **If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contactor’s website or other location.) The EIT standards can be found at:** Not Applicable
25. **Data Universal Numbering System (DUNS) number:** 78-8245707
26. **Notification regarding registration in Central Contractor Registration (CCR) database:** Registered

Labor Category Pricing

This Table applies to the following SINs:

- 874-1/1RC Integrated Consulting Services
- 874-7/7RC Integrated Business Program Support Services

Labor Category	Minimum Education	Minimum Experience	Government's Net Hourly Rate
Consultant Level 1	HS	0 years	\$57.46
Consultant Level 2	HS	3 years	\$71.82
Consultant Level 3	BA	3 years	\$86.18
Consultant Level 4	BA	6 years	\$100.55
Consultant Level 5	BA	6 years	\$114.91
Consultant Level 6	BA	9 years	\$129.27
Consultant Level 7	BA	9 years	\$143.64
Consultant Level 8	BA	12 years	\$158.00
Consultant Level 9	BA	12 years	\$172.37
Consultant Level 10	BA	15 years	\$186.73
Consultant Level 11	BA	15 years	\$201.09
Consultant Level 12	BA	18 years	\$215.46
Consultant Level 13	BA	18 years	\$229.82
Consultant Level 14	BA	21 years	\$244.18
Consultant Level 15	BA	21 years	\$258.55

Labor Category Descriptions

Consultant Level 1

Typical Years of Experience:

- 0 years experience

Functional Responsibilities:

- A Consultant Level 1 provides assistance for client initiatives. Specifically, the consultant must have demonstrated experience assisting individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 1 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- High School Diploma

Consultant Level 2

Typical Years of Experience:

- 3 years experience

Functional Responsibilities:

- A Consultant Level 2 provides assistance for client initiatives. Specifically, the consultant must have demonstrated experience assisting individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 2 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- High School Diploma

Consultant Level 3

Typical Years of Experience:

- 3 years experience

Functional Responsibilities:

- A Consultant Level 3 provides leadership for client initiatives. Specifically, the consultant must have demonstrated experience organizing, managing and motivating individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 3 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- Bachelors Degree (or 8 years experience in lieu of degree)

Consultant Level 4

Typical Years of Experience:

- 6 years experience

Functional Responsibilities:

- A Consultant Level 4 provides leadership for client initiatives. Specifically, the consultant must have demonstrated experience organizing, managing and motivating individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 4 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- Bachelors Degree (or 8 years experience in lieu of degree)

Consultant Level 5

Typical Years of Experience:

- 6 years experience

Functional Responsibilities:

- A Consultant Level 5 provides leadership for client initiatives. Specifically, the consultant must have demonstrated experience organizing, managing and motivating individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 5 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- Bachelors Degree (or 8 years experience in lieu of degree), Six Sigma Green Belt Certified

Consultant Level 6

Typical Years of Experience:

- 9 years experience

Functional Responsibilities:

- A Consultant Level 6 provides leadership for client initiatives. Specifically, the consultant must have demonstrated experience organizing, managing and motivating individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 6 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- Bachelors Degree (or 8 years experience in lieu of degree), Six Sigma Green Belt Certified

Consultant Level 7

Typical Years of Experience:

- 9 years experience

Functional Responsibilities:

- A Consultant Level 7 provides leadership for client initiatives. Specifically, the consultant must have demonstrated experience organizing, managing and motivating individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 7 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- Bachelors Degree (or 8 years experience in lieu of degree), Six Sigma Green Belt Certified, Project Management Institute (PMI) certified Project Management Professional (PMP)

Consultant Level 8

Typical Years of Experience:

- 12 years experience

Functional Responsibilities:

- A Consultant Level 8 provides leadership for client initiatives. Specifically, the consultant must have demonstrated experience organizing, managing and motivating individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 8 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- Bachelors Degree (or 8 years experience in lieu of degree), Six Sigma Green Belt Certified, Project Management Institute (PMI) certified Project Management Professional (PMP)

Consultant Level 9

Typical Years of Experience:

- 12 years experience

Functional Responsibilities:

- A Consultant Level 9 provides leadership for client initiatives. Specifically, the consultant must have demonstrated experience organizing, managing and motivating individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 9 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- Bachelors Degree (or 8 years experience in lieu of degree), Six Sigma Green Belt Certified, Project Management Institute (PMI) certified Project Management Professional (PMP), Masters of Science Degree, MBA, or Masters Level Certificate

Consultant Level 10

Typical Years of Experience:

- 15 years experience

Functional Responsibilities:

- A Consultant Level 10 provides leadership for client initiatives. Specifically, the consultant must have demonstrated experience organizing, managing and motivating individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 10 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- Bachelors Degree (or 8 years experience in lieu of degree), Six Sigma Green Belt Certified, Project Management Institute (PMI) certified Project Management Professional (PMP), Masters of Science Degree, MBA, or Masters Level Certificate

Consultant Level 11

Typical Years of Experience:

- 15 years experience

Functional Responsibilities:

- A Senior Consultant Level 11 provides leadership for client initiatives. Specifically, the consultant must have demonstrated experience organizing, managing and motivating individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 11 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- Bachelors Degree (or 8 years experience in lieu of degree), Six Sigma Green Belt Certified, Project Management Institute (PMI) certified Project Management Professional (PMP)

Consultant Level 12

Typical Years of Experience:

- 18 years experience

Functional Responsibilities:

- A Senior Consultant Level 12 provides leadership for client initiatives. Specifically, the consultant must have demonstrated experience organizing, managing and motivating individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 12 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- Bachelors Degree (or 8 years experience in lieu of degree), Six Sigma Green Belt Certified, Project Management Institute (PMI) certified Project Management Professional (PMP)

Consultant Level 13

Typical Years of Experience:

- 18 years experience

Functional Responsibilities:

- A Senior Consultant Level 13 provides leadership for client initiatives. Specifically, the consultant must have demonstrated experience organizing, managing and motivating individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 13 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- Bachelors Degree (or 8 years experience in lieu of degree), Six Sigma Green Belt Certified, Project Management Institute (PMI) certified Project Management Professional (PMP), Advanced Studies

Consultant Level 14

Typical Years of Experience:

- 21 years experience

Functional Responsibilities:

- A Senior Consultant Level 14 provides leadership for client initiatives. Specifically, the consultant must have demonstrated experience organizing, managing and motivating individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 14 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- Bachelors Degree (or 8 years experience in lieu of degree), Six Sigma Green Belt Certified, Project Management Institute (PMI) certified Project Management Professional (PMP), Advanced Studies

Consultant Level 15

Typical Years of Experience:

- 21 years experience

Functional Responsibilities:

- A Senior Consultant Level 15 provides leadership for client initiatives. Specifically, the consultant must have demonstrated experience organizing, managing and motivating individuals and teams to achieve organizational goals.
- Additionally, each Senior Consultant Level 15 has further experience in at least one of the following disciplines:
 - Consulting
 - Facilitation
 - Program Management

Typical Education and Certifications:

- Bachelors Degree (or 8 years experience in lieu of degree), Six Sigma Green Belt Certified, Project Management Institute (PMI) certified Project Management Professional (PMP), Advanced Studies