



savantage solutions

General Services Administration

Federal Supply Service

Authorized Federal Supply Schedule Price List

On line access to contract ordering information, terms and conditions, up to date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu driven database system. The INTERNET address for GSA Advantage! is:

GSAAdvantage.gov.

Mission Oriented Business Integrated Services (MOBIS)

FSC GROUP: 874

FSC Class 8742

Special Item Number: 874-1 Integrated Consulting Services

Contract Number: GS-10F-0399S

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

Contract Period: September 7, 2001 – September 6, 2016

Prices shown herein are Net (discount deducted).

Contact Information

Savantage Financial Services Inc. (dba Savantage Solutions)

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Rockville, MD 20850

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www.savantage.net

Business Size: Large

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Section 1: Customer Information

1a) Awarded Special Item Number (SIN):

SIN 874-1 Integrated Consulting Services (see pages 4-6 for item description; awarded price on page 9)

1b) Identification of the lowest priced model number and lowest unit price: N/A

1c) Description of all corresponding commercial job titles, experience, functional responsibility and education: (see pages 7-8)

2. Maximum order: \$1,000,000.00

3. Minimum order: \$100.00

4. Geographic coverage (delivery area): FOB Destination, “Domestic and Overseas Delivery”, the exact delivery time to be specified in Individual Delivery/Task Orders

5. Point(s) of production (city, county, and State or foreign country): N/A

6. Discounts: Prices are Net of discounts.

7. Quantity discounts: Not Offered

8. Prompt payment terms: 0%, Net 30

9a) Notification that Government purchase cards are accepted at or below the micro-purchase threshold. Accepted

9b) Notification that Government purchase cards are accepted or not accepted above the micro-purchase threshold. Accepted

10. Foreign items (list items by country of origin): None

11a) Time of delivery: As specified on Individual/Task Order.

11b) Expedited Delivery: Negotiated by Task Order.

11c) Overnight and 2-day delivery: N/A

11d) Urgent Requirements: Contact the Contractor’s representative.

12. F.O.B. point(s): N/A

13a) Ordering address(es): -as indicated on quotation, or-

Savantage Solutions

Attention: Kelly Moore
1355 Piccard Drive, Suite 425
Rockville, MD 20850.

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):

Savantage Solutions
1355 Piccard Drive, Suite 425
Rockville, MD 20850.

15. Warranty provision: None

16. Export packing charges, if applicable: N/A

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): No limit.

18. Terms and conditions of rental, maintenance, and repair (if applicable): N/A

19. Terms and conditions of installation (if applicable): N/A

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from prices lists (if applicable): N/A

20a) Terms and conditions for any other services (if applicable): N/A

21. List of service and distribution points (if applicable): N/A

22. List of participating dealers (if applicable): N/A

23. Preventive maintenance (if applicable): N/A

24a) Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): N/A

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 professional services offered by Savantage are technical, managerial and advisory services which are not generally considered Electronic and Information Technology (EIT) and which are not provided by the government to employees or to the public. Section 508 Compliance does not apply to these services. If these services are ordered in support of agency requirements relating to EIT applications, products and services provided to employees or to the public, then, Savantage will address Section 508 Compliance requirements as set out in a Task Order or Statement of Work.

25. Data Universal Number System (DUNS) number: 87-818-7012

26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered.

27. Uncompensated Overtime Policy: Savantage complies with all Department of Labor and applicable State regulations including those concerning nonexempt employees. Savantage pays all hourly persons for all hours worked and, where required by DOL regulations, premium overtime pay. All exempt, full-time employees are salaried and are not paid for time worked in excess of 40 hours per week. All labor rates proposed by Savantage are based on a 40-hour week.

28. Service Contract Act: The Service Contract Act (SCA) is applicable to this contract and as it applies to the entire Mission Oriented Business Integrated Services (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 applicable wage determination (WD) number. Failure to do so may result in cancellation of the contract.



Section 2: SIN 874-1 Integrated Consulting Services Description

Savantage is a recognized leader in providing the Federal Government agencies with strategic advisory services supporting financial management and business process transformation. Savantage supports the MOBIS goals and objectives by providing services that facilitate the agencies' response to dynamic, evolutionary influences and mandates, and enable them to meet and improve mission performance requirements. The following table provides a description of our approach to providing high quality, timely, and efficient integrated consulting services to meet mission requirements requiring integrated solutions.

Approach to Providing Integrated Consulting Services Under MOBIS

Providing expert advice, assistance, guidance or counseling in support of mission oriented business functions. This may include studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts.

We offer expertise in several areas of organizational consulting and strategic planning. They include:

- Performance and management competencies assessments
- Coaching and personal development
- Change management design and counsel
- Information collection for surveys and analysis
- Design/develop training & development programs design
- Design and development of organizational processes
- Development of performance improvement tools
- Design and implementation of communication/action strategies
- Facilitation of meetings and team building events
- Organizational alignment
- Office systems improvement and team development
- Provide executive/management support
- Strategic/action planning and implementation support

Strategic, Business and action planning

Savantage conducts strategic, business and action planning by engaging leaders, teams, and units within the client organization in the creation and execution of the business strategy, linking unit plans and people's daily work to strategic goals. We work with management teams to ensure clarity and agreement about the strategic direction, and provides advice and tools to align the objectives and activities of all groups in the organization toward a common purpose.

High performance work

It is essential that every member of an organization understands and commits to the business' strategy — as stated in the brand, mission, vision or values — for a government agency to be successful in achieving its mission. The Savantage's strategic approach to employee engagement and communication, based on strong diagnostics and executed with the innovative use of print and interactive techniques, helps leaders communicate with employees and engage them in ways that create a high-performing organization.



Approach to Providing Integrated Consulting Services Under MOBIS

Process and productivity improvement

A cornerstone of the Savantage's service philosophy is continuous process improvement. Savantage has extensive and successful experience in providing continuous process improvements through performance measurement in professional business environments. Savantage uses performance measurement results to assess performance and plan actions for driving continuous process improvement. In addition, our application of continuous improvement processes keeps a watchful eye on the future to ensure we continue to comply with evolving policy directives, standards, and management initiatives. Furthermore, as a component of our quality assurance surveillance plan for each contract, we commit to meeting specific and increasing targets for performance against these parameters over contract lifecycles. This is especially effective on time and materials task orders where this commitment results in a significantly lower risk to the government, as well as best value solutions.

Systems alignment

We work with government organizations to ensure that the enterprise strategies and systems align throughout their organization and take into account interoperability with other related systems – such as financial and travel, payroll and HR systems, etc. We conduct cost-benefit analysis to make recommendations aimed at optimizing government systems. For example, a cost-benefit analysis could include analysis of whether a government agency should consider migrating functions to centers of excellence versus making enhancements to legacy systems.

Leadership systems

Effective leadership extends beyond selecting and developing a critical mass of individual leaders to the development of leadership as a property of the whole system. Effective leadership is a product of the connections and relationships among the parts of the system and is dependent on choosing leadership strategies that address the challenges faced by an entire organization.

We work with our clients to enhance core competencies, perform strategic alignment of organizational needs, increase the availability of technical and business resources and infrastructure, and align resources with the organization's mission. We conduct customized research and training, networking, and strategy sessions to provide government leadership with the insight, relevant information, and relationships that help decision-makers lead their organizations more effectively.

Organizational assessments

Organizational assessments help leaders develop an accurate picture of the current state of their organization. They help leaders understand how to leverage improvements for the future by identifying key drivers of outcomes such as employee engagement. Savantage's offerings range from broad climate surveys to employment brand studies, to internal communication audits. Organizational assessments often measure employee engagement and motivation, which are linked to productivity, performance and mission attainment.

The key to translating an agency's business strategy into performance is engaged, aligned, and skillful leaders. We develop leaders who have the competencies required for the organization's strategic success. We perform enterprise-wide assessments for roles such as an organization's leadership and other mission critical occupations. By performing gap analysis against defined requirements, we help our clients determine action plans to help close gaps through focused training, recruiting, mentoring, or other approach.



Approach to Providing Integrated Consulting Services Under MOBIS

Performance measures and indicators, Program audits and Evaluations

We are experienced at working with organizations to understand their specific requirements and to help them tailor a system that meets their demands. Utilizing a human performance technology (HPT) approach, our performance consultants provide expert guidance and assistance with process and performance improvement.

Our performance consultants focus on understanding performance gaps at the organizational, process, and job/performer levels. Each performance solution is generally unique to a client and their specific problem but a typical engagement generally involves one or more of the following activities:

- Problem/opportunity definition
- Analysis, interviews, observation, and surveys
- Organizational redesign and development
- Strategic planning, process and job redesign, measurement systems, training, and performance support
- Implementation, awards and bonuses, incentive plans, pay plans, training delivery, and workplace relocation or refurbishment
- Evaluation, ongoing measurement, and surveys

Customized training

Many government projects require extensive change management support, including customized training development and delivery. We provide cost-effective learning solutions that bridge knowledge gaps and increase organizational performance. Our training approach focuses on the learner, not the event. Guided by current adult learning theory and leading edge instructional technology, we develop blended solutions that empower users to learn in the classroom or wherever they need to ensure personnel can learn while they perform their mission-critical roles.



Section 3: Labor Category Descriptions

The following table provides the labor category definitions including responsibilities and minimum requirements for experience, education, and training.

Labor Category Definitions

Labor Category	Description	Education Requirements
Vice President	Vice President who serves as executive point of contact for the project. Responsible for project oversight, strategic planning and quality assurance. Interacts with management personnel assigned to the engagement and is responsible for decisions made with respect to any technical or administrative matters encountered. Approves the engagement planning and is responsible for the timeliness and quality of services and issuance of final reports. Provides subject matter expertise. Demonstrated ability to conduct detailed quantitative analysis. 10+ years of experience in leading and providing technical direction of projects comparable to those described in the GSA Schedule.	Masters Degree or Equivalent Experience*
Senior Manager	Senior Manager responsible for oversight and management of project personnel. Has primary responsibility for supervising the engagement and is responsible for the successful completion of all required tasks. Manages the overall performance of the contract and reports to the Program Leader. Acts as primary professional representative, responsible for project and strategic planning, provides subject matter expertise and guidance. Conducts on-site quality control of work. 8+ years experience in managing similar projects	Bachelors Degree or Equivalent Experience*
Subject Matter Expert	Manager providing subject matter expertise in specific functional experience in functional area. Demonstrated ability to conduct detailed quantitative analysis. Plans, conducts, and directs research on tasks necessitating the organization and application of innovative approaches. 7+ years experience in managing similar projects.	Bachelors Degree or Equivalent Experience*

Labor Category	Description	Education Requirements
Manager	<p>Manages one or more several specific tasks within scope of project. Provides day-to-day project management. Directs the completion of project specific tasks within estimated time frames and budget constraints. Has primary responsibility for implementation of specific task orders and conducts detailed quality control of all associated work. Delivers presentations and leads client meetings. Reports to Senior Manager. 5-7 years experience in managing similar projects.</p>	<p>Bachelors Degree or Equivalent Experience*</p>
Senior Consultant	<p>Senior Consultant responsible for implementation of specific tasks or subtask within the scope of project. The responsibilities include reviewing deliverables and reports; directing consultants and analysts; ensuring that assignments are carried out within the budgeted time and within delivery commitments; and helping resolve issues and problems as they arise. Reports to Manager. 3-5 years experience in managing similar projects.</p>	<p>Bachelors Degree or Equivalent Experience*</p>
Consultant	<p>Consultant member of project team. 2-3 years experience. Interfaces with the client on a day-to-day basis. Supports the completion of project specific tasks within estimated time frames and budget constraints. Support presentations and client meetings.</p>	<p>Bachelors Degree or Equivalent Experience*</p>
Analyst	<p>Consultant member of project team. 0-1 years experience. Interfaces with the client on a day-to-day basis. Supports the completion of project specific tasks within estimated time frames and budget constraints. Support presentations and client meetings. May provide administrative support as needed.</p>	<p>Associates Degree or Equivalent Experience*</p>

**One year of experience is equal to one year of schooling.*

Section 4: Schedule of Charges

SIN 874-1 Integrated Consulting Services

MOBIS SIN	Skill Category - MOBIS	GSA Offered Rate Plus IFF (On site / Off site) YEAR 1
874-1	Vice President	\$199.00
874-1	Senior Manager	\$143.00
874-1	Subject Matter Expert	\$130.00
874-1	Manager	\$124.00
874-1	Senior Consultant	\$106.00
874-1	Consultant	\$96.00
874-1	Analyst	\$65.00