



Federal Supply Schedule Catalog & Pricelist Information Technology Professional Services



Beacon Partners, Inc.
Contract Number: GS-35F-0862R

AUTHORIZED FEDERAL SUPPLY SERVICE
INFORMATION TECHNOLOGY SCHEDULE PRICELIST
GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY
EQUIPMENT, SOFTWARE AND SERVICES

Special Item No. 132-51 Information Technology Professional Services

Note: All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchased separately.

SIN 132-51 – INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES

- FPDS Code D306 IT Systems Analysis Services
- FPDS Code D308 Programming Services
- FPDS Code D311 IT Data Conversion Services
- FPDS Code D399 Other Information Technology Services, Not Elsewhere Classified

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Contract Number: GS-35F-0862R

Period Covered by Contract: 9/14/05 – 9/14/2010

General Services Administration
Federal Supply Service
Pricelist, dated 4/10/2009
Current through Modification # FX65, dated 12/30/2008

Products and ordering information in this Authorized FSS Technology Schedule Pricelist are also available on the GSA Advantage System. Agencies can browse GSA Advantage by accessing the Federal Supply Service's Home Page via the Internet at <http://www.fss.gsa.gov/>



BEACON PARTNERS has provided a wide range of consulting services to health care organizations for over fifteen years. Our consultants are health care specialists with an average of sixteen years of experience in the industry. We offer strategic management, revenue cycle, clinical and information technology consulting services to health care organizations throughout the country. Our approach is client focused and results oriented. Only when our clients are able to independently achieve their organizational goals do we consider ourselves successful.

Beacon Partners is a health care consulting firm built on four ideals: knowledge, experience, credibility, and value. We believe our clients deserve nothing less.

➤ ***Knowledge***

You won't find a consulting firm with a greater collective knowledge of the health care industry than Beacon Partners. That's due to the fact that many of our consultants have spent significant time on the other side of the fence. They've held numerous administrative, executive and advisory positions within the health care industry. They know first hand the problems you're facing and, more importantly, the best way to address them.

➤ ***Experience***

Beacon Partners has been in business since 1989, operating exclusively in the health care field. We've experienced the sweeping changes that have altered the landscape of the industry over the years. It may seem trite to claim that nothing surprises us, but considering all the transformations in health care policy that we've dealt with over the past decade-and-a-half, it's true. With an understanding of the past we can give our clients more control of the future.

➤ ***Credibility***

Beacon Partners is independent from technology product vendors, so our recommendations are based on what is best for our clients. We work closely with our clients to assess their challenges and provide cost effective solutions with measurable results. Our engagement standards include quality control, status reports and follow-up. The best gauge of our credibility and success is the large volume of referral and repeat business we get, and the positive post-engagement feedback we receive from our clients.

➤ ***Value***

Value is a word that everyone uses, but few can define. Our value comes from the notion that we offer our clients the benefit of our extensive knowledge and unmatched experience at reasonable rates. We pride ourselves on being personal, accessible and accountable for our work, which is why we say there's no better value in the business.



Our Mission:

Beacon Partners is committed to providing quality, professional consulting services to both public and private health care organizations interested in maximizing their effectiveness in providing quality medical services. We approach each engagement with a customized methodology that meets the objectives of the individual client. The end result is a satisfied client who can move forward independently to successfully achieve organizational goals.

To learn more about Beacon Partners' health care consulting services, call 1-800-4BEACON or e-mail us at govtcontracts@beaconpartners.com. Please visit our web site at www.beaconpartners.com for more information.



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INFORMATION FOR ORDERING ACTIVITIES
APPLICABLE TO ALL SPECIAL ITEM NUMBERS

SPECIAL NOTICE TO AGENCIES: Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micro purchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage!TM on-line shopping service (www.fss.gsa.gov). The catalogs/pricelists, GSA Advantage!TM and the Federal Supply Service Home Page (www.fss.gsa.gov) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micro purchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

1. Geographic Scope of Contract:

The Geographic Scope of this Contract will be domestic delivery only.

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.

2. Contractor's Ordering Address and Payment Information:

Ordering Address:



**Beacon Partners, Inc.
97 Libbey Parkway
Suite 310
Weymouth, MA 02189-3101**

Payment Address:

**Beacon Partners, Inc.
97 Libbey Parkway
Suite 310
Weymouth, MA 02189-3101**

Contractors are required to accept credit cards for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Credit cards will be acceptable for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

The following telephone number(s) can be used by ordering activities to obtain technical and/or ordering assistance:

- **1-800-4BEACON**
- **1-781-982-8400**

LIABILITY FOR INJURY OR DAMAGE

The Contractor shall not be liable for any injury to ordering activity personnel or damage to ordering activity property arising from the use of equipment maintained by the Contractor, unless such injury or damage is due to the fault or negligence of the Contractor.

4. Statistical Data for Government Ordering Office Completion of Standard Form 279:

Block 9: G. Order/Modification Under Federal Schedule:

Block 16: Data Universal Numbering System (DUNS) Number: **82-845-2099**

Block 30: Type of Contractor - **Other Small Business**

Block 31: Woman-Owned Small Business – **No**

Block 36: Contractor's Taxpayer Identification Number (TIN): **04-3159950**



- 4a. CAGE Code: **411X3**
- 4b. Contractor **has** registered with the Central Contractor Registration Database.

- 5. FOB Destination

6. DELIVERY SCHEDULE

A. TIME OF DELIVERY: The Contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below:

SPECIAL ITEM NUMBER DELIVERY TIME (Days ARO)

132-51 To be negotiated between Agency and Contractor

B. 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.

- 7. Discounts: Prices shown are NET Prices; Basic Discounts have been deducted.

Prompt Payment: 1 % - 20 days from receipt of invoice or date of acceptance, whichever is later.

- 8. Trade Agreements Act of 1979, as amended:

All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.

- 9. Statement Concerning Availability of Export Packing:

Not applicable for this SIN 132-51

- 10. Small Requirements: The minimum dollar value of orders to be issued is **\$ 100.00.**



11. Maximum Order (All dollar amounts are exclusive of any discount for prompt payment.)
The Maximum Order value for the following Special Item Number 132-51 Information Technology (IT) Professional Services is \$500,000

12. ORDERING PROCEDURES FOR FEDERAL SUPPLY SCHEDULE CONTRACTS
Ordering activities shall use the ordering procedures of Federal Acquisition Regulation (FAR) 8.405 when placing an order or establishing a BPA for supplies or services. These procedures apply to all schedules.
 - a. FAR 8.405-1 Ordering procedures for supplies, and services not requiring a statement of work.
 - b. FAR 8.405-2 Ordering procedures for services requiring a statement of work.

13. FEDERAL INFORMATION TECHNOLOGY/TELECOMMUNICATION STANDARDS REQUIREMENTS:
Ordering activities acquiring products from this Schedule must comply with the provisions of the Federal Standards Program, as appropriate (reference: NIST Federal Standards Index). Inquiries to determine whether or not specific products listed herein comply with Federal Information Processing Standards (FIPS) or Federal Telecommunication Standards (FED-STDS), which are cited by ordering activities, shall be responded to promptly by the Contractor.

- 13.1 FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS PUBS):
Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650.



13.2 FEDERAL TELECOMMUNICATION STANDARDS (FED-STDS):

Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDS) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD." Federal Telecommunication Standards are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDS should be obtained from the GSA, Federal Supply Service, Specification Section, 470 East L'Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number (202)619-8925. Please include a self-addressed mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number (301)975-2833.

14. CONTRACTOR TASKS / SPECIAL REQUIREMENTS (C-FSS-370) (NOV 2001)

- (a) Security Clearances: The Contractor may be required to obtain/possess varying levels of security clearances in the performance of orders issued under this contract. All costs associated with obtaining/possessing such security clearances should be factored into the price offered under the Multiple Award Schedule.
- (b) Travel: The Contractor may be required to travel in performance of orders issued under this contract. Allowable travel and per diem charges are governed by Pub .L. 99-234 and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule. The Industrial Funding Fee does NOT apply to travel and per diem charges.

NOTE: Refer to FAR Part 31.205-46 Travel Costs, for allowable costs that pertain to official company business travel in regards to this contract.

- (c) Certifications, Licenses and Accreditations: As a commercial practice, the Contractor may be required to obtain/possess any variety of certifications, licenses and accreditations for specific FSC/service code classifications offered. All costs associated with obtaining/ possessing such certifications, licenses and accreditations should be factored into the price offered under the Multiple Award Schedule program.
- (d) Insurance: As a commercial practice, the Contractor may be required to obtain/possess insurance coverage for specific FSC/service code classifications offered. All costs associated with obtaining/possessing such insurance should be factored into the price offered under the Multiple Award Schedule program.



- (e) Personnel: The Contractor may be required to provide key personnel, resumes or skill category descriptions in the performance of orders issued under this contract. Ordering activities may require agency approval of additions or replacements to key personnel.
- (f) Organizational Conflicts of Interest: Where there may be an organizational conflict of interest as determined by the ordering agency, the Contractor's participation in such order may be restricted in accordance with FAR Part 9.5.
- (g) Documentation/Standards: The Contractor may be requested to provide products or services in accordance with rules, regulations, OMB orders, standards and documentation as specified by the agency's order.
- (h) Data/Deliverable Requirements: Any required data/deliverables at the ordering level will be as specified or negotiated in the agency's order.
- (i) Government-Furnished Property: As specified by the agency's order, the Government may provide property, equipment, materials or resources as necessary.
- (j) Availability of Funds: Many Government agencies' operating funds are appropriated for a specific fiscal year. Funds may not be presently available for any orders placed under the contract or any option year. The Government's obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made. No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.

15. CONTRACT ADMINISTRATION FOR ORDERING ACTIVITIES:

Any ordering activity, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraphs (l) Termination for the ordering activity's convenience, and (m) Termination for Cause (See C.1.)

16. GSA Advantage!

GSA Advantage! is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. GSA Advantage! will allow the user to perform various searches across all contracts including, but not limited to:

- (1) Manufacturer;
- (2) Manufacturer's Part Number; and
- (3) Product categories.



Agencies can browse GSA Advantage! by accessing the Internet World Wide Web utilizing a browser (ex.: NetScape). The Internet address is <http://www.fss.gsa.gov/>.

17. PURCHASE OF OPEN MARKET ITEMS

NOTE: Open Market Items are also known as incidental items, noncontract items, non-Schedule items, and items not on a Federal Supply Schedule contract. ODCs (Other Direct Costs) are not part of this contract and should be treated as open market purchases. Ordering Activities procuring open market items must follow FAR 8.402(f).

For administrative convenience, an ordering activity contracting officer may add items not on the Federal Supply Multiple Award Schedule (MAS) -- referred to as open market items -- to a Federal Supply Schedule blanket purchase agreement (BPA) or an individual task or delivery order, **only if-**

- (1) All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Supply Schedule have been followed (e.g., publicizing (Part 5), competition requirements (Part 6), acquisition of commercial items (Part 12), contracting methods (Parts 13, 14, and 15), and small business programs (Part 19));
- (2) The ordering activity contracting officer has determined the price for the items not on the Federal Supply Schedule is fair and reasonable;
- (3) The items are clearly labeled on the order as items not on the Federal Supply Schedule; and
- (4) All clauses applicable to items not on the Federal Supply Schedule are included in the order.

18. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS

a. For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:

- (1) Time of delivery/installation quotations for individual orders;
- (2) Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/service/software package submitted in response to requirements which result in orders under this schedule contract.
- (3) Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the Contractor.



b. The above is not intended to encompass items not currently covered by the GSA Schedule contract.

19. OVERSEAS ACTIVITIES

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelist outside the 48 contiguous states and the District of Columbia, except as indicated below:

Not Applicable to this Contract

Upon request of the Contractor, the ordering activity may provide the Contractor with logistics support, as available, in accordance with all applicable ordering activity regulations. Such ordering activity support will be provided on a reimbursable basis, and will only be provided to the Contractor's technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.

20. BLANKET PURCHASE AGREEMENTS (BPAs)

The use of BPAs under any schedule contract to fill repetitive needs for supplies or services is allowable. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPA and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). Ordering activities shall follow FAR 8.405-3 when creating and implementing BPA(s).

21. CONTRACTOR TEAM ARRANGEMENTS

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74, Industrial Funding Fee and Sales Reporting, i.e., each contractor (team member) must report sales and remit the IFF for all products and services provided under its individual contract.

22. INSTALLATION, DEINSTALLATION, REINSTALLATION

The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of \$2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic



employed directly upon the site of the work shall received less than the prevailing wage rates as determined by the Secretary of Labor. The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services. For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract. However, if the construction, alteration or repair is segregable and exceeds \$2,000, then the requirements of the Davis-Bacon Act applies.

The ordering activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act. The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, deinstallation, and reinstallation services under SIN 132-8.

23. SECTION 508 COMPLIANCE.

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following:

www.beaconpartners.com

The EIT standard can be found at: www.Section508.gov/.

24. PRIME CONTRACTOR ORDERING FROM FEDERAL SUPPLY SCHEDULES.

Prime Contractors (on cost reimbursement contracts) placing orders under Federal Supply Schedules, on behalf of an ordering activity, shall follow the terms of the applicable schedule and authorization and include with each order –

(a) A copy of the authorization from the ordering activity with whom the contractor has the prime contract (unless a copy was previously furnished to the Federal Supply Schedule contractor); and

(b) The following statement:

This order is placed under written authorization from _____ dated _____. In the event of any inconsistency between the terms and conditions of this order and those of your Federal Supply Schedule contract, the latter will govern.

25. INSURANCE—WORK ON A GOVERNMENT INSTALLATION (JAN 1997)(FAR 52.228-5)



- (a) The Contractor shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.
- (b) Before commencing work under this contract, the Contractor shall notify the Contracting Officer in writing that the required insurance has been obtained. The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government's interest shall not be effective—
 - (1) For such period as the laws of the State in which this contract is to be performed prescribe; or
 - (2) Until 30 days after the insurer or the Contractor gives written notice to the Contracting Officer, whichever period is longer.
- (c) The Contractor shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. The Contractor shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.

26. SOFTWARE INTEROPERABILITY.

Offerors are encouraged to identify within their software items any component interfaces that support open standard interoperability. An item's interface may be identified as interoperable on the basis of participation in a Government agency-sponsored program or in an independent organization program. Interfaces may be identified by reference to an interface registered in the component registry located at <http://www.core.gov>.

27. ADVANCE PAYMENTS

A payment under this contract to provide a service or deliver an article for the United States Government may not be more than the value of the service already provided or the article already delivered. Advance or pre-payment is not authorized or allowed under this contract. (31 U.S.C. 3324)



TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 132-51)

1. SCOPE

- a. The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services apply exclusively to IT Services within the scope of this Information Technology Schedule.
- b. The Contractor shall provide services at the Contractor's facility and/or at the ordering activity location, as agreed to by the Contractor and the ordering activity.

2. PERFORMANCE INCENTIVES

- a. Performance incentives may be agreed upon between the Contractor and the ordering activity on individual fixed price orders or Blanket Purchase Agreements under this contract in accordance with this clause.
- b. The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
- c. Incentives should be designed to relate results achieved by the contractor to specified targets. To the maximum extent practicable, ordering activities shall consider establishing incentives where performance is critical to the ordering activity's mission and incentives are likely to motivate the contractor. Incentives shall be based on objectively measurable tasks.

3. ORDER

- a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) 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.
- b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.



4. PERFORMANCE OF SERVICES

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.
- c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
- d. Any Contractor travel required in the performance of IT Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

5. STOP-WORK ORDER (FAR 52.242-15) (AUG 1989)

- (a) The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically identified as a stop-work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either-
 - (1) Cancel the stop-work order; or
 - (2) Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.
- (b) If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if-
 - (1) The stop-work order results in an increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of this contract; and
 - (2) The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer



decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.

(c) If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.

(d) If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.

6. INSPECTION OF SERVICES

The Inspection of Services–Fixed Price (AUG 1996) (Deviation – May 2003) clause at FAR 52.246-4 applies to firm-fixed price orders placed under this contract. The Inspection–Time-and-Materials and Labor-Hour (JAN 1986) (Deviation – May 2003) clause at FAR 52.246-6 applies to time-and-materials and labor-hour orders placed under this contract.

7. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (Deviation – May 2003) Rights in Data – General, may apply.

8. RESPONSIBILITIES OF THE ORDERING ACTIVITY

Subject to security regulations, the ordering activity shall permit Contractor access to all facilities necessary to perform the requisite IT Services.

9. INDEPENDENT CONTRACTOR

All IT Services performed by the Contractor under the terms of this contract shall be as an independent Contractor, and not as an agent or employee of the ordering activity.

10. ORGANIZATIONAL CONFLICTS OF INTEREST

A. Definitions:

“Contractor” means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.



“Contractor and its affiliates” and “Contractor or its affiliates” refers to the Contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the Contractor, any entity into or with which the Contractor subsequently merges or affiliates, or any other successor or assignee of the Contractor.

An “Organizational conflict of interest” exists when the nature of the work to be performed under a proposed ordering activity contract, without some restriction on ordering activities by the Contractor and its affiliates, may either (i) result in an unfair competitive advantage to the Contractor or its affiliates or (ii) impair the Contractor’s or its affiliates’ objectivity in performing contract work.

B. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the ordering activity, ordering activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations elated to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

11. INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for IT services. Progress payments may be authorized by the ordering activity 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.

12. PAYMENTS

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003)) applies to labor-hour orders placed under this contract.



13. RESUMES

Resumes shall be provided to the GSA Contracting Officer or the user ordering activity upon request.

14. INCIDENTAL SUPPORT COSTS

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

15. APPROVAL OF SUBCONTRACTS

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

16. DESCRIPTION OF IT SERVICES AND PRICING

a. The Contractor shall provide a description of each type of IT Service offered under Special Item Number 132-51. IT Services should be presented in the same manner as the Contractor sells to its commercial and other ordering activity customers. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles (labor categories) for those individuals who will perform the service should be provided.

b. Pricing for all IT Services shall be in accordance with the Contractor's customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices.

Note: All non-professional labor categories must be incidental to and used solely to support hardware, software, and/or professional services and cannot be purchased separately.

INFORMATION TECHNOLOGY CONSULTING SERVICES OVERVIEW

Beacon Partners provides information technology ("IT") consulting services to public and private health care organizations throughout the country. Our IT experience includes Clinical, Financial and Administrative systems. Beacon Partners approach is client focused and results oriented. We approach each engagement with a proven methodology that can be customized to meet the objectives of the individual client. Our focus is on the alignment of processes with



technology to maximize our clients’ investment. The end result is a satisfied client who can move forward independently to successfully achieve its organizational goals.

Beacon Partners now offers via the GSA Schedule 70 contract, IT consulting services to government health care organizations interested in maximizing their effectiveness in utilizing information technology to deliver quality health care services. This table summarizes the types of health care clients we service as well as our software vendor and software application expertise.

<u>Clientele</u>	<u>Vendors</u>	<u>Applications</u>
➤ Physician Groups	➤ GE Healthcare	➤ Electronic Health Records/CPOE
➤ Hospitals	➤ (IDX)	➤ Radiology/PACS
➤ Integrated Delivery Networks	➤ MEDITECH	➤ Data Warehouse
➤ Academic Medical Centers	➤ Cerner	➤ Order Entry
➤ Health Plans	➤ EPIC	➤ Laboratory Information Systems
	➤ Siemens	➤ ADT
	➤ McKesson	➤ Billing & Collections / Accounts Receivable
	➤ Allscripts	➤ Enterprise Scheduling
	➤ eClinicalWorks	➤ Case Mix / Abstracting
	➤ NextGen	➤ Accounts Payable / General Ledger / Fixed Assets
	➤ Eclipsys	➤ Business Intelligence / Performance Management
		➤ Materials Management
		➤ Managed Care Systems

IT PROFESSIONAL SERVICES

The following information is a general overview of our IT professional service offerings. More information about these services and our organization can be found on our web site, www.beaconpartners.com.

CLINICAL SERVICES CONSULTING

Clinical Consulting

Health care organizations both public and private are faced with many challenges affecting fiscal stability, patient safety and care, and evolving technologies - including the implementation of clinical information systems. Beacon Partners assists its clients with:



- Change Management, Training and Process Redesign: Work with clients to identify challenges and opportunities with implementing technology in the clinical setting. We assist clients with the transition process by providing recommendations on process redesign and training as well as communicating changes to the client's workforce.
- Clinical Workflow Assessments: Review patient workflow during the encounter process, and recommend improvements through the utilization of technology and/or changes to manual processes. We will also assess the impact of implementing new technology on patient flow.
- Integration Analysis: Analyze the exchange of data between clinical and other systems within the enterprise and identify opportunities to add new data and/or systems to current exchange of clinical information.
- Project Management: Provide leadership through change management, and implementation of recommendations from process redesign and workflow assessments.

Clinical IT Assessments

Beacon Partners provides assessment and implementation services focused on upgrading, replacing or implementing entirely new clinical information systems, and related change management and workflow redesign. Our methodology is comprehensive and addresses each component of the process. We follow three primary steps focused on determining the *need* for change versus the *desire* for change, critical requirements versus nice to have functionality, impact of integrating new systems and functionality with existing technology and benefits to the organization, both tangible and intangible.

STRATEGIC SERVICES CONSULTING

Information System Search & Selection

Selecting a new clinical, administrative, and financial information system or technology requires organizations to first determine operational requirements, then assess the market for vendors who can provide a solution to best meet those needs. Our consultants have extensive experience in guiding clients through the evaluation and selection process, and offer valuable insight to your organization. Our Search and Selection methodology includes.

- System Selection Governance and Requirements Assessment
- Request for Proposal ("RFP") Development
- Qualifying Vendors
- Evaluating and Measuring Vendor Responses
- Vendor Demonstrations

Information System Contract Negotiation



Successful information system contracting is about developing a long-term partnership between vendor and client. Our matrix-designed documentation of the Contract Negotiation dialogue is a streamlined audit trail methodology that ensures effective management of the process. We act as your liaison during vendor negotiations. Using an outside resource to assist in contract negotiations validates the negotiation process for senior leadership and expedites the internal approval process.

Beacon Partners is an independent consulting firm. We are not aligned with any HCIS vendors. We provide you with clear objectives to develop contract terms and conditions that meet your organizational requirements that in the end will provide the basis for a strong partnership with the selected HIT vendor.

Information Technology Strategic Planning

Beacon Partners facilitates a team-oriented approach to IT planning. We believe in a collaborative effort, including the formation of a planning team to develop a detailed strategic plan, and a steering committee to guide the efforts. Our approach examines an organization's vision, application gaps, staffing, technical management, infrastructure, vendor relationships, and all other aspects of the IT environment, plus IT's fit with operations and business strategic plans. All areas must be in balance for IT to provide the maximum benefit to the strategic direction of your organization. Our strategic planning process includes the following objectives:

- Identify emerging technologies in health care to support the strategic direction of your organization
- Define the IT framework necessary to position the organization for success in the next decade
- Quantify the level of investment necessary to sustain your information systems at three levels:
 - (1) Survival,
 - (2) Progressive,
 - (3) Visionary.
- Build the business case by evaluating the cost / benefit of your new IT plan.

Outsourcing Advisory Services

With over 15 years in the health care industry Beacon Partners has a unique perspective on what it takes to successfully *outsource information technology or business processes*. Our approach facilitates the due diligence process to identify the outsourcing objectives and expectations, and to find the right partner for success. The right service provider can obtain great returns on investment with a focus on consolidation and standardizations, letting the client focus on the company's core strategic vision.

Beacon Partners **Outsourcing Advisory** services include:

- Strategy Development



- Management Structure
- Business Case
- Evaluation of Risk
- Evaluation of Vendors
- Human Capital
- Service Level Agreements (SLA)

APPLICATION IMPLEMENTATION & SUPPORT SERVICES CONSULTING

Application Implementation and Support

Beacon Partners utilizes a structured methodology to guide the implementation of new clinical, financial and administrative information systems, upgrades to existing systems, or maximizing your existing system. Depending on the type of application being implemented, we insure that Patient Safety, HIPAA, patient access, and physician workflows are part of the discussion. Our application implementation methodology is comprised of six key phases including:

- Project Management
- Project Team Planning
- Project Kick Off
- System Design
- Configuration Building
- System Simulation Testing and Training
- Go Live Implementation and Support

Beacon Partners also provides both long term and short application support services to its clients. These services can be used to provide additional resources to support a system implementation, or can fill open positions that are temporarily not filled.

TECHNICAL SERVICES

Enterprise Application Integration and Custom Programming Solutions

Utilizing a wide variety of leading-edge software utilities and solution tools, Beacon Partners' technical consulting staff offers custom integration and programming solutions to enhance the systems you work with. Our technical consultants have experience with interface solutions and have developed custom programming solutions such as:

- Custom Interfaces, Reports, Applications
- Custom Data Warehouses & Repositories
- Automated Insurance Verification
- Data Extraction
- Conversions



- EDI Solutions (including 835/837, Claims/Remittance Solutions)

OPERATIONAL SERVICES CONSULTING

Information System and Process Optimization

Beacon Partners will work with a client to attain the highest and best use of their existing IT systems by reviewing implemented technology and how they are aligned with the workflows. Our work includes application assessment that consists of three levels of analysis; *Current State*, *Future State*, and *Gap Analysis*. The *Current State* analysis identifies the software applications as currently implemented, and the extent that they are utilized in operations. Our *Future State* analysis will provide the blue print for optimal software application utilization based on a “best practice” approach. A key component of this analysis is an operational workflow assessment. This process allows for a non-biased evaluation of the client’s unique requirements as well as operational issues surrounding software application functionality. Our *Gap Analysis* provides the foundation for development of a transition plan between current and future state. Specific areas to be addressed include critical success factors, project sponsorship requirements, key stakeholders, and potential obstacles

Revenue Cycle Management

At Beacon Partners we understand the unique requirements of managing the Revenue Cycle. Our Revenue Cycle Assessment involves intense review and analysis of existing processes, procedures, policies and system functionality. Our Revenue Cycle Process Improvement Methodology follows a well defined process that includes the following areas:

- Patient Access Assessment
- Charge Processing
- Claims Processing
- Denial Management
- Follow-Up Procedures
- Self Pay Collections
- Management Reports
- Implementation

Business Operations Support Services

In addition to Revenue Cycle Management, we offer services specifically focused on developing analyzing key performance indicators to measure business operations.

- **Reimbursement Analysis**
Determining if claims are being paid appropriately requires analysis of contracts, actual payments, EOB’s and fee schedules. Our **Reimbursement Analysis** includes all of these components along with an assessment to ensure that payments are posted according to the EOB and a process exists to file appeals for additional reimbursement when appropriate.



- **Benchmarks and Key Indicators**

Measuring the performance of a billing organization requires attention to detail, in-depth knowledge of the revenue cycle and experience in interpreting industry standards. Our approach to establishing **Benchmarks and Key Indicators** is to first understand the organization and the challenges faced on a daily basis. The goal of our engagement is to provide our clients with benchmarks that are meaningful in their unique environment and to establish indicators that can be measured effectively.

- **Staffing**

Our **Staffing Analysis** includes observations and interviews with key management and staff, along with assessment of the organizational mission and what it takes to achieve its objectives. Beacon Partners focuses on development of a staffing model that meets the needs of your organization, along with productivity benchmarks to measure performance and quality assurance measures to validate success.

Data Privacy & Security Compliance

Beacon Partners' **HIPAA Privacy Audit Consulting** is to identify those areas within your organization that are not conforming to your organization privacy policies and procedures, and implement improved processes to ensure compliance. The Privacy Audit follows a proven methodology for assessing quality, identifying areas of non-conformance, implementing solutions and monitoring progress.

The HIPAA Security Regulation represents an ongoing challenge for health care organizations to ensure the confidentiality of protected health information. Our **HIPAA Security Consulting** services focus on the Administrative, Physical, and Technical safeguards. Our hands-on approach ensures that the project is integrated with the implementation of other security measures and in accord with the *privacy* components of HIPAA.

Beacon Partner's privacy and security services will determine where HIPAA Covered Entities and its Business Associates need to modify existing or add new privacy and security policies and procedures to comply with the **HITECH Act of the American Recovery and Reinvestment Act**.

In addition, our privacy and security consulting services can include a review of our Client's compliance with the **Federal Trade Commission's "Red Flag" Rule** and compliance with **state level privacy and security regulations**, and the impact of regulations to its overall data privacy and security strategy.

Interim Management

Beacon Partners' interim management services provide relief during times of change and transition, to insure the stability of the organization. Our experience in management of health



care provider organizations crosses over many area of business, clinical and information technology.

Our **Interim Management** experience includes:

- Chief Information Officer
- Executive Director – Central Business Office
- Application Management
- System Management
- Billing & Collection Management
- Director – Information Systems

CONSULTANT QUALIFICATIONS AND PRICING

Our Consultants – the Key to your Success

Beacon Partners distinguishes itself from other consulting firms by hiring experienced health care professionals who were previous senior level managers of health care providers and vendors. With an average of 16 years of in the industry, this knowledge, experience and credibility provides a keen awareness of how information technology is utilized in the health care environment. Knowledge Experience and Credibility are the cornerstones of our consulting service offerings.

The following information describes the Beacon Partners consultant qualifications and pricing within the specific service area. Please note that the size and length of an engagement may affect and possibly reduce costs. In addition, there are alternative types of pricing such as milestone based contracts that we would consider.

Clinical Services Consultants

Clinical Consultants work with clients on technology assessments and adaptation, workflow redesign, best practices and cultural change management.

<i>Commercial Job Title:</i> 101 - Clinical Consultant
<i>Minimum/General Experience:</i> Clinical Consultants have on average 11 years of experience with health care consulting and/or clinical systems. They are experienced in clinical information systems process improvement and quality initiatives.
<i>Functional Responsibility:</i> Clinical Consultants perform workflow assessments and provide recommendations for improving operations. They also conduct



<p>electronic medical record (“EMR”) readiness assessment and facilitate change management in the health care organization. Clinical Consultants can provide interim management.</p>
<p>Education: RN or Allied Health Professional certification or appropriate experience with health care IT vendors or healthcare providers</p>
<p>Hourly Rate: \$158.18</p>

Strategic Services Consultants

Executive Consultants work with client senior leadership to develop and implement information technology strategies.

<p>Commercial Job Title: 201 - Strategic – Executive Consultant</p>
<p>Minimum/General Experience: Executive consultants have over 15 years experience in health care management consulting. They have held senior level management positions in health care organizations. They are knowledgeable of the health care software vendor marketplace and the commercial off-the shelf (“COTS”) clinical, financial and administrative software products. They use this knowledge as well as their experience to assist clients in developing information technology strategies.</p>
<p>Functional Responsibility: Executive Consultants work with clients to develop the organization’s IT strategic plan and identify emerging technologies to support the strategic direction of the client. They work with clients to evaluate the cost versus benefit of the strategic plan. Executive Consultants conduct information system search and selections, including system functionality analysis and requirements, and develop the request for proposal (“RFP”). They conduct contract negotiations with the vendor on behalf of the client, and coordinate all vendor activities including on and off site product demonstrations. They are project executives and maintain client relations with client senior leadership.</p>
<p>Education: Bachelor’s degree, advanced degree preferred and appropriate work experience with health care vendor or health care provider.</p>



Hourly Rate: \$181.35

Application Implementation and Support Services Consultants

Application Consultants work with clients to implement new clinical, financial or administrative systems. These consultants are experienced professionals having provided implementation services on other implementation projects.

Commercial Job Title: 301 - Application Implementation and Support Consultant
Minimum/General Experience: Beacon Partners Application Implementation and Support Consultants have 10 to 15 years work experience at health care provider, software vendor and/or consulting firm. Their experiences include the implementation of new clinical, financial and/or administrative systems and/or upgrades to existing systems. They are experienced members of implementation project teams and the responsible for critical deliverables in the project plan.
Functional Responsibility: Application Implementation and Support Consultants are members of a project team responsible for the implementation of new systems, or the application upgrades to existing systems. Their responsibilities include the design and build of application tables, dictionaries and files; development and executing of application testing scenarios; development of training material as well as end user documentation. They can provide interim application support during go-live and post-live environment.
Education: Bachelors' degree and/or appropriate work experience with health care IT vendor or health care provider.
Hourly Rate: \$136.01

Commercial Job Title: 302 - Senior Application Implementation and Support Consultant
Minimum/General Experience: Senior Application Implementation and Support Consultants have 15 to 20 years work experience in healthcare information systems, either at a health care provider, software vendor and/or consulting firm. They are experienced with clinical, financial and



administrative systems including needs assessment, implementations, and application upgrades.
<p>Functional Responsibility: Senior Application Implementation and Support Consultants have direct engagement responsibilities include enterprise wide system implementations and upgrades. Their System implementation tasks include leading clients through application configuration and design decisions. They review and build more complex system tables and dictionaries. They are responsible for the development and execution of system unit and integrated testing scenarios. Senior Application Implementation and Support Consultants may also develop training curriculum and material, and deliver training classes. They provide go-live application support which includes knowledge transfer and documentation. They may perform project management activities as assigned by their Manager.</p>
<p>Education: Bachelors’ degree and/or appropriate work experience with health care IT vendor or health care provider.</p>
<p>Hourly Rate: \$149.11</p>

Technical Services Consultants

Technical Consultants provide professional services using advanced commercial programming tools. Technical Consultants may also augment Beacon Partners project teams with their technical knowledge and experience with leading HCIS software systems.

<p>Commercial Job Title: 401 - Consultant</p>
<p>Minimum/General Experience: Technical Consultants have 5 to 10 years experience developing or advising on technical solutions to business and/or clinical operational issues. They are familiar with latest integration technologies and deployment protocols. They also have working knowledge of leading HCIS vendor programming tools.</p>
<p>Functional Responsibility: Technical Consultants are responsible for the design, development and implementation of custom interfaces, reports and applications. They are experienced with data warehouses and repositories, and extracting data from legacy systems. They are experienced with electronic data interchange (“EDI”) and the ANSI standards required by HIPAA. Technical Consultants are responsible for data conversions during system implementations.</p>



Education: Bachelors’ degree and/or appropriate work experience with health care IT vendor or health care provider.
Hourly Rate: \$149.11

Operational Services Consultants

Operational Consultants provide Revenue Cycle Management, system optimization, interim management solutions, operational assessments, project management, workflow redesign, policy & procedure development and staff modeling

Commercial Job Title: 502 - Senior Operational Consultant
Minimum/General Experience: Senior Operational Consultants have 15 to 20 years experience with accounts receivable and revenue cycle management in physician and hospital environments including front end and billing operations. They apply practical business experience to engagements based on their extensive experiences in health care operations.
Functional Responsibility: Senior Consultants assist clients with optimizing the utilization of the features and functionality of management information systems to improve business operations and increase the client’s return on investment (“ROI”). They are experienced in operational assessments, workflow redesign and process improvement implementations. Senior Consultants provide interim business operations management, including accounts receivable and revenue cycle management. They can develop and conduct training courses specifically designed to the client’s requirements.
Education: Bachelors’ degree and/or appropriate work experience with health care IT vendor or health care provider.
Hourly Rate: \$149.11

Beacon Partners Management Team



Beacon Partners Management Team provides direction and leadership in the delivery of IT professional consulting services. In addition, they can provide consulting services to client executives on strategic matters.

Commercial Job Title: 601 - Manager
<p>Minimum/General Experience: Managers have 10 to 15 years experience in the health care industry either in a health care provider, software vendor, and/or another consulting firm. They are experienced professionals who understand project management, meeting deadlines, and client satisfaction.</p> <p>Managers are experienced in the delivery of Clinical, Operational, Implementation and Technical consulting services.</p>
<p>Functional Responsibility: Managers have direct responsibility for the success of the project that they are assigned to, and are responsible for the completion of project deliverables. They provide project management including budget and resource management.</p> <p>They are responsible for ensuring compliance with Beacon Partners engagement standards and methodologies. This includes maintenance of project plans, project status reports and meetings. Managers are responsible for client relations and for ensuring quality assurance during the course of the engagement.</p> <p>Managers provide consulting services to client executives on strategic matters during an engagement.</p>
<p>Education: Bachelors' degree and/or appropriate work experience with health care IT vendor or health care provider. Clinical Managers will be an RN or have Allied Health Professional certification, have advanced degree, and/or have experience with clinical information systems.</p>
Hourly Rate: \$161.20

Commercial Job Title: 701 - Director
<p>Minimum/General Experience: Directors have 10 to 15 years work experience within the health care industry. They understand the impact of information technology on the delivery of health care services. They work with our clients to determine the most cost-effective use of outside</p>



resources.
<p><i>Functional Responsibility:</i> Directors supervise and mentor their direct reports and are ultimately responsible for the delivery of consulting services. They perform regular site visits to clients to develop and maintain client goodwill, communicate with consultants, obtain engagement updates and status, and facilitate client satisfaction. They report results to Beacon Partners leadership along with recommendations for improving service delivery.</p> <p>Directors are responsible for monitoring projects to ensure the tasks are completed on time and within budget. They work with the client and the project manager on any modifications to the engagement.</p> <p>Directors provide consulting services to client executives on strategic matters during an engagement.</p>
<p><i>Education:</i> Bachelor' degree and/or relevant experience working in a senior position of a health care provider, health care IT vendor or another consulting firm.</p>
<p><i>Hourly Rate:</i> \$176.31</p>

<p><i>Commercial Job Title:</i> 801 – Principle Consultant/Vice President</p>
<p><i>Minimum/General Experience:</i> Principle Consultants and Vice Presidents are experienced professionals responsible for a specific service area within Beacon Partners. They are experienced working with large, complex health care organizations, delivering cost-effective solutions.</p>
<p><i>Functional Responsibility:</i> Vice Presidents manage and are responsible for the overall direction, coordination, and evaluation of a consulting practice. They carry out executive supervisory responsibilities in accordance with the organization's policies and applicable laws.</p> <p>Principle Consultants and Vice Presidents provide consulting services to client executives on strategic matters during an engagement.</p>
<p><i>Education:</i> Master's degree (M. A.) or equivalent; or more than 15</p>



to 20 years related experience and/or training; or equivalent combination of education and experience with a health care IT vendor or health care provider.

Hourly Rate: \$201.50



INDUSTRY AFFILIATIONS

Beacon Partners is a proud member of the following national organizations.



Beacon Partners is proud to be a Diamond Corporate Member of HIMSS.

The Healthcare Information and Management Systems Society (HIMSS) provides leadership in healthcare for the advancement and management of information technology. Headquartered in Chicago, HIMSS provides services to more than 13,000 members, including IT health care corporations, firms and professionals from around the globe. Through the collaboration of 41 chapters and 20 special interest groups, HIMSS directs and shapes the healthcare industry, encourages emerging technology and promotes public policies that will improve healthcare delivery.

As a HIMSS corporate member, Beacon Partners will focus on expanding it's relationships with healthcare IT organizations in order to share experiences that will affect and advance industry issues, as well as to develop its IT knowledge and expertise of emerging technologies for the benefit of its clients. For more information visit www.himss.org.



Beacon Partners is proud to be a member of the CHIME Foundation.

The CHIME Foundation has been established to enable providers of H.I.S. products and services to support the educational initiatives of the College of Healthcare Information Management Executives (the College) organization, which represents more than 700 of the nation's leading healthcare CIOs. The Foundation also serves to educate its member organizations, enabling them to better address the needs of CIOs and the healthcare industry. For more information please visit www.cio-chime.org.



MGMATM *Corporate Affiliate*

Beacon Partners is proud to be a Corporate Affiliate of the MGMA.

The Medical Group Management Association (MGMA) is the nation's principal voice for medical group practice. MGMA's 19,000 members manage and lead 11,000 organizations in which approximately 220,000 physicians practice. MGMA leads the profession and assists members through information, education, networking and advocacy. MGMA's mission is to improve the effectiveness of medical group practices and the knowledge and skills of the individuals who manage/lead them. For more information on MGMA, visit www.mgma.com.

MUSE

Beacon Partners is a proud commercial member of MUSE.

MUSE is a non-profit organization of facilities that use the MEDITECH healthcare information system. MUSE is the largest independent MEDITECH users group in the world and has hundreds of hospital members throughout the world. Members include facilities using both the Magic and the Client/Server platforms of MEDITECH. For more information on MUSE, visit www.museweb.org.

AHIMA

The American Health Information Management Association (AHIMA) is the dynamic professional association that represents more than 46,000 specially educated health information management professionals who work throughout the healthcare industry. Health information management professionals serve the healthcare industry and the public by managing, analyzing, and utilizing data vital for patient care -- and making it accessible to healthcare providers when it is needed most. For more information on AHIMA please visit www.ahima.org.





The American Medical Informatics Association is a nonprofit 501(c)(3) membership organization of individuals, institutions, and corporations dedicated to developing and using information technologies to improve health care. For more information on AMIA visit www.amia.org.



**USA COMMITMENT TO PROMOTE
SMALL BUSINESS PARTICIPATION
PROCUREMENT PROGRAMS**

PREAMBLE

Beacon Partners provides commercial products and services to ordering activities. We are committed to promoting participation with small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

COMMITMENT

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact Peter M. Paulli.



BEST VALUE
BLANKET PURCHASE AGREEMENT
FEDERAL SUPPLY SCHEDULE

(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act (ordering activity) and **Beacon Partners** enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract(s) _____.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The end result is to create a purchasing mechanism for the ordering activity that works better and costs less.

Signatures

Ordering Activity		Contractor		Date
Date				



BPA NUMBER _____

(CUSTOMER NAME)
BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Supply Schedule Contract Number(s) _____, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (ordering activity):

(1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

MODEL NUMBER/PART NUMBER	*SPECIAL
BPA DISCOUNT/PRICE	

_____	_____
_____	_____
_____	_____

(2) Delivery:

DESTINATION	DELIVERY SCHEDULES / DATES
-------------	----------------------------

_____	_____
_____	_____
_____	_____

(3) The ordering activity estimates, but does not guarantee, that the volume of purchases through this agreement will be _____.

(4) This BPA does not obligate any funds.

(5) This BPA expires on _____ or at the end of the contract period, whichever is earlier.

(6) The following office(s) is hereby authorized to place orders under this BPA:

OFFICE	POINT OF CONTACT
--------	------------------

_____	_____
_____	_____
_____	_____

(7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

(8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

(a) Name of Contractor;



- (b) Contract Number;
 - (c) BPA Number;
 - (d) Model Number or National Stock Number (NSN);
 - (e) Purchase Order Number;
 - (f) Date of Purchase;
 - (g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
 - (h) Date of Shipment.
- (9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.
- (10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.



BASIC GUIDELINES FOR USING “CONTRACTOR TEAM ARRANGEMENTS”

Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to a ordering activity requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions or the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule Contractors may individually meet the customers needs, or -
- Federal Supply Schedule Contractors may individually submit a Schedules “Team Solution” to meet the customer’s requirement.
- Customers make a best value selection.