CG Strategy Catalog of Services: Fiscal Year 2022

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 GSA Advantage!® is: GSAA Advantage.gov.

Multiple Award Schedule

Federal Supply Class Group: Professional Services

GSA Schedule Contract # GS-10F-106CA

Contract Period:
July 10, 2020 – July 9, 2025
(Price list current as of Modification # PS-0014 effective July 21, 2020)

CG Strategy

1501 Wilson Blvd., Suite 1050
Arlington, VA 22209-2469
Phone: 703-527-7001
Fax: 703-527-1150
www.cgstrategy.com

Contract Administrator:
Amy Cowart
Email: amy.cowart@cgstrategy.com
Mobile: 703-310-8883

Business Size: Woman-Owned Small Business

For more information on ordering from Federal Supply Schedules, go to GSA Schedules page at GSA.gov.

Prices Shown Herein are Net (discount deducted).
Customer Information

1a. Table of awarded special item numbers (SINS) with appropriate description.

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>OLM</td>
<td>Order Level Materials (OLM)</td>
</tr>
</tbody>
</table>

1b. Identification of the lowest priced model number and the lowest unit price for that model for each SIN awarded in the contract.
Not Applicable.

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided.
Please refer to our current price list attached (see Page 8).

2. Maximum order.
$1,000,000.00

3. Minimum order.
$100.00

4. Geographic coverage (delivery area).
Domestic (50 United States and US Territories)

5. Point(s) of production (city, county, and State or foreign country).
Arlington, Virginia.

6. Discount from list prices or statement of net price.
Federal Government pricing shown in pricing tables provided. (Discounts have already been negotiated by GSA and are included in the price lists shown.)

7. Quantity discounts.
1% discount on all single orders exceeding $150,000, 2% discount on all single orders exceeding $300,000, 5% discount on all single orders exceeding $500,000.

8. Prompt payment terms.
1%, 10 days, NET 30 days.
Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.
9. Foreign items (list items by country of origin).
Not applicable.

10a. Time of delivery. (Contractor insert number of days.)
Specified on task order.

10b. Expedited delivery.
Please contact CG Strategy for expedited delivery.

10c. Overnight and 2-day delivery.
Please contact CG Strategy for overnight and 2-day delivery.

10d. Urgent requirements.
Please contact CG Strategy for urgent requirements.

11. F.O.B. point(s).
Destination

12a. Ordering address.
CG Strategy
P.O. Box 40607
Arlington, VA 22204
Phone: 703-527-7001
Fax: 703-527-1150
Website: www.cgstrategy.com

12b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), are found in Federal Acquisition Regulation (FAR) 8.405-3.

13. Payment address.
CG Strategy
P.O. Box 40607
Arlington, VA 22204
Phone: 703-527-7001
Fax: 703-527-1150

14. Warranty provision.
Not applicable

15. Export packing charges, if applicable.
Not applicable

16. Terms and conditions of rental, maintenance, and repair (if applicable).
Not applicable
17. Terms and conditions of installation (if applicable).
Not applicable

18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable).
Not applicable

18b. Terms and conditions for any other services (if applicable).
Not applicable

19. List of service and distribution points (if applicable).
Not applicable

20. List of participating dealers (if applicable).
Not applicable

21. Preventive maintenance (if applicable).
Not applicable

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants).
Not applicable

22b. 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 he found at www.Section508.gov/.
Not applicable

23. Unique Entity Identifier (EUI) number.
838295400

24. Notification regarding registration in System for Award Management (SAM) database.
CG Strategy is registered and active in SAM.

Service Contract Labor Standards (SCLS).
The Service Contract Labor Standards (SCLS), formerly the Service Contract Act (SCA), apply to this contract as they apply to the entire Multiple Award Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS 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 SCLS eligible labor categories. If and/or when we add SCLS labor categories/employees to the contract through the modification process, we will inform our Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of our contract.
Overview of CG Strategy

CG Strategy (CGS) has been guiding change efforts and conducting assessments for individuals, groups, and organizations since 1989. We have worked with Federal, State, and Local governments as well as private companies and not-for-profit associations. Working with all levels of an organization, we have designed and implemented change strategies for a diverse array of clients.

CGS provides tailor-made consulting services to meet the unique needs of each and every client. We bring a variety of methodologies, tools, and techniques to the organization. We have learned that the ability to adapt our approach and draw from our toolbox is our key to success. This allows us to be flexible as the needs of the organization evolve.

As a current offeror of services under the Federal Supply Schedule, CGS has developed an approach with Government clients leading to high customer satisfaction. CGS professionals pride themselves on consistent high-quality service and exacting attention to detail. CGS believes in the collaborative consulting model because it makes the client and the consultant partners in problem solving. Further, we believe in taking the time to establish a “social contract” with every client so that roles, responsibilities, control, requirements and communication issues are worked out up front, and provide a point of reference as needs change with either partner.

To learn more about the variety of services that we offer, please visit our website at www.cgstrategy.com.
Management and Financial Consulting, Acquisition and Grants
Management Support, and Business Program and Project Management Services

Our approach to working with clients begins with understanding the outcomes the individual, group, or organization hopes to achieve. Our experience has been that alignment around outcomes empowers people to solve business problems. It moves people away from “my solution vs. your solution” to “how are we going to achieve our common outcomes?” Then, as we are creating solutions, we get stakeholders involved with understanding our common needs and interests and solicit their support and buy-in which in turn prepares us for implementation.

Additionally, we are known for adapting and customizing our approach to meet specific client needs. We bring a variety of methodologies, tools, and techniques to the organization. We have learned that the ability to adapt our approach and draw from our toolbox is our key to success. This allows us to be flexible as the needs of the organization evolve.

Lastly, we believe strongly that due to our reliable approach, our clients are able to sustain the change once we leave. To that end, we model the behaviors we believe will make our clients successful, teach them tools to use into the future, leave them with job aids, and coach them through the effort.

CGS provides a wide array of facilitation services. In its purest sense we see our role as facilitator as being a neutral “process guide” helping groups achieve results in content areas by making sure the process to achieve those results is well thought out and executed.

We have developed guidelines that help us accomplish the results our clients want. They are:
1. Insisting on advanced planning and preparation for facilitated events;
2. Building client ownership of agendas and outcomes;
3. Role clarification of “content leaders,” facilitators, and participants;
4. Ground-rules to establish norms for events that are tailored and appropriate; and
5. Consistent demonstration of neutrality during facilitated events.

Given our expertise in change management, process reengineering, and organizational transformation, coupled with our expertise in psychometrics, we take a very different approach to the design and implementation of measurement projects. We view each of our measurement, assessment, or evaluation efforts as a window for organizational change. Every time we design a survey, we consider how the data can serve to improve organizational performance. Behind customer and/or employee satisfaction measurement or evaluation projects is the implied expectation to change how the organization does business.

Our team has developed and analyzed hundreds of surveys (web-based, telephone, and pen-and-paper) for hundreds of thousands of participants. Our experts have advanced degrees in measurement and statistical analysis. Drawing from our years of experience, we regularly custom-design surveys for our clients. With our help, leaders use the results of our data collection efforts to make important strategic decisions.
CGS assessment services include:
1. Survey Design and Analysis: Customer, Employee, Member
2. Survey-Driven Organizational Development
3. Program Evaluation
4. Performance Measurement Development
5. Organizational Evaluation
6. Performance Management Design
7. Visual Management Systems
8. Statistical Analysis and Psychometrics Consulting

**CONTRACT YEARS 6-10**

**PRICE LIST FOR SIN 541611**

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Minimum Education Level</th>
<th>Minimum Years of Experience</th>
<th>Year 6</th>
<th>Year 7</th>
<th>Year 8</th>
<th>Year 9</th>
<th>Year 10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principal Consultant II</td>
<td>Masters</td>
<td>15</td>
<td>$273.00</td>
<td>$278.73</td>
<td>$284.58</td>
<td>$290.56</td>
<td>$296.66</td>
</tr>
<tr>
<td>Principal Consultant</td>
<td>Masters</td>
<td>10</td>
<td>$264.14</td>
<td>$269.69</td>
<td>$275.35</td>
<td>$281.13</td>
<td>$287.04</td>
</tr>
<tr>
<td>Senior Consultant II / Project Manager</td>
<td>Bachelors</td>
<td>8</td>
<td>$225.75</td>
<td>$230.49</td>
<td>$235.33</td>
<td>$240.28</td>
<td>$245.32</td>
</tr>
<tr>
<td>Senior Consultant</td>
<td>Bachelors</td>
<td>6</td>
<td>$198.45</td>
<td>$202.62</td>
<td>$206.87</td>
<td>$211.22</td>
<td>$215.65</td>
</tr>
<tr>
<td>Consultant</td>
<td>Bachelors</td>
<td>4</td>
<td>$165.00</td>
<td>$168.46</td>
<td>$172.00</td>
<td>$175.61</td>
<td>$179.30</td>
</tr>
<tr>
<td>Analyst</td>
<td>Bachelors</td>
<td>2</td>
<td>$101.85</td>
<td>$103.99</td>
<td>$106.18</td>
<td>$108.41</td>
<td>$110.68</td>
</tr>
</tbody>
</table>
**GSA Multiple Award Schedule (MAS) LABOR CATEGORY DESCRIPTIONS**

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Functional Responsibilities</th>
<th>Minimum Education</th>
<th>Minimum Years of Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principal Consultant II</td>
<td>Provides project leadership over large projects, including strategic direction, project management, and the oversight of cost, schedule, and performance measurement. Performs work that is highly complex and varied in nature. Develops integrated solutions to resolve multifaceted business issues. Responsible for team performance.</td>
<td>Master’s Degree</td>
<td>15</td>
</tr>
<tr>
<td>Principal Consultant</td>
<td>Provides project leadership, including strategic direction, project management, and the oversight of cost, schedule, and performance measurement. Performs work that is highly complex and varied in nature. Contributes to integrated solutions that resolve multifaceted business issues. Responsible for team performance.</td>
<td>Master’s Degree</td>
<td>10</td>
</tr>
<tr>
<td>Senior Consultant II / Project Manager</td>
<td>Provides project management, including the oversight of cost, schedule, and performance measurement. Responsible for team performance.</td>
<td>Master’s Degree</td>
<td>8</td>
</tr>
<tr>
<td>Senior Consultant</td>
<td>Responsible for the advancement of integrated business objectives under the guidance of project managers and senior leadership.</td>
<td>Bachelor’s Degree</td>
<td>6</td>
</tr>
<tr>
<td>Consultant</td>
<td>Performs work, under the direction of project managers and senior project leadership, to advance business objectives.</td>
<td>Bachelor’s Degree</td>
<td>4</td>
</tr>
<tr>
<td>Analyst</td>
<td>Performs analysis, under the direction of project managers and senior project leadership, to advance business objectives.</td>
<td>Bachelor’s Degree</td>
<td>2</td>
</tr>
</tbody>
</table>

**GSA MAS LABOR CATEGORY SUBSTITUTION METHODOLOGIES**

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Substitution Methodology for Education</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principal Consultant II</td>
<td>Bachelor’s degree and 20 years of work experience</td>
</tr>
<tr>
<td>Principal Consultant</td>
<td>Bachelor’s degree and 15 years of work experience</td>
</tr>
<tr>
<td>Senior Consultant II / Project Manager</td>
<td>Bachelor’s degree and 12 years of work experience</td>
</tr>
<tr>
<td>Senior Consultant</td>
<td>No substitution</td>
</tr>
<tr>
<td>Consultant</td>
<td>No substitution</td>
</tr>
<tr>
<td>Analyst</td>
<td>Associate’s degree and 5 years of work experience</td>
</tr>
</tbody>
</table>

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