



Contract Holder

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

McLeod Group, LLC is a management consulting firm providing trusted advice, management support, and technical services to leaders in business, not-for-profit, and the public sector. McLeod's senior and executive consultants work directly with owners, executives, and staff to achieve clarity on their most difficult management issues. McLeod helps clients identify key value strategies; diagnose and cure organizational performance problems; build strong management teams; and facilitate multi-party planning/ problem solving. McLeod has helped clients create strategies and operational improvements for more than \$3 billion of business portfolios.

Awarded Special Item Number (SIN)

874-1: Integrated Consulting Services.

McLeod Group, LLC

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Contract Number: GS-10F-0257X

Period Covered by Contract: May20,2011– May19,2016

General Services Administration
Federal Supply Service

Pricelist current through PS-0007, effective July 29, 2013

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 <http://www.GSAAdvantage.gov>. Agencies can also browse GSA Advantage! by accessing the Federal Supply Service's Home Page via the Internet at <http://www.fss.gsa.gov/>

CUSTOMER INFORMATION

1a. PRICING TABLE

SIN	Labor Category	GSA Rate from 5-20-13 to 5-19-14	GSA Rate from 5-20-14 to 5-19-15	GSA Rate from 5-20-15 to 5-19-16	Unit of Issue
874-1	Managing Director	\$390.93	\$399.53	\$408.32	Hourly
874-1	Director	\$357.29	\$365.15	\$373.18	Hourly
874-1	Facilitator/Mediator	\$297.05	\$303.59	\$310.26	Hourly
874-1	Senior Manager	\$280.72	\$286.90	\$293.21	Hourly
874-1	Manager	\$255.20	\$260.81	\$266.55	Hourly
874-1	Senior Consultant	\$173.55	\$177.37	\$181.27	Hourly
874-1	Consultant	\$148.55	\$151.82	\$155.16	Hourly
874-1	Analyst	\$122.17	\$124.86	\$127.60	Hourly
874-1	Project Support	\$93.82	\$95.88	\$97.99	Hourly

1b. LABOR CATEGORY DESCRIPTIONS

Relevant SIN:	871-1: Integrated Consulting Services
Title:	Managing Director
Functional Duties/Responsibilities:	Provides executive oversight and leadership to clients and consulting teams for organizational diagnostics, process improvement, applied leadership, and multi-party problem solving. Provides clients with executive coaching services and may direct and/or oversee multiple points of client engagement.
Minimum Education Level:	Graduate degree in business administration, public policy, or related field
Required/Supplemental Certification:	None
Minimum Experience Requirements:	15 years experience in strategy, consulting, management, mediation, or related field
Substitution Methodology:	None

Relevant SIN:	871-1: Integrated Consulting Services
Title:	Director
Functional Duties/Responsibilities:	Provides executive leadership to clients and consulting teams for organizational diagnostics, process improvement, applied leadership, and multi-party problem solving. May oversee multiple parallel engagements.
Minimum Education Level:	Graduate degree in business administration, public policy, or related field
Required/Supplemental Certification:	None
Minimum Experience Requirements:	15 years experience in strategy, consulting, management, mediation, or related field
Substitution Methodology:	None

Relevant SIN:	871-1: Integrated Consulting Services
Title:	Facilitator/Mediator
Functional Duties/Responsibilities:	Provides mediation and facilitation services for meeting management, multi-party problem solving, inter-agency coordination, and complex problem solving.
Minimum Education Level:	Bachelor's degree in business administration, public policy, or related field
Required/Supplemental Certification:	None
Minimum Experience Requirements:	8 years experience in strategy, consulting, management, mediation, or related field
Substitution Methodology:	Master's degree and 5 years relevant experience

Relevant SIN:	871-1: Integrated Consulting Services
Title:	Senior Manager
Functional Duties/Responsibilities:	Advises clients on strategy, organizational design, operational improvements, leadership issues, and multi-party problem solving. Is a demonstrated leader in consulting and facilitation fields. Leads program management and implementation of complex task orders. Trains and develops staff, coordinates additional consulting resources as required.
Minimum Education Level:	Graduate degree in business administration, public policy, or related field
Required/Supplemental Certification:	None
Minimum Experience Requirements:	10 years experience in strategy, consulting, management, mediation, or related field
Substitution Methodology:	Bachelor's degree plus 15 years related experience may be substituted for graduate degree.

Relevant SIN:	871-1: Integrated Consulting Services
Title:	Manager
Functional Duties/Responsibilities:	Advises clients on strategy, organizational design, operational improvements, leadership issues, and multi party problem-solving. Is a demonstrated leader in consulting and facilitation fields. Independently leads program management and implementation of complex task orders.
Minimum Education Level:	Graduate Degree
Required/Supplemental Certification:	None
Minimum Experience Requirements:	8 years experience in strategy, consulting, management, mediation, or related field
Substitution Methodology:	Bachelor's degree plus 10 years experience

Relevant SIN:	871-1: Integrated Consulting Services
Title:	Senior Consultant
Functional Duties/Responsibilities:	Assists clients on to develop and implement strategic plans, revise organizational design, and generate operational improvements. Helps identify and diagnose leadership issues and implement frameworks for multi-party problem solving. Is an emerging expert in consulting and facilitation fields.
Minimum Education Level:	Bachelor's degree in business administration, public policy, or related field
Required/Supplemental Certification:	None
Minimum Experience Requirements:	6 years experience in strategy, consulting, management, mediation, or related field
Substitution Methodology:	None

Relevant SIN:	871-1: Integrated Consulting Services
Title:	Consultant
Functional Duties/Responsibilities:	Supports staff at all levels in technical, administrative and contractual activities in relevant project areas. Produces/reviews substantive and/or complex technical documentation reflecting detailed knowledge of business processes identified in the SOW. Subjects shall include but not be limited to analysis of mission, program goals and objectives; requirements analysis; organizational performance assessment; special studies and analysis; requirements analysis; cost and cost-performance trade-off analysis; feasibility analysis; regulatory compliance support; technology design and evaluation; training and facilitation. Interfaces with government personnel. Assists staff at all levels with expertise in programmatic specialty areas to supplement written and oral reports to company management and government representatives, including the government COR
Minimum Education Level:	Bachelor's degree in business administration, public policy, or related field
Required/Supplemental Certification:	None
Minimum Experience Requirements:	4 years progressive analytical and programmatic experience in relevant field with demonstrated skill in , and understanding of technical business factors
Substitution Methodology:	6 years of specialized work experience

Relevant SIN:	871-1: Integrated Consulting Services
Title:	Analyst
Functional Duties/Responsibilities:	Reviews and evaluates data and information from databases and computer generated documents/reports. Uses analytic methodologies, principles, and techniques for conducting research, review, and analysis of technical, financial, and management-related documents and data. Performs general analyst functions including data collection and modeling, assessments of computer generated reports, data extraction, and report generation. Provides analytical support for engineering and technical evaluations; management and financial record keeping, tracking, and reporting; and validation of information on source documentation. Develops communication products summarizing findings. May be required to oversee the work of lower level support staff.
Minimum Education Level:	Bachelor's degree in business administration, public policy, or related field
Required/Supplemental Certification:	None
Minimum Experience Requirements:	2 year progressive analytical and programmatic experience in relevant field. Experienced in techniques for conducting research, review, and analysis of technical, financial, and management-related documents and data.
Substitution Methodology:	4 years of specialized work experience

Relevant SIN:	871-1: Integrated Consulting Services
Title:	Project Support
Functional Duties/Responsibilities:	Provides general project support including document development and data processing support in areas related to the SOW. Provides document assembly and data support to all levels of staff as required.
Minimum Education Level:	Associate's degree
Required/Supplemental Certification:	None
Minimum Experience Requirements:	1 year progressive analytical and programmatic experience in relevant field. Experienced in techniques for conducting research, review, and analysis of technical, financial, and management-related documents and data.
Substitution Methodology:	4 years of specialized work experience

2. Maximum order: The Contractor is not obligated to honor any order for a combination of items in excess of these amounts:

<u>ITEMNUMBER/SIN</u>	<u>MAXIMUMORDER</u>
All SINS	\$1,000.000.00

3. Minimum order: The minimum dollar value of orders to be issued is \$100.

4. Geographic coverage (delivery area):

Domestic delivery is delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

Overseas delivery is delivery to points outside of the 48 contiguous states, Washington, DC, Alaska, Hawaii, Puerto Rico, and U.S. Territories.

The Geographic Scope of Contract will be domestic delivery only.

5. Point of production: Columbia, MD, USA.
6. Discount from list prices or statement of net price: Prices are Net priced.
7. Quantity discounts: None.
8. Prompt payment terms: None.
9. Notification that Government purchase cards are accepted at or below the micro-purchase threshold and at or above the micro-purchase threshold:

Credit cards **will** be acceptable for payments below the micro-purchase threshold.

Credit cards **will** be acceptable for payments above the micro-purchase threshold.

10. Foreign items (list items by country of origin):

None. 11a. Time of delivery: As mutually agreed.

11b. Expedited Delivery: As mutually agreed.

- 11c. Urgent Requirements: When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.
12. F.O.B. point: Destination
- 13a. Ordering address:
8860 Columbia 100 Parkway
Suite 301
Columbia, MD 21045
- 13b. Ordering information telephone number: (301) 706-2129
- 13c. 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:
8860 Columbia 100 Parkway
Suite 301
Columbia, MD 21045
15. Warranty provision: None.
16. Export packing charges: Not applicable.
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Not applicable.
18. Terms and conditions of rental, maintenance, and repair: Not applicable.
19. Terms and conditions of installation: Not applicable.
- 20a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: Not applicable.

- 20b. Terms and conditions for any other services: Not applicable.
- 21. List of service and distribution points: Not applicable.
- 22. List of participating dealers: Not applicable.
- 23. Preventive maintenance: 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 (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/: Not applicable.
- 25. Data Universal Number System (DUNS) number: 624008905
- 26. Contractor's Taxpayer Identification Number (TIN): 20-0984928
- 27. Notification regarding registration in System for Award Management (SAM) database.

McLeod Group, LLC has registered with the System for Award Management Database.

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire MOBIS 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 wage determination number. Failure to do so may result in cancellation of the contract.