

Lockheed Martin Federal Healthcare, Inc.



**General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Price List**

**Professional Service Schedules (PSS)
Industrial Group: 00CORP**

Lockheed Martin Federal Healthcare, Inc.

700 N. Frederick Avenue
Gaithersburg, MD 20879-3328
www.lockheedmartin.com

Ordering Address:

Attn: Lawrence Vittori, Contracts Manager
700 N. Frederick Avenue
Gaithersburg, MD 20879-3328
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Contract Number:

GS-10F-0049J

Contract Period:

3/15/1999 – 3/14/2019

Current through Modification PA-0029, effective February 25, 2016

GSA Advantage™

<http://www.gsaadvantage.gov>

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CUSTOMER INFORMATION

1a. Services Offered:

Integrated Consulting Services—SIN 874-1
Integrated Consulting Services Disaster Recovery—SIN 874-1RC

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1b. Identification of Lowest Labor Rates for Each Labor Category:

See Labor Rates on page 28.

2. Maximum Order Threshold:

The maximum order threshold for services under this contract is \$1,000,000.

3. Minimum Order:

The minimum order for services under this contract is \$100.

4. Geographic Coverage:

Worldwide

5. Service Locations:

Services under this contract will be provided at either a Government site or contractor site as agreed to with the ordering agency.

6. Statement of Net Price:

The labor rates listed in this contract are net rates with discount included.

7. Quantity Discounts:

Already included in net pricing.

8. Prompt Payment Terms:

Net 30 days.

9. Acceptable Government Purchase Card:

Any Government purchase card is acceptable for payment up to the micro-purchase threshold.

10. Foreign Items:

None

11a. Time of Delivery:

As specified on individual/task order.

11b. Expedited Delivery:

Items available for expedited delivery are noted in this price list. Contact the Contractor's representative to affect expedited delivery.

11c. Overnight and 2-Day Delivery:

Overnight and 2-day deliveries are available. Contact the Contractor for rates for overnight and 2-day delivery.

11d. Urgent Requirements:

Contact the Contractor's representative to affect a faster delivery.

12. FOB Point(s):

Destination Worldwide

13a. Ordering Address:

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13b. Ordering Procedures:

For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage <http://www.gsa.gov/portal/content/197989>

14. Payment Address:

EFT Transfer

Wells Fargo Bank, NA
ABA/Routing #121000248
Account# 4496837683

Paper Checks/Lockbox
Lockheed Martin Federal Healthcare, Inc.
P.O. Box 13522
Newark, NJ 07188-3522

15. Warranty Provision:

Product warranty terms and conditions are those set forth in contract clause 552.246-17.

16. Export Packing Charges:

N/A - Contact if required.

17. Terms and Conditions of Government Purchase Card Acceptance:

Any Government purchase card is acceptable for payment at or below the micro-purchase threshold.

18. Terms and Conditions for Other Services:

The terms and conditions for the offered services are found on page 6.

19. Section 508 Compliance:

Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and the EIT standards can be found at: www.Section508.gov/.

20. DUNS:

07-011-0937

21. System for Award Management formerly Central Contractor Registration Database:

Lockheed Martin Federal Healthcare, Inc. is registered in the System for Award Management (Sam.gov) formerly known as DoD Central Contractor Registration (CCR) database.

TERMS AND CONDITIONS APPLICABLE TO PROFESSIONAL SERVICES SCHEDULE

1. Order

Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. All services and deliveries shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks that extend beyond the fiscal year for which funds are available shall include FAR 52.232-19, Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.

2. Inspection and Acceptance

The contractor will only tender for acceptance those items that conform to the requirements of this contract. The Government reserves the right to inspect or test any supplies or services that have been tendered for acceptance. The Government may require repair or replacement of nonconforming supplies or reperformance of nonconforming services at no increase in contract price. The Government must exercise its post acceptance rights (1) within a reasonable time after the defect was discovered or should have been discovered and (2) before any substantial change occurs in the condition of the item, unless the change is due to the defect in the item.

3. Support to be provided by the Government

As determined by the ordering agency, the contractor shall have reasonable access to:

- a. Government publications; archival materials; videotape, film, photo, and graphic art repositories; and Government employees as is necessary and appropriate to satisfy the contractor's information requirements in completing project work.
- b. Managers and employees within agencies where work is being performed who are essential to carrying out contractual obligations; subject matter experts to advise and assist the contractor with respect to technical aspects of operating systems selected for improvement; and physical support for carrying out work, such as room space, utility services drawn from existing sources, and currently available instructional equipment such as computer terminals and audio-visual display devices when such use does not conflict with the organization's operational schedule.
- c. Technical reference material not subject to Privacy Act restrictions.

4. Excusable Delays

The contractor will be liable for default unless nonperformance is caused by an occurrence beyond the reasonable control of the contractor and without its fault or negligence, such as acts of God or the public enemy, actions of the Government in either its sovereign or contractual capacity, fires, floods, epidemics, quarantine restrictions, strikes, unusually severe weather, and delays of common carriers. The contractor shall notify the contracting officer in writing as soon as is reasonably possible after the commencement of any excusable delay, setting forth the full particulars in connection therewith, shall remedy such occurrence with all reasonable dispatch, and shall promptly give written notice to the Contracting Officer of the cessation of such occurrence.

5. Limitation of Liability

Except as otherwise provided by an express or implied warranty, the contractor will not be liable to the Government for consequential damages resulting from any defect or deficiencies in accepted items.

6. Invoices

The contractor, upon completion of the work ordered, shall submit invoices for PSS work. Progress payments may be authorized by the ordering office on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

7. Payment

Payment will be made for items accepted by the Government that have been delivered to the delivery destinations set forth in this contract. The Government will make payment in accordance with the Prompt Payment Act (31 U.S.C. 3903) and Office of Management and Budget (OMB) Circular A-125, Prompt Payment.

8. Resumes

Resumes will be provided to the ordering agency upon request.

9. Contractor Travel

Any contractor travel required in the performance of PSS work must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) of travel. Established Federal Government per diem rates will apply to all contractor travel. Contractors cannot use GSA city pair contracts.

10. Incidental Support Costs

Incidental support costs are available outside the scope of this contract. The costs will be negotiated separately with the ordering agency in accordance with the guidelines set forth in the FAR.

11. Purchase of Incidental, Non-schedule Items

The purchase of incidental, non-schedule items being acquired in the same procurement is allowable so long as the cost of the non-schedule item(s) is small/insignificant compared to the total cost of the procurement. This is based on two rulings by the General Accounting Office (GAO), and the terms “small” and “insignificant” are not defined by GAO, nor will GSA define the terms. The utilization of this provision is left to the discretion of each schedule user.

ORDERING PROCEDURES FOR SERVICES

FAR 8.402 contemplates that GSA may occasionally find it necessary to establish special ordering procedures for individual Federal Supply Schedules or for some Special Item Numbers (SINs) within a schedule. GSA has established special ordering procedures for services that are priced on schedule at hourly rates. These special ordering procedures take precedence over the procedures in FAR 8.404.

The GSA has determined that the rates for services contained in the contractor's price list applicable to this schedule are fair and reasonable. However, the ordering office using this contract is responsible for considering the level of effort and mix of labor proposed to perform the specific task being ordered and for making a determination that the total firm-fixed price or ceiling price is fair and reasonable.

When ordering services, ordering offices shall:

1. Prepare a Request for Quotes

- a. A performance-based statement of work that outlines, at a minimum, the work to be performed, location of work, period performance, deliverable schedule, applicable standards, acceptable criteria, and any special requirements (security clearances, travel, special knowledge, etc.) should be prepared.
- b. A request for quotes should be prepared which includes the performance-based statement of work and requests the contractors to submit either a firm-fixed price or a ceiling price to provide the services outlined in the statement of work. A firm fixed price order shall be requested, unless the ordering office makes a determination that it is not possible at the time of placing the order to estimate accurately the extent or duration of work or to anticipate cost with any reasonable degree of confidence. When such a determination is made, a labor hour quote may be requested.
- c. The firm fixed price shall be based on the hourly rates in the schedule contract and shall consider the mix of labor categories and level of effort required to perform the services described in the statement of work. The firm fixed price of the order should also include any other incidental costs related to performance of the services ordered. The order may provide for reimbursement of travel costs at the rates provided in the Federal Travel or Joint Travel Regulations or as a fixed price incidental item. A ceiling price must be established for labor hour orders.
- d. The request for quotes may request the contractor, if necessary or appropriate, to submit a project plan for performing the task and information on the contractor's experience and/or past performance performing similar tasks.

- e. The request for quotes shall notify the contractor what basis will be used for selecting the contractor to receive the order. The notice shall include the best value selection criteria, including the intended use of past performance factors.

2. Transmit the Request for Quotes to Contractors

- a. Based upon an initial evaluation of catalogs and price lists, the ordering office should identify the contractors that appear to offer the best value (considering the scope of services offered, hourly rates, and other factors such as contractors' locations, as appropriate).
- b. The request for quotes should be provided to at least three (3) contractors if the proposed order is estimated to exceed the micro-purchase threshold but not exceed the maximum order threshold. For proposed orders exceeding the maximum order threshold the request for quotes should be provided to additional contractors that offer services that will meet the agency's needs. Ordering offices should strive to minimize the contractors' costs associated with responding to requests for quotes for specific orders. Requests should be tailored to the minimum level necessary for adequate evaluation and selection for order placement. Oral presentations should be considered, whenever practical.

3. Evaluate Quotes and Select Contractor to Receive an Order

After responses have been evaluated against the factors identified in the request for quotes, the order should be placed with the schedule contractor that represents the best value and results in the lowest overall cost alternative (considering price, special qualifications, administrative costs, etc.) to meet the Government's needs.

The establishment of Federal Supply Schedule Blanket Purchase Agreements (BPAs) for recurring services is permitted when the procedures outlined herein are followed. All BPAs for services must define the service that may be ordered under the BPA, along with delivery or performance time frames, billing procedures, etc. The potential volume of orders under BPAs, regardless of the size of individual orders, may offer the ordering office the opportunity to secure volume discounts. When establishing BPAs, ordering offices shall inform contractors in the request for quotes (based on the agency's requirement) if a single BPA or multiple BPAs will be established and indicate the basis that will be used for selecting the contractors to be awarded the BPAs.

- a. **Single BPA:** Generally, a single BPA should be established when the ordering office can define the tasks to be ordered under the BPA and establish a firm fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for services arises. The schedule contractor that represents the best value and results in the lowest overall cost alternative to meet the agency's needs should be awarded the BPA.

- b. **Multiple BPAs:** When the ordering office determines that multiple BPAs are needed to meet its requirements, the ordering office should determine which contractors can meet any technical qualifications before establishing the BPAs. When multiple BPAs are established, the authorized users must follow the procedures in 2.b above and then place the order with the schedule contractor that represents the best value and results in the lowest overall cost alternative to meet the agency's needs.
- c. **Periodic BPA Review:** BPA reviews shall be conducted at least annually. The purpose of the review is to determine whether the BPA still represents the best value (considering price, special qualifications, etc.) and results in the lowest overall cost alternative to meet the agency's needs.

4. Small Business Preference

The ordering office should give preference to small business concerns when two or more contractors can provide the service at the same firm fixed price or ceiling price.

5. Best Value Selection

When the ordering office's requirement involves both products as well as professional services, the ordering office should total the prices for the products and the firm fixed price for the services and select the contractor that represents the greatest value in terms of meeting the agency's total needs.

6. Selection Documentation

The ordering office, at a minimum, should document orders by identifying the contractor from which the services were purchased, the services purchased, and the amount paid. If other than a firm fixed price order is placed, such documentation should include the basis for the determination to use a labor hour order. For agency requirements in excess of the micro-purchase threshold, the order file should document the evaluation of schedule contractors' quotes that formed the basis for the selection of the contractor that received the order and the rationale for any tradeoffs made in making the selection.

PROFESSIONAL SERVICES

Lockheed Martin Federal Healthcare, Inc. provides state-of-the-art management, organizational development, and business consulting services to a wide range of clients in Federal and State governments and in the commercial sector. LM Federal Healthcare, Inc. is widely recognized for providing high-quality, cost-effective solutions to customers. The staff—more than 40,000 full-time employees and a large pool of consultants—is a balanced team of technical, managerial, and functional domain experts who understand the challenges of today’s management environment. We work in partnership with our customers, applying our experience, insight, and expertise on state-of-the-art methods, tools, techniques, and technologies in delivering practical solutions within a strategic framework. Our approach to service delivery is team based, and team members are empowered with the appropriate responsibility and authority to get the job done. Quality management is integral to our service delivery—we view the customer as a partner and focus on providing the right resources on the right task throughout the work effort. Project teams are guided by managers experienced in managing consulting projects and are staffed with highly qualified personnel with expertise in management, facilitation, survey design and administration, and analytical methods.

LM Federal Healthcare, Inc. provides services primarily to organizations managing or delivering health care services but also supports other human service and defense-related organizations, such as the U.S. Departments of Defense and Veterans Affairs. Service offerings provided by LM Federal Healthcare, Inc. include leadership, strategy, and quality management consultation; business management and consultation; process management and facilitation; survey design, administration, and results management; and customized training. Our services are designed to support the business management life cycle from strategy planning to program planning and implementation, with program evaluation, performance management, and process improvement as integrated elements. Principles of quality management, leadership, and customer focus are embedded throughout the life cycle. These services are further described in the following pages.

INTEGRATED CONSULTING SERVICES—SIN 874-1

LM Federal Healthcare, Inc. provides a full range of consulting services that embody the essence of the services sought through the Professional Services Schedule. LM Federal Healthcare, Inc. believes that successful organizations have a common set of characteristics that distinguish them from less successful ones. Among the characteristics of high-performance organizations are the following:

- Strong leadership at the executive level
- A perception that customer service excellence is paramount
- A strategic orientation, both in external market posture and in internal management practices
- Robust management systems and processes
- A focus on continuous process improvement in all aspects of management and service delivery
- Data-driven management of performance outcomes, informed by measured results
- An environment in which employees are valued and are provided development opportunities and rewards for performance excellence

Leaders must establish values and performance expectations that lead to service excellence. A customer-focused and strategic orientation embedded in all management processes and systems creates a culture and mode of behavior that flow downward and across the organization, becoming integral to all individual thought and action and the organizational focus. Successful organizations keep a pulse on the marketplace and on their customers' and employees' needs, and they craft strategies to both meet their current needs and anticipate their future needs. A well-understood mission and shared vision of the future provide the foundation for a well-designed strategy. Data-driven internal and external environmental analysis informs performance-based goal setting, both of which are integral to a targeted, customer-focused organizational strategy.

LM Federal Healthcare, Inc. strives to embody the principles of effective leadership and management, both internally and in all consulting services provided to clients. LM Federal Healthcare, Inc. proposes to offer the following business management and consulting services through PSS:

- Strategic planning and management services that focus on designing and implementing strategic management systems that align strategies, goals, objectives, and tactics throughout the organization and on developing, deploying, and monitoring strategies to maximize organizational performance. Services include the following:

- Corporate-level (agency wide) strategic planning
 - Strategic business planning, at the business unit or department level
 - Strategy implementation planning, that is, action planning to deploy organizational strategies at the functional level
 - Strategic information planning, focusing on the information and information systems support needed to effectively plan and manage strategically
 - Strategy and performance planning to meet the requirements of the Government Performance and Results Act
- Program evaluation services that provide targeted analysis of the feasibility, effectiveness, and cost-benefit of organizational strategies, policies, and programs and that focus on enhancing the analytic function of the organization. LM Federal Healthcare, Inc. provides comprehensive program evaluation services that encompass policy analysis, policy research, and evaluation research. As part of these services, we assess potential benefits, identify performance measures, monitor and assess outcomes of programs, and examine the economic outcome of programs and policies to ensure that projected benefits are realized. Our services include the following:
 - Feasibility assessment
 - Cost-benefit analysis
 - Cost-effectiveness analysis
 - Economic analysis
 - Trade-off analysis
 - Sensitivity analysis
 - Decision modeling
 - Quantitative and qualitative analytical methods
 - Benefits realization

- Quality management services that focus on enhancing the leadership, customer service, and overall quality management systems within organizations. Quality management is embedded as a fundamental management principle and practice in all services offered by LM Federal Healthcare, Inc. We also offer specified services to customers to enable them to enhance the systematic planning, deployment, monitoring, and feedback activities inherent in a robust quality management program. LM Federal Healthcare, Inc. works with leaders at all levels of the organization to provide education and training in leadership qualities, methods, tools, and techniques that lead to a high-performing organizational culture. We work closely with senior executives and program managers in the design and implementation of organization wide quality management programs as well as in enhancing program performance by providing quality management methods, tools, and techniques at the program level. Integral to these services are the customer service education and training offerings that we provide to executives, managers, and staff. Our customer service programs enhance sensitivity to customer needs and values, and they are designed to effect a total customer orientation in all organizational activities. Our quality management services include the following:
 - Quality management program design and implementation
 - Leadership education and training
 - Customer service education and training

- Performance management services that are designed to enhance performance at all levels of organizational activity. Our performance management services are measurement focused, based on data-driven analysis of past, current, and comparative performance, in the context of current and future strategic direction. They offer a means of identifying appropriate performance metrics and indicators, performance targets, and performance feedback mechanisms to maximize program performance. We assist customers in designing performance measurement and management systems that can be effectively integrated into the strategic, quality, and business management processes within the organization and that align performance expectations and results throughout the organization. Our performance management services include the following:
 - Benchmarking and comparative analysis
 - Strategy-based metric design
 - Performance measurement and monitoring
 - Performance management systems design and deployment
 - Benefits management and realization

- Process management that focuses on the continuous process improvement essential to maintaining high performance over time. Our process management services are designed to enhance work processes to ensure that they are flexible, adaptable, customer focused, and mission driven. We provide methods and tools that enable the analysis of work processes and outcomes to identify opportunities for process improvement, redesign, and reengineering. We work with customers to design continuous improvement programs founded on quality management principles and practices that enable critical examination of process efficiency and effectiveness, results management, and outcome efficacy within a strategic context. Where changes in management or service delivery processes are required, we work with customers to design and implement change management programs. These programs focus on minimizing the negative aspects of change and maximizing the potential for positive change on customer service, organizational performance, employee satisfaction, and internal work processes. Our process management services include the following:
 - Workflow analysis and capability assessment
 - Process improvement, redesign, and reengineering
 - Change management and organizational development
- *Business management* services that focus on segmented business processes and the organizational structures that support them. Specifically, LM Federal Healthcare, Inc. provides specialized services in two of the most critical functions within an organization:
 - Financial management
 - Information services management

An efficient and effective financial management operation is essential to a high-performance organization. Financial data drive organizational strategy and serve as an indicator of customer satisfaction and overall organizational performance. LM Federal Healthcare, Inc. provides both process- and outcome-related financial management services to customers to help them improve financial management processes and better integrate them into strategic and quality management processes. We also work with customers in identifying strategically significant financial performance indicators and in designing and implementing measurement systems to track these indicators.

Information services management is focused on identifying strategic, operational, and decision data and information requirements and on designing methods of data capture, processing, and representation. Our information services are provided to both business managers and information and technology managers. We aid in

translating business needs into information support requirements, and we support the development and deployment of tools to enable improved business management and decision-making.

- Training management services that recognize the value of aligning employee and organizational development with strategic business plans by tailoring learning activities that coincide with an organization's needs and culture. We can assist customers to accomplish a thorough training needs and organizational analysis to determine appropriate learning activities and action plans that demonstrate a measurable return on investment for the client's organization. By analyzing trends in a client's customer service practices, human resource management procedures, and communication processes, LM Federal Healthcare, Inc. will clearly define the organization's training needs. Our training specialists will design innovative instructional activities using contemporary tools and resources such as Web-based products, distance learning alternatives, or organizational development interventions that focus upon improving employee and management productivity and performance. To maximize the effectiveness of client resources and training opportunities, we believe the client must be an active partner during the development and design of all learning activities, and we strive to immerse our clients in this process. Leveraging our skills and training management expertise during this process, LM Federal Healthcare, Inc. can offer our clients training management services that encompass the following:
 - Training and organizational analysis
 - Employee skills inventory and database management
 - Instructional design
 - Training evaluation and analysis of return on investment
 - Test development and evaluation
 - Facilitation and team building
- Training delivery services that capitalize upon adult learning principles, creative training techniques, and cognitive task analysis. Our training activities are customized to real-life situations to maximize learning and promote the transfer of skills into practice. We employ an instructional systems design model reflective of accelerated learning principles that address the varied learning styles of participants. As a result, our presentation methods create high levels of participation through simulation exercises, role-playing, and team-building activities. Our trainers are experienced presenters and facilitators who ensure that the training conducted is a memorable learning event with measurable outcomes. Delivering training that makes a long-lasting improvement in employee performance, attitudes, or productivity is our primary goal. We also provide trainer workshops that give

organizations the ability to use their own staff and resources to train their employees. As an added benefit, we offer a quality assurance and technical assistance option to ensure that client staff delivers training in a consistently high-quality manner after being trained as trainers. Our train the trainer workshops include the following:

- Customer service and customer relations
- Project management
- Management skills
- Team building
- Strategic planning

LM FEDERAL HEALTHCARE, INC. LABOR CATEGORY DESCRIPTIONS

1. Program Manager

Responsibilities: Responsible for managing contract operations and ensuring quality standards and work performance on all task orders and projects. Plans, organizes, and oversees work efforts; assigns resources; supervises personnel; provides risk management; ensures quality management; and monitors overall project and contract performance. Provides management guidance in the accomplishment of work efforts and ensures adherence to contract standards of performance.

Qualifications: BA or BS and 15 years of relevant management experience; master's degree and 13 years of relevant management experience; or PhD and 12 years of relevant management experience. Relevant experience includes strategic planning, program evaluation, quality management, performance management, process management, business management, facilitation services, survey services, and privatization support services and documentation.

2. Project Manager

Responsibilities: Responsible for managing and overseeing work performance on one or more task orders. Holds primary responsibility for planning, managing, and overseeing work efforts of project team personnel; determining and monitoring task order schedules and budgets; and ensuring compliance with all contract and task order requirements and quality standards. Serves as the primary interface with the task order customer. Demonstrates skills in the scope of work encompassed by the task order; provides technical guidance to the project team in performance of the work; and provides quality review of all work products. Assists the Program Manager as required in managing contract performance.

Qualifications: BA or BS and nine years of relevant management experience; master's degree and seven years of relevant management experience; PhD and five years of relevant management experience; or 14 years of relevant management experience. Relevant experience includes direct supervision of teams of professionals with generalized and specialized expertise in designing and implementing strategic planning; program evaluation using feasibility, effectiveness, and cost-benefit of organizational strategies, policies, and programs; quality management services; process management; facilitation; work groups; survey design and implementation; and outsourcing studies and documentation.

3. Task Manager

Responsibilities: Responsible for day-to-day management and operations of one or more subtasks on task orders under the guidance of the Project Manager. Responsible for planning and managing the work efforts of task team personnel; determining and monitoring subtask schedules and budgets; and ensuring compliance with all contract and task order requirements and quality standards pertaining to the task/subtask. Interfaces with customer personnel in work performance. Demonstrates skills in the scope of work encompassed by the task/subtask; provides technical guidance to the task team in performance of the work; and provides quality

review of all work products. Assists the Project Manager as required in managing delivery order performance.

Qualifications: BA or BS and four years of relevant management experience; master's degree and three years of relevant management experience; PhD and two years of relevant management experience; or eight years of relevant management experience. Relevant experience includes direct supervision of teams of professionals with generalized and specialized expertise in designing and implementing strategic planning; program evaluation using feasibility, effectiveness, and cost-benefit of organizational strategies, policies, and programs; quality management services; process management; facilitation; work groups; survey design and implementation; and outsourcing studies and documentation.

4. Senior Project Administrator

Responsibilities: Directs the preparation of management plans and reports. Identifies and organizes any required research as needed. Provides supervision and direction for project activities and schedules to facilitate completion of proposals, contract deliverables, task order quality reviews, briefings, and presentations. Establishes and/or enforces technical and quality standards for written materials. Coordinates with project team and Program Manager in accomplishment of work. Analyzes, develops, and monitors program administrative procedures for efficiency and effectiveness. Works independently of direct supervision and instruction.

Qualifications: BA or BS and three years of relevant experience; masters degree and one year of relevant experience; or six years of relevant experience. Relevant experience includes experience in benchmarking and comparative analysis, strategy-based metric design, performance measurement and monitoring, performance management system design and deployment, and benefits management and realization.

5. Project Administrator

Responsibilities: Assists in preparation of management plans and reports. Conducts research as required. Coordinates project activities and schedules to facilitate completion of proposals, contract deliverables, task order quality reviews, briefings, and presentations. Serves as technical and quality editor of written materials. Coordinates with project team and Program Manager in accomplishment of work. Analyzes, develops, and reviews program administrative procedures. Works with limited supervision and direction.

Qualifications: BA or BS; associate degree and two years of relevant experience, or high school diploma and four years of relevant experience. Relevant experience includes general contract and administrative experience.

6. Associate Project Administrator

Responsibilities: Assists in preparation of management plans and reports. Conducts supervised research as required. Monitors project activities and schedules to measure progress toward completion of proposals, contract deliverables, task order quality reviews, briefings, and

presentations. Ensures that technical and quality standards for written materials are met. Coordinates with project team and Task Manager in accomplishment of work. Works under supervision and direction.

Qualifications: Associate degree, or high school diploma and two years of relevant experience. Relevant experience includes general contract experience.

7. Principal Consultant

Responsibilities: Plans, organizes, staffs, directs, and manages performance of work associated with one or more task orders within the relevant subject matter domain of the project and the Principal Consultant's practice area. Fully responsible for providing technical guidance and expertise to project staff and ensuring that the methods, tools, and techniques applied in performance of the work represent the state of the art. Responsible for monitoring the technical quality of work products and ensuring that products meet quality standards. Substantially contributes to product content. In coordination with contract and task order management, plans work efforts, ensuring that schedules and budgets are appropriate for accomplishment of project objectives, and directs the work efforts of project staff. Works with customers in providing consultative advice in areas of expertise.

Qualifications: BA or BS and 12 years of relevant experience; master's degree and 10 years of relevant experience; PhD and seven years of relevant experience; or 15 years of relevant experience. Relevant experience includes experience in managing teams of professionals with generalized and specialized expertise in designing and implementing strategic planning; program evaluation using feasibility, effectiveness, and cost-benefit of organizational strategies, policies, and programs; quality management services; process management; facilitation; work groups; survey design and implementation; and outsourcing studies and documentation.

8. Senior Consultant

Responsibilities: Plans, organizes, staffs, directs, and manages performance of work associated with one or more subtasks on one or more task orders within the relevant subject matter domain of the project and the consultant's practice area. Provides technical guidance and expertise to project staff, ensuring that the methods, tools, and techniques applied in performance of the work reflect the state of the art. Contributes substantially to project work products and activities and monitors the technical quality of work products, ensuring that products meet quality standards. Plans work efforts, ensuring that schedules and budgets are appropriate for accomplishment of project objectives, and directs the work efforts of project staff. Works with customers in providing consultative advice in areas of expertise. Works independently or under the general guidance of the Principal Consultant or Program Manager and in coordination with the Project Manager.

Qualifications: BA or BS and nine years of relevant experience; master's degree and seven years of relevant experience; PhD and five years of relevant experience; or 12 years of relevant experience. Relevant experience includes experience in managing teams of professionals with generalized and specialized expertise in designing and implementing strategic planning; program

evaluation using feasibility, effectiveness, and cost-benefit of organizational strategies, policies, and programs; quality management services; process management; facilitation; work groups; survey design and implementation; and outsourcing studies and documentation.

9. Consultant

Responsibilities: Participates in the planning, organizing, management, and performance of work associated with one or more subtasks within the relevant subject matter domain of the project and the consultant's practice area. Under the technical guidance and expertise of Principal and Senior Consultants, contributes substantially to the performance of project activities and the preparation of work products. Ensures that the methods, tools, and techniques applied in performance of the work reflect the state of the art. Monitors the quality of work products, ensuring that products meet quality standards. Assists in planning work efforts, ensuring that schedules and budgets are appropriate for accomplishment of project objectives. May direct the work efforts of Junior Consultant and administrative staff. Some interaction with customers in providing consultative advice in areas of expertise. Works as part of project team, with technical and managerial guidance provided; may be required to work independently.

Qualifications: BA or BS and six years of relevant experience; master's degree and four years of relevant experience; PhD and two years of relevant experience; or 10 years of relevant experience. Relevant experience includes direct experience in work efforts involving the delivery of strategic planning, program evaluation, quality management services, process management, facilitation, work groups, survey design and implementation, and outsourcing studies and documentation.

10. Associate Consultant

Responsibilities: Participates in the planning, organization, and performance of work associated with one or more subtasks within the relevant subject matter domain of the project and the consultant's practice area. Under the technical guidance and expertise of practice area consultants and project management staff, contributes substantially to the performance of project activities and the preparation of work products. Provides state-of-the-art methods, tools, and techniques in performance. Ensures that products meet quality standards. Assists in planning work efforts, ensuring that schedules and budgets are appropriate for accomplishment of project objectives. Minimal interaction with customers in providing consultative advice in areas of expertise. Works as part of project team, with technical and managerial guidance provided.

Qualifications: BA or BS in a relevant discipline; master's degree in a relevant discipline; PhD in a relevant discipline; or four years of relevant experience. Relevant experience includes direct experience in work efforts involving the delivery of mission oriented business integrated services. Relevant disciplines include strategic planning, program evaluation, quality management services, process management, facilitation, work groups, survey design and implementation, and outsourcing studies and documentation.

11. Principal BPR Specialist

Responsibilities: Applies process improvement, process reengineering, and change management methodologies and principles in performance of process modernization projects. Responsible for developing and maintaining reengineering and change management methodologies and ensuring the integration of these methodologies into other information management practices.

Responsible for effective transition of project teams and the facilitation of project teams in the accomplishment of project activities and objectives. Provides expertise in reengineering methods, best practices and critical success factor identification, activity modeling, facilitation, interviewing, training, change management, organizational development, and process redesign implementation. Provides additional forms of knowledge transfer as required. Key coordinator between multiple project teams to ensure enterprise wide integration of reengineering efforts. Provides daily supervision and direction of Senior Business Process Reengineering Specialist.

Qualifications: BA or BS and 12 years of relevant experience; master's degree and 10 years of relevant experience; Ph.D. and eight years of relevant experience; or 15 years of relevant experience. Relevant experience includes conduct of reengineering efforts and direct supervision of teams of professionals with expertise in business process reengineering, including reengineering methods, best practices identification, activity modeling, facilitation, interviewing, training, change management, organizational development, and process redesign implementation.

12. Senior BPR Specialist/Midlevel Consultant

Responsibilities: Applies process improvement, process reengineering, and change management methodologies and principles through performance of process modernization projects. Provides expertise reengineering methods, and performs best practices and critical success factor identification, activity modeling, facilitation, interviewing, training, change management, organizational development, and process redesign implementation. Provides additional forms of knowledge transfer as required. Supports and/or coordinates with multiple reengineering project teams as required to ensure enterprise wide integration of reengineering efforts. May be under supervision of Principal Business Process Reengineering Specialist or may work independently.

Qualifications: BA or BS and 10 years of relevant experience; master's degree and eight years of relevant experience; PhD and six years of relevant experience; or 13 years of relevant experience. Relevant experience includes conduct of reengineering efforts and direct supervision of teams of professionals with expertise in business process reengineering, including reengineering methods, best practices identification, activity modeling, facilitation, interviewing, training, change management, organizational development, and process redesign implementation.

13. Senior Analyst

Responsibilities: Performs high-level analytical/operation analyses for any section of mission oriented business integrated services. Provides special functional or technical expertise in general mission oriented business integrated services. Provides additional forms of knowledge

transfer as required. Works independently or under the general guidance of the Program Manager and in coordination with the Project Manager. Provides daily supervision and direction of the Analyst and the Associate Analyst.

Qualifications: BA or BS and 10 years of relevant experience; master's degree and eight years of relevant experience; PhD and four years of relevant experience; or 13 years of relevant experience. Relevant experience includes functional analysis and analytical methods. Specialized experience in the specific functional area of delivery orders as required.

14. Analyst

Responsibilities: Performs entry and mid-level analytical/operation analyses for any section of mission oriented business integrated services. Provides special functional or technical expertise in general mission oriented business integrated services. Works independently or under the general guidance of Senior Analyst.

Qualifications: BA or BS and four years of relevant experience; master's degree and three years of relevant experience; PhD and one year of relevant experience; or five years of relevant experience. Relevant experience includes functional analysis and analytical methods. Specialized experience in the specific functional area of delivery orders, as required.

15. Associate Analyst

Responsibilities: Performs entry analytical/operational analyses for any section of mission oriented business consulting services. Serves primarily as fact finder and primary document control specialist and handles multiple mission oriented business integrated services -related tasks.

Qualifications: BA or BS and two years of relevant experience; master's degree and one year of relevant experience; PhD in a relevant discipline; or three years of relevant experience. Relevant experience includes direct experience in work efforts involving the delivery of mission oriented business integrated services. Relevant disciplines include strategic planning, program evaluation, quality management services, process management, facilitation, work groups, survey design and implementation, and outsourcing studies and documentation.

LM Federal Healthcare, Inc.
Professional Services Schedule Rate Price List

Labor Category	3/15/14 - 3/14/15	3/15/15 - 3/14/16	3/15/16 - 3/14/17	3/15/17 - 3/14/18	3/15/18 - 3/14/19
Program Manager	\$150.06	\$153.90	\$157.84	\$161.88	\$166.02
Project Manager	\$118.60	\$121.64	\$124.75	\$127.94	\$131.22
Task Manager	\$93.10	\$95.49	\$97.93	\$100.44	\$103.01
Senior Project Administrator	\$45.20	\$46.36	\$47.54	\$48.76	\$50.01
Project Administrator	\$36.90	\$37.85	\$38.81	\$39.81	\$40.83
Associate Project Administrator	\$29.88	\$30.64	\$31.42	\$32.23	\$33.05
Principal Consultant	\$167.48	\$171.77	\$176.17	\$180.68	\$185.30
Senior Consultant	\$120.51	\$123.59	\$126.76	\$130.00	\$133.33
Consultant	\$87.92	\$90.18	\$92.48	\$94.85	\$97.28
Associate Consultant	\$54.39	\$55.78	\$57.21	\$58.67	\$60.17
Principal BPR Specialist	\$139.51	\$143.08	\$146.75	\$150.50	\$154.36
Senior BPR Specialist	\$96.10	\$98.56	\$101.08	\$103.67	\$106.32
Senior Analyst	\$79.78	\$81.82	\$83.92	\$86.07	\$88.27
Analyst	\$67.52	\$69.24	\$71.02	\$72.83	\$74.70
Associate Analyst	\$49.35	\$50.62	\$51.91	\$53.24	\$54.60

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire PSS 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 CFR 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.