GENERAL SERVICES ADMINISTRATION

Federal Supply 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™, a menu-driven database system. The INTERNET address for GSA Advantage™ is: http://www.GSAAdvantage.gov.

MULTIPLE AWARD SCHEDULE

Federal Supply Group: Professional Services

Contract Number: GS-10F-0010Y
For more information on ordering from Federal Supply Schedules
go to the GSA Schedules page at GSA.gov.
Contract Period: October 11, 2020 through October 10, 2026

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

Business Size: Small Business
Socio / Economic: HUBZone Certified

Telephone: (770) 605-4349
FAX Number: (770) 234-3891
Web Site: www.TSJG.com
E-mail: nstjohn@TSJG.com
Contract Administration: Nathaniel St. John

Price list current as of Modification #PS-A834 effective September 29, 2021.
Customer Information

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:
   - 541611
   - OLM

   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): Domestic and Overseas delivery

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


7. Quantity discounts: None Offered

8. Prompt payment terms: Net 30 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): None

10a. Time of Delivery (Contractor insert number of days): Specified on the Task Order

10b. 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

10c. 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

10d. 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
11. **F.O.B Points(s):** Destination

12a. **Ordering Address(es):** Same as Contractor

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):** Same as company address

14. **Warranty provision:** Contractor’s 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):** Not Applicable

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

21. **Preventive maintenance (if applicable):** Not Applicable

22a. **Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** Not Applicable

22b. 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

23. **Unique Entity Identifier (UEI) Number:** 78-8245707

24. **Notification regarding registration in System for Award Management (SAM) database:** Registered
Labor Category Pricing

This Table applies to the following SINs:
- 541611
- OLM

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

The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Multiple Award Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS 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 SCLS eligible labor categories. If and/or when the contractor adds SCLS labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.
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:
  o Consulting
  o Facilitation
  o 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:
  o Consulting
  o Facilitation
  o 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:
  o Consulting
  o Facilitation
  o 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:
  o Consulting
  o Facilitation
  o 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:
  o Consulting
  o Facilitation
  o 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:
  o Consulting
  o Facilitation
  o 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:
  o Consulting
  o Facilitation
  o 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:
  o Consulting
  o Facilitation
  o 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:
  o Consulting
  o Facilitation
  o 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