



PRODUCTIVE OUTCOMES

CAPITAL PROJECT PLANNING & DEVELOPMENT

General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Price List

Multiple Award Schedule (MAS)
FSC Group: Professional Services

Productive Outcomes LLC

**283 Pope Paul Path
Dallas, Georgia 30132
Phone: 470-800-5859
www.poadvisory.com**

Contract Number: 47QRAA23D002J

Contact Period: December 16, 2022 through December 15, 2027

Business Size: Small Business

Business Type: Small Disadvantaged Business, Veteran Owned Business

Contract Administrators

Thomas Paul, President and CEO, tom-paul@poadvisory.com
Sarah Moore, Director of Business Systems, sarah-moore@poadvisory.com

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

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: GSAAdvantage.gov.

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Information for Ordering Activities

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to item descriptions and awarded price(s):

SINs	Recovery SINs	SIN Description
541611	541611RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
541690	541690RC	Technical and Engineering Services (non-IT)

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.

541611 & 541690: Administrative \$67.66

2. Maximum Order: \$1,000,000.00
3. Minimum Order: \$5,000.00
4. Geographic Coverage (delivery Area): Worldwide
5. Point(s) of production (city, county, and state or foreign country): Productive Outcomes LLC
283 POPE PAUL PATH, Dallas, GA – 30132-1698, USA
6. Discount from list prices or statement of net price: Government net prices (discounts already deducted).
7. Quantity discounts:
2% for task orders between \$200,000.00 and \$350,000.00;
3% for task orders between \$350,000.00 and \$500,000.c0; and
5% for task orders over \$500,000.00
8. Prompt payment terms: Net 30 days
9. Foreign items (list items by country of origin): None
- 10a. Time of Delivery (Contractor insert number of days): Specified on the Task Order
- 10b. Expedited delivery: n/a
- 10c. Overnight and 2-day delivery: n/a
- 10d. Urgent Requirements: contact the Contractor's representative.

11. F.O.B Points(s): Destination
- 12a. Ordering Address(es): Same as Contractor
- 12b. 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.
13. Payment address(es): Same as company address
14. Warranty provision.: Contractor's standard commercial warranty.
15. Export Packing Charges (if applicable): N/A
16. Terms and conditions of rental, maintenance, and repair (if applicable): N/A
17. Terms and conditions of installation (if applicable): N/A
- 18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A
- 18b. Terms and conditions for any other services (if applicable): N/A
19. List of service and distribution points (if applicable): N/A
20. List of participating dealers (if applicable): N/A
21. Preventive maintenance (if applicable): N/A
- 22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). N/A
- 22b. Section 508 compliance: N/A
23. Unique Entity Identifier: M266JKW5LBG9
24. Notification regarding registration in System for Award Management (SAM) database: Registered

Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions; in Customer Information Item 8 per I-FSS-600.

Company Profile

Productive Outcomes LLC (PO Advisory) is a veteran-owned small business, specializing in solving rare challenges. We serve as trusted advisors to corporations, small businesses, government, and non-governmental organizations across the globe. Our unique problem solving approach turns insight in to action.

541611 - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

Our Management Consulting team specializes in management consulting and elevating performance of facilities and organizations – uniquely linking company high level performance measures to underlying technical and process drivers within. The benefits achieved for our customers include improved output with higher achievements in safety and quality, all at optimum cost. Production volatility and risk are reduced; employees are empowered and energized.

Service Offerings Include:

- *Management Consulting*
 - *Organizational Structure*
 - *Business Process Management*
 - *Key Performance Indicators*
 - *Performance Benchmarks*
 - *Optimization of Process Workflows*
 - *Business Health Analysis*
 - *Risk Assessment*
 - *Acquisition Support*
 - *Executive Coaching*
- *Strategic Consulting*
- *Executive Coaching*

541690 - Technical and Engineering Services (non-IT)

We advise and support owners and stakeholders in planning, developing, building, and commissioning large infrastructure projects. This includes contract management and conflict resolution. Our project intelligence comes from actual experience building, operating, and maintaining large production facilities.

Service Offerings Include:

- *EPC (Engineering, Procurement, and Construction) Advisory*
- *Commercial Construction Claims Management*
- *Physical Asset Management*

Industries Served Includes Across both SIN codes:

- **Manufacturers**
- **General Contractors**
- **Regulated Utilities**
- **Independent Power Producers**
- **State and Federal Government Agencies**
- **Financial Investors and Lenders**

Labor Category Descriptions

Principal

Education: Bachelors Degree

Experience: 10 Years

Substitution: Bachelors Degree equal to 6 years relevant experience.

Functional Responsibility: Provides executive level consultation services, interface, and manages daily operations. Responsible for developing long-term goals and strategic objectives for an organization. Identifies, analyzes, and monitors issues that affect profitability, growth, and productivity. Recommends financial and non-financial strategic alternatives and develops and maintains operational plans. As well as, offering expertise in applied business analysis, corporate acquisitions analysis, international market analysis, international labor force development, labor conflict resolution, and international business startups.

Project Manager

Education: Masters Degree

Experience: 10 Years

Substitution: Masters Degree equal to 8 years relevant experience.

Functional Responsibility: Leads the project team to project success, maintains budget, schedule, functional communication and coordination of all stakeholders, contractual compliance, and project performance. He or she also manages relationships with several clients simultaneously and assists other projects where needed.

Senior Director

Education: Bachelor's Degree

Experience: 5 Years

Substitution: Bachelors Degree equal to 6 years relevant experience.

Functional Responsibility: Develops and execute business strategies to attain goals, provide strategic advice to boards, prepares and implements comprehensive business plans, plans cost effective operations and market development activities, establish policy and legal guidelines, supervises work of executives providing guidance and motivation where needed, ensures a positive work environment, coach leadership on performance.

Senior Consultant

Education: Masters Degree

Experience: 5 Years

Substitution: Masters Degree equal to 8 years relevant experience.

Functional Responsibility: Provides expert advice, analysis, and solutions to new and existing business problems and practices, offering suggestions for improvements or changes in company/project directions; strategic consulting, provides technical and subject matter expertise in accordance with scope of work, change management, and training included.

Consultant

Education: Bachelors Degree

Experience: 3 Years

Substitution: Bachelors Degree equal to 6 years relevant experience.

Functional Responsibility: Assist senior positions and/or performing functional duties under the oversight of a more senior position. This includes administrative and technical expertise, controls and project tasks, day-to-day project status, directs subordinates, and ensures successful delivery of project.

Junior Consultant

Education: Bachelors Degree

Substitution: Bachelors Degree equal to 6 years relevant experience.

Experience: 1 Years

Functional Responsibility: Assist senior positions and/or performing functional duties under the oversight of a more senior position. This includes subject matter and technical expertise, directs the completion of projects, manages support services, provides solutions through analysis, and serves as a member of the team.

Business Consultant

Education: Masters Degree

Substitution: Masters Degree equal to 8 years relevant experience.

Experience: 7 Years

Functional Responsibility: Analyze, develop, or recommend business needs and solutions to business problems. This includes creating new business processes and procedures, performing business health check-ups, and optimization of process workflows. This role is also responsible for analyzing and/or developing operating risk assessments, and development key performance indicators. This position is a customer facing position, non-financial role.

Associate Business Consultant

Education: Bachelors Degree

Substitution: Bachelors Degree equal to 6 years relevant experience.

Experience: 3 Years

Functional Responsibility: Assist senior positions in duties such as evaluating client needs, recommend appropriate strategies and logistics to increase business opportunities, implement operation business logistics, conduct research and information gathering, document functional requirements, perform financial analysis and make reports, and drive process improvements.

Business Analyst

Education: Bachelors Degree

Substitution: Bachelors Degree equal to 6 years relevant experience.

Experience: 1 Years

Functional Responsibility: Evaluates client needs, recommends appropriate strategies and logistics to increase business opportunities, implements operational business logistics, conduct research and information gathering, document functional requirements, perform financial analysis and make reports, and drive process improvements.

Trainer

Education: Masters Degree

Substitution: Masters Degree equal to 8 years relevant experience.

Experience: 5 Years

Functional Responsibility: Develops quality training programs, updating or modifying existing course material, overseeing employee instruction, and scheduling training classes. Training Specialist I is responsible for presenting quality training material.

Trainer II

Education: Bachelors Degree

Substitution: Bachelors Degree equal to 6 years relevant experience.

Experience: 1 Years

Functional Responsibility: Assists senior positions. This position may, on occasion, assist in the presentation of training material but must be supervised by lead trainer. This is an entry level position.

Project Coordinator I

Education: Bachelors Degree

Substitution: Bachelors Degree equal to 6 years relevant experience.

Experience: 5 Years

Functional Responsibility: Performs administrative tasks for the project manager to help keep a project running smoothly. This may include ordering equipment, supplies, managing project deadlines, milestones, and workflow, as well as project scheduling. This is not a clerical position; this person specifically works on project work.

Project Coordinator II

Education: Associates Degree

Substitution: Associates equal to 2 years of relevant experience.

Experience: 1 Years

Functional Responsibility: Performs administrative tasks for the project manager to help keep a project running smoothly. This may include ordering equipment, supplies, managing project deadlines and workflow, and project scheduling. This is an entry level position.

Senior Administrative

Education: Bachelors Degree

Substitution: Bachelors Degree equal to 6 years relevant experience.

Experience: 5 Years

Functional Responsibility: Provides office support to either the project manager or other members of the project team. Duties may include fielding telephone calls, receiving and directing visitors, word processing, creating spreadsheets and presentations, and filing.

Administrative

Education: Associates Degree

Substitution: Associates equal to 2 years of relevant experience.

Experience: 1 Years

Functional Responsibility: Provides office support to either the project manager or other members of the project team. This is an entry level position.

Technical Writer

Education: Bachelors Degree

Substitution: Bachelors Degree equal to 6 years relevant experience.

Experience: 5 Years

Functional Responsibility: Developing writing content for manuals, reports, proposals, marketing material, and any other written content.

Graphic Designer

Education: Bachelors Degree

Substitution: Bachelors Degree equal to 6 years relevant experience.

Experience: 10 Years

Functional Responsibility: Developing concepts and graphic material for print, digital, or other means of visual consumption.

Computer IT Specialist

Education: Bachelors Degree

Substitution: Bachelors Degree equal to 6 years relevant experience.

Experience: 5 Years

Functional Responsibility: Provides support to computer hardware and software. Troubleshoots technical issues, performs upgrades, and discusses basic IT security.

GSA Price Rates

The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

Labor Category	Year 1	Year 2	Year 3	Year 4	Year 5
	Dec. 16, 2022- Dec. 15, 2023	Dec. 16, 2023- Dec. 15, 2024	Dec. 16, 2024- Dec. 15, 2025	Dec. 16, 2025- Dec. 15, 2026	Dec. 16, 2026- Dec. 15, 2027
	Price Incl. IFF	Price Incl. IFF	Price Incl. IFF	Price Incl. IFF	Price Incl. IFF
Principal	\$231.45	\$237.23	\$243.16	\$249.24	\$255.47
Project Manager	\$145.11	\$148.74	\$152.45	\$156.26	\$160.17
Senior Director	\$171.76	\$176.05	\$180.45	\$184.97	\$189.59
Senior Consultant	\$173.93	\$178.29	\$182.74	\$187.30	\$191.99
Consultant	\$149.87	\$153.62	\$157.46	\$161.40	\$165.43
Junior Consultant	\$113.26	\$116.09	\$118.99	\$121.96	\$125.02
Business Consultant	\$154.02	\$157.86	\$161.81	\$165.86	\$170.02
Associate Business Consultant	\$113.26	\$116.09	\$118.99	\$121.96	\$125.02
Business Analyst	\$86.99	\$89.17	\$91.40	\$93.68	\$96.02
Trainer	\$98.49	\$100.95	\$103.47	\$106.06	\$108.71
Trainer II	\$83.72	\$85.81	\$87.96	\$90.16	\$92.41
Project Coordinator I	\$101.91	\$104.46	\$107.07	\$109.75	\$112.49
Project Coordinator II	\$83.93	\$86.03	\$88.17	\$90.38	\$92.63
Administrative	\$67.66	\$69.35	\$71.08	\$72.86	\$74.68
Senior Administrative	\$73.65	\$75.50	\$77.38	\$79.31	\$81.30
Technical Writer	\$88.39	\$90.60	\$92.87	\$95.18	\$97.56
Graphic Designer	\$110.48	\$113.24	\$116.07	\$118.97	\$121.94
Computer IT Specialist	\$123.40	\$126.48	\$129.64	\$132.89	\$136.21