

<b>DYE MANAGEMENT GROUP</b> <b>GS-10F-0175L Price List</b>	
SINS 874-1 and 874-2 CONSULTING SERVICES AND FACILITATION SERVICES	
President	\$250.25
Senior Vice President	\$242.25
Vice President	\$242.25
Practice Leader	\$171.17
Senior Project Manager	\$177.45
Project Manager	\$144.26
Senior Consultant	\$119.70
Consultant	\$90.25
Associate Consultant	\$69.82
Technical Writer	\$59.85
Clerical/Production	\$42.75

## **A. President**

**Job Title:** President

**General Experience:** This position requires a minimum of 15 years of management consulting experience providing business improvement and related services to government clients. Experience includes: executive level management and direction on client engagements, experience in project definition and development of analysis methodologies, creation of competitive analytical strategies, and the application of contemporary best practice. A president has expertise in project estimation and resource planning efforts and in resolving project issues, around methodology, implementation requirements, business benefits, and client expectations, and timing. A president often serves as a program director or a project director responsible for ensuring the application of soundness analytical approach and methodologies and is able to develop recommendations. Other experience includes coordinating multiple projects and team, and assisting clients in achieving desired program results.

**Functional Responsibilities:** Serves as Project Director, Program Manager or Quality Assurance Officer for client engagements to develop and implement strategic planning, business development and organizational management for business improvement engagements for customer. Establishes and validates project goals, identifies business and technical review focus groups, and conducts stakeholder interviews. Examines business and technical direction, business models, evaluates business practices, and existing documentation of customer. Applies methodologies and industry understanding to the identified issues to develop a redesigned process that achieves project

goals. Facilitates policy committees involving legislator and agency directors to review findings and recommendations.

**Minimum Education:** Master's degree or equivalent experience.

**Minimum Experience:** At least 15+ years of functional experience in one of the following areas: governmental management consulting and organizational development, business administration, or a closely related field.

## **B. Vice President/Senior Vice President**

**Job Title:** Vice President/Senior Vice President

**General Experience:** This position requires a minimum of 15 years of management consulting experience providing business improvement and related services to government clients. Experience includes: executive level management and direction on client engagements, experience in project definition and development of analysis methodologies, creation of recommendations and implementation strategies, and application of best practices to the client agencies business areas. Works with the Project Director and senior client staff to identify potential technical and overall project problem areas and designs a strategy for addressing them. This position is proficient in reviewing analysis results, recommendations implementation plans, and project deliverables to maintain a standard of consistency and quality.

**Functional Responsibilities:** Provides management and technical review, industry insight, issue resolution, and overall quality assurance. The Vice President/Senior Vice President play a leadership role establishing and developing the office, supervising office staff, building the team, conducting business development and directing consulting engagements in their practice area. These positions bring experience gained through providing outstanding management consulting services to the public sector. May serve as Senior Project Manager or Quality Assurance Officer for client engagements. Establishes what the strategic goals and objectives for the business areas should be in order to achieve client's mission. Develops overall strategy, budget, and conducting stakeholder interviews. Reviews and approves client invoices and changes in scope. Conducts project wrap-up meeting to formally review deliverables and ensure client satisfaction with results.

**Minimum Education:** Master's degree or equivalent experience.

**Minimum Experience:** 15 years experience related to the area of assignment, with a minimum of seven years consulting and/or project management experience.

## **C. Practice Leader**

**Job Title:** Practice Leader

**General Experience:** This position requires a minimum of 10 years of management consulting experience providing business improvement and related services to government clients. Experience includes: executive level management and direction on client engagements, experience in project definition and development of analysis methodologies, creation of recommendations and implementation strategies, and application of best practices to the client agencies business areas. Works with the Project Director and senior client staff to identify potential technical and overall project problem areas and designs a strategy for addressing them. This position is proficient in reviewing analysis results, recommendations implementation plans, and project deliverables to maintain a standard of consistency and quality.

**Functional Responsibilities:** Provides management and technical review, industry perspective, issue resolution, and specialized expertise in practice area to clients. The Practice Leader is responsible for all quality assurance and developing methodologies in their practice area. This position brings experience gained through providing outstanding management consulting services to the public sector. May serve as Senior Project Manager or Quality Assurance Officer for client engagements. Develops overall strategy, budget, and conducts stakeholder interviews. Conducts project wrap-up meeting to formally review deliverables and ensure client satisfaction with results.

**Minimum Education:** Master's degree or equivalent experience.

**Minimum Experience:** 10 years experience related to the area of assignment, with a minimum of seven years consulting and/or project management experience.

## **D. Senior Project Manager**

**Job Title:** Senior Project Manager

Directs a practice area and oversees projects and project staff. Develops project methods, objectives and supporting project/work plans and writes summary and final reports. Develops research and solution methodologies and delivery of services. Makes and manages work assignments of major clients and multiple project teams. Assists in the development of original client work plans and provides ongoing quality control for major bodies of work.

**Minimum Education:** Master's degree or equivalent experience.

**Minimum Experience:** Minimum of eight years experience related to the area of assignment, with a minimum of five years consulting and/or project management experience with a planning/development focus.

## **E. Project Manager**

**Job Title:** Project Manager

Manages consulting projects and/or large-scale client engagements. Develops project work plans consistent with client requirements, contractual agreements and/or scope documents and project schedules/timelines. Consults with the client to determine and define project needs/issues, and to determine the scope of investigation required to develop solutions. Leads project team members consisting of senior consultants, consultants, associate consultants and subcontractors in the development or application of appropriate research methods and procedures based on client requirements and the project work plan. Responsible for all project administration and documentation including project status reporting and reporting on results of research and analysis to practice leaders and clients.

**Minimum Education:** Bachelor's degree.

**Minimum Experience:** Minimum of six years related consulting experience and/or training.

## **F. Senior Consultant**

**Job Title:** Senior Consultant

Leads specific tasks of the project effort to define the client's needs or problem areas, and to determine the scope of investigation required to develop effective solutions. Assists the project manager in the development of the project work plan and in identifying research data and appropriate methodologies for application to project tasks/objectives. Works directly with client in gathering information, formulating research/analysis approach, developing deliverables, and hands-on problem solving.

**Minimum Education:** Bachelor's degree.

**Minimum Experience:** Minimum of five years related consulting experience and/or training.

## **G. Consultant**

**Job Title:** Consultant

Participates in defining the client's need or problem area, and in determining the scope of investigation required to develop effective solutions. Gathers data through observation, system analysis, process review, review of client materials/documentation and/or client interviews to identify core business processes, systems or needs. Researches data sources and conducts studies and/or surveys on need or problem to obtain additional or benchmarking data required for appropriate analysis and solution development. Analyzes

data to determine solution such as: establishment of formal policies and procedures, installation of alternate methods and procedures, changes in processing methods and practices, modification of equipment or systems, or redesign of products or services. Writes summary reports of research processes, findings, and recommendations.

**Minimum Education:** Bachelor's degree.

**Minimum Experience:** Minimum of two years related experience and/or training.

## **H. Associate Consultant**

**Job Title:** Associate Consultant

Provides data collection, tabulation, research, and documentation. Assists project teams in documenting project status and client meetings and/or requirements. Assists in the planning and logistics of focus group meetings and other client meetings. Assists consultants in gathering and analyzing data through the development and maintenance of databases and spreadsheets. Researches data sources and tabulates and summarizes data from studies and/or surveys. Assists consultants in analysis and development of solutions and recommendations as required.

**Minimum Education:** Bachelor's degree or equivalent training and experience

**Minimum Experience:** Minimum of one year work experience.

## **I. Technical Writer**

**Job Title:** Technical Writer

Produces well-written, coherent, and convincing text. Edits and proofreads text written by others to ensure clarity, consistency, spelling, usage, mechanics, style and flow of all documents. Produces summaries, final reports and abstracts from existing information or reports.

**Minimum Education:** Bachelor's degree or equivalent training and experience

**Minimum Experience:** Minimum of one year work experience.

## **J. Clerical/Production**

**Job Title:** Clerical/Production

Performs word processing tasks, including formatting, editing and structuring documents according to client and company standards. Creates and manipulates MS Word and Excel styles and templates. Assists in the

preparation of oral and electronic presentation materials, including slides and MS PowerPoint presentations. Creates and/or assists others in the creation of color business charts, tables, and diagrams. Produces final products for delivery through various media, including hard copy or electronic transmission.

**Minimum Education:** High school diploma

**Minimum Experience:** Minimum of one year work experience