



**FEDERAL SUPPLY SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

**MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)  
Federal Supply Group 874, Class R499  
SIN 874-1: CONSULTING SERVICES (874-1RC)**

**Island Peer Review Organization, Inc. (IPRO)  
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Contract Number: GS-10F-0035V  
Period Covered by Contract: December 3, 2008 – December 2, 2013  
Pricelist current through Award  
Business Size: Non Profit Business

**General Services Administration  
Federal Acquisition Service**

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:  
GSAAdvantage.gov.

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

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**CUSTOMER INFORMATION**

**1. Awarded Special Item Numbers:**

SIN 874-1: CONSULTING SERVICES (as well as 874-1RC)

**2. Maximum order: \$1,000,000.**

Requirements exceeding the maximum order may be handled. Pursuant to clause I-FSS-125 (August 1995). In accordance with FAR 8.404, there may be circumstances where an ordering activity finds it advantageous to request a price reduction such as where a quantity of an individual order clearly indicates the potential for obtaining a reduced price. To assist customer agencies in determining when they should seek a price decrease, a level called a maximum order has been established under the contract. When an agency order exceeds this maximum amount, it is recommended that the ordering activity contact the contractor for a reduced price.

a. The contractor may:

1. Offer a new lower price for this requirement (the Price Reduction clause is not applicable to orders placed over the maximum order in FAR 52.216-19);
2. Offer the lowest price available under the contract; or,
3. Decline the order; orders must be returned in accordance with FAR 52.216-19.

b. A delivery order for quantities that exceed the maximum order may be placed with the contractor selected in accordance with FAR 8.404. The order will be placed under the current contract.

c. Sales for orders that exceed the maximum order shall be reported in accordance with GSAR552.238-72.

**3. Minimum order: \$100.00**

**4. Geographic coverage (delivery area): Domestic Delivery only**

**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)**

**7. Quantity discounts: None offered**

8. **Prompt payment terms:** 1% - 15 days/ Net 30 days
- 9a. **Notification that Government purchase cards are accepted at or below the micro-purchase threshold:** Yes
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Contact Contractor.
10. **Foreign items (list items by country of origin):** None
- 11a. **Time of delivery:** Time of delivery is specified in negotiated task orders.
- 11b. **Expedited Delivery:** Contact Contractor
- 11c. **Overnight and 2-day delivery:** Contact Contractor
- 11d. **Urgent Requirements:** Contact Contractor.
12. **F.O.B. point(s):** Destination
- 13a. **Ordering address(es):** Same as Company address
- 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(es).** Same as Company address
15. **Warranty provision:** Contractors 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. **Special attributes such as 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:** The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/).
- 25. **Data Universal Number System (DUNS) number.:** 14-7627939
- 26. **Notification regarding registration in Central Contractor Registration (CCR) database.:** IPRO is registered.

## IPRO Labor Category Descriptions and Rates

## **LABOR CATEGORY DESCRIPTIONS**

### **1. Senior Subject Matter Expert (Sr. VP #180)**

**Minimum/General Experience:** Minimum of twelve years experience in medical management. Must have experience in making presentations to physicians, hospitals, provider organizations, the community and the media. Must have excellent interpersonal skills.

**Functional Responsibility:** Responsible for all medical matters of IPRO, including quality improvement management and feedback, leadership and supervision of all activities within the organization. Provides regular reports to the board of Directors and Executive Committee with respect to the medical activities of the organization and carries out the decisions of the Board of Directors. Primarily responsible for providing medical expertise and support for all activities of the organization.

**Minimum Education:** State of New York licensed physician (M. D.) and board-certified or eligible in an allopathic or osteopathic specialty.

### **2. Subject Matter Expert (Medical Director)**

**Minimum/General Experience:** One year's experience in public health, health services research, health care quality improvement or health outcomes research. Must be familiar with quality improvement principles, performance improvement and techniques.

**Functional Responsibility:** Responsible for developing, implementing and managing performance measurements and improvement projects. Assists in the development of performance improvement strategies and their implementation. Delivers presentations on client-related topics. Trains and conducts formal training workshops. Conducts onsite reviews.

**Minimum Education:** New York State Medical Doctor, Board Certified or eligible.

### **3. Quality Improvement Executive (VP – QI #820)**

**Minimum/General Experience:** Ten years experience in health care administration, research or quality improvement. Must have the ability to use quantitative analysis in the evaluation of health care services and testing of hypothesis. Must have the ability to make presentation to physicians, hospitals and provider organizations and the community. Strong management and interpersonal skills needed.

**Functional Responsibility:** Supervisory responsibility for all Health Care Quality Improvement activities including the development and implementation of quality improvement projects in hospitals, physician offices, nursing home and home health settings. Oversees work of data analysis group to implement quality improvement projects.

**Minimum Education:** Master's Degree.

#### **4. Executive Consultant (Vice President #720)**

**Minimum/General Experience:** Minimum of twelve years in Health Care Management., with eight years supervisory experience. Must be highly skilled in managing professional and support staff. Must have superior writing and verbal skills, with the ability to prepare and present presentations.

**Functional Responsibility:** Responsible for the administrative oversight of all activities including program development, contract compliance, focused studies, quality improvement projects and case reviews. Prepares external and internal communications, including administrative memoranda, reporting requirements and outreach activities. Takes a leadership role in developing and implementing quality improvement products in the public / private sector partnerships as well as obtain new business.

**Minimum Education:** Master's Degree in Health Care Administration, Public Administration or Business Administration

#### **5. Senior Consultant (Senior Director #740)**

**Minimum/General Experience:** Minimum of five years experience in medical research, health policy analysis, or similar research, evaluation or operations experience. Superior analytical and writing skills, with the ability to present data and findings, both orally and in writing, to interested parties with varying technical backgrounds.

**Functional Responsibility:** Directs and coordinates contract activities to ensure timely completion of contract deliverables. Develops contract specific work plans including tasks, timelines and measures for meeting each contract deliverable. Assures that all planning, data collection, analysis and reporting are completed accurately, successfully and timely. Coordinates the work of staff members from a variety of disciplines assigned to a project team. Supervises professional and technical staff members and provides expertise and direction concerning appropriate methodologies.

**Minimum Education:** Masters's degree in Nursing, Public Administration, Public Policy, Public Health or related social science with course work including both management and analysis.

#### **6. Consultant (Assistant Director #770)**

**Minimum/General Experience:** Minimum of four years experience in database management, health plan operations or research or operations. Must have extensive experience in database management, knowledge of logical structure, database structure concept, data administration and

integrity fundamentals. Should be familiar with coding practices and classifications. Must have superior analytical and writing skills, plus the ability to present data and findings both orally and in writing to staff and external audiences. Must have the ability to manage all aspects of a full cycle project.

**Functional Responsibility:** Responsible for developing and managing encounter data validation, quality improvement and any special projects and assisting ensuring the quality and timeliness of project deliverables. Takes a lead role in working with management, customers and other team members. Responsible for data validation projects to ensure that the team analyses and creates appropriate client reports.

**Minimum Education:** Master's Degree in Computer Science, Public Health, Research or related Computer or Social Science field.

## **7. Project Administrator (Assistant Director #770)**

**Minimum/General Experience:** Four years experience in database management, health plan operations, research or operations. Must have the ability to manage all aspects of a full cycle project, including the coordination of internal and external workgroups and the management of subcontracted staff. Superior analytical and writing skills needed, with the ability to present data and findings orally and in writing. Must have the ability to provide formal and informal training sessions and presentations to staff from various backgrounds.

**Functional Responsibility:** Responsible for working with other team members, including Directors and Senior Director, in developing and managing encounter data validation, quality improvement, and any special projects with a focus on data validation and analysis and assisting in ensuring the quality and timeliness of project deliverables. Plays a key role in working with management, customers, including state and federal governments and other team members in executing deliverables. Project Administrator will take a lead role in planning and scheduling analytic work based on the final specifications.

**Minimum Education:** Master's Degree in Computer Science, Public Health, Research or related Computer or Social Science field.

## **8. Project Manager (Managed Care)**

**Minimum/General Experience:** Three years experience in medical research, health policy analysis, health plan operation, quality management/quality improvement, and care management/utilization management. Must have superior analytical and writing skills, with the ability to present data and findings both orally and in writing to audiences with varying technical backgrounds, as well provide formal and informal training sessions, status reports and presentation to staff from a variety of backgrounds. Must have the ability to prioritize tasks in a fast-paced, multi-project environment and manage time effectively to meet client deliverables.

**Functional Responsibility:** Responsible for managing several projects concurrently and ensuring the quality of timelines of all project deliverables. Plays a key role in working with external and internal customers. Takes a lead role in research functions and works with staff members to promote and facilitate the integrity of survey and research projects. Will coordinate the work of other staff, conduct training sessions and presentations and foster professional development of all department staff.

**Minimum Education:** Baccalaureate Degree in Nursing or an approved Registered Professional Nurse training program or in a related discipline with coursework in management or analysis or equivalent experience.

### **9. Senior Analyst (Senior Data Analyst #740)**

**Minimum/General Experience:** Minimum of two years experience. Must have strong communication skills (both written and verbal) with the ability to clearly and thoroughly present quantitative and qualitative project findings. Must have strong analytical skills and computer skills in various software packages. Experience with SAS, SPSS needed.

**Functional Responsibility:** Responsible for contract activities including contract performance measure validation, performance improvement project validation and prepare annual reports. Assist in the design of quality improvement studies, conducts qualitative and quantitative data analysis, compiles results and writes reports. Responsible for the implementation of these activities and coordinates the resources needed. Coordinates data collection, assists in the design of performance measure documentation, including technical specifications and supporting documents. Conducts oral presentations.

**Minimum Education:** Bachelor's degree in an analytical, research or health-related field.

### **10. Senior Program Review Associate (Sr. PRA #770)**

**Minimum/General Experience:** Minimum of three years experience in acute care facility, ambulatory care or acute care utilization review. Must have the ability to relate effectively to physicians, senior medical and administrative personnel. Must be able to abstract information from medical records to support quality improvement projects. Must have excellent written and verbal communication skills.

**Functional Responsibility:** Responsible for monitoring and performance of review activities in a variety of health care settings. Participates in data collection instrument and instruction development and refinement via testing and other efforts. Assist in the coordination of various special projects review activities. Responsible for analyzing data to identify areas for further review and integrating results of review activities into corporate operations. Works

collaboratively with analytical and support staff to ensure accurate and timely completion of all deliverables.

**Minimum Education:** Baccalaureate Degree in Nursing or graduate of an approved Registered Professional Nurses training program

### **11. Project Specialist (Secretary #750)**

**Minimum/General Experience:** Minimum of three years of related experience. Must have the ability to efficiently complete all standard secretarial tasks. Must have the ability to prioritize work and make appropriate decisions, with an emphasis on understanding and meeting job priorities. Must have excellent written and verbal communication skills.

**Functional Responsibility:** Responsible for assisting staff in coordinating department activities and communicating with external clients, providers, external organizations and internal customers. Provides overall administrative and secretarial support, including scheduling appointments and meetings, typing, distribution and flow of mail, conducting large mailings, coordinating conference calls, screening telephone calls and providing follow-up as appropriate, copying and faxing materials, organizing and maintaining individual and contract specific files, maintaining monthly activity calendars and booking conference and training rooms.

**Minimum Education:** High school graduate.

**GSA PRICING**

- includes IFF

No.	LABOR CATEGORY	Minimum Education	Minimum Exp. (Yrs)	December 3, 2008 - December 2, 2009	December 3, 2009 - December 2, 2010	December 3, 2010 - December 2, 2011	December 3, 2011 - December 2, 2012	December 3, 2012 - December 2, 2013
1	Senior Subject Matter Expert	MD	12	301.22	312.67	324.55	336.89	349.69
2	Subject Matter Expert	MD	1	227.46	236.11	245.08	254.39	264.06
3	Quality Improvement Executive	MS	10	205.71	213.52	221.64	230.06	238.8
4	Executive Consultant	MS	12	200.2	207.81	215.71	223.9	232.41
5	Senior Consultant	MS	5	151.92	157.7	163.69	169.91	176.37
6	Consultant	MS	4	126.41	131.22	136.2	141.38	146.75
7	Project Administrator	MS	4	125.12	129.88	134.81	139.94	145.25
8	Project Manager	BS	3	111.76	116.01	120.42	124.99	129.74
9	Senior Analyst	BS	2	85.78	89.04	92.43	95.94	99.58
10	Senior Program Research Associate	BS	3	77.32	80.26	83.31	86.47	89.76
11	Project Specialist	HS	2	52.18	54.16	56.22	58.35	60.57