



**General Services Administration
Professional Services Schedule
Contract Number: 47QRAA18D0097
Effective: 5/14/2018**

Authorized Federal Supply Schedule

874-1 Integrated Consulting Services

874-4 Training Services: Instructor Led Training, Web-Based Training and Education

874-7 Integrated Business Program Support Services

Corporate Headquarters

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Contract Administration

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CORPORATE INFORMATION

ORGANIZATIONAL OVERVIEW

Qualidigm is a mission-driven healthcare consulting company that provides innovative and scientifically-based solutions to transform healthcare delivery and patient outcomes that has been in business for over 30 years. The company's mission is to improve the quality and safety of healthcare. The Qualidigm staff functions as expert change agents, providing training and technical assistance to a broad range of public and private sector clients. The organization has extensive general consulting and management experience in all settings of care, including hospitals, home healthcare agencies, long-term care, and outpatient practice.

RELEVANT ACTIVITIES

We have expertise and extensive experience providing training and technical assistance to healthcare providers in all settings of care, e.g. physician offices, home health agencies, skilled nursing facilities, and hospitals. Our competencies include: project design and management, team training, condition and measure selection, data collection and analysis, performance feedback, selection and implementation of evidence-based interventions for improvement, Lean Six Sigma for healthcare, advanced access scheduling, workflow redesign and standardization, e.g. development of policies and procedures, change management, identification of proven tools and resources. We also have experience in leadership development and assessment of organizational culture. This includes providing assistance in setting a vision and creating tension for change, engaging clinicians and administrator staff on change teams, addressing resistance, and building consistency. A critical component of patient-centered care and population health management is activation and engagement of patients in their own care. This patient engagement involves far more than just educating patients about their disease(s). Our organization has provided training and technical assistance to many healthcare providers in this area.

LABOR CATEGORY DESCRIPTIONS

PRINCIPAL

Functional Responsibility: Well experienced in creating business plans, marketing plans, and in comprehending and analyzing financial reports (income & expense, balance sheet), manpower utilization, and similar business management reports. Proven track record of P&L management; excellent people management skills; experience in managing a utilization-intensive consulting practice; history of successfully managing projects; superior platform skills.

Minimum Education: Master's Degree; 10 years' experience

DIRECTOR

Functional Responsibility: Ability to read, write, interpret, and analyze most journals, articles, contracts, and budgets. Ability to present and / or teach to outside groups and clients. Strong negotiation skills, e.g., communication, persuasion, influence, planning, strategizing, coalition building, integrative negotiation (win-win), concession strategies, and joint venture strategies. Experienced in creating business plans, marketing plans, and in comprehending and analyzing financial reports (income & expense, balance sheet), manpower utilization, and similar business management reports. Excellent people management skills; history of successfully managing projects; excellent platform skills. Ability to interpret and analyze complex data including basic statistical analysis and contribute to the development of an analysis plan. Understanding of basic business concepts including business, debt, and income and expense ratios.

Minimum Education: Master's Degree; 8 years' experience

SENIOR CONSULTANT

Functional Responsibility: Leads work and / or tasks on assigned projects with supervision. Oversees and / or leads the work of employees assigned to the project team for specific task assignments and executes necessary steps to ensure project deliverables are completed on time and within budget. Experience with tracking budget expenses on projects and additional budget analysis. Ability to assist in creating business plans and marketing plans. Strong platform skills. Ability to interpret and understand data, charts, graphs and assist with the development of an analysis plan. Management experience required.

Minimum Education: Bachelor's Degree; 6 years' experience

CONSULTANT

Functional Responsibility: Leads work and / or tasks on assigned projects with supervision. Oversees and / or leads the work of employees assigned to the project team for specific task assignments and executes necessary steps to ensure project deliverables are completed on time and within budget. Experience with tracking budget expenses on applicable projects and additional budget analysis. Ability to assist in creating business plans and marketing plans. Strong platform skills. Ability to interpret and understand data, charts, graphs and assist with the development of an analysis plan.

Minimum Education: Bachelor's Degree; 5 years' experience

BUSINESS ANALYST

Functional Responsibility: Experience as a member of and supporting project teams. Ability to read, write, and analyze basic project-related information. Some exposure to basic financial and business management reports. Developing platform skills. Ability to understand data. Intermediate mathematical skills required.

Minimum Education: Bachelor's Degree; 1 years' experience

ADMINISTRATIVE STAFF

Functional Responsibility: Experience administratively supporting multiple project teams. . Assists in the preparation of presentations for other team members. Assists with assigned tasks to facilitate project management. Assists in preparing proposals, and maintains information used in proposals (e.g. CV's, bio's, etc.). Able to support multiple job tasks simultaneously. Edits work for spelling and grammar, presents numerical data effectively and is able to read and interpret technical information correctly. Intermediate mathematical skills required. Ability to read, write, and analyze basic business information.

Minimum Education: Associate's Degree; 1 years' experience

LABOR CATEGORY PRICING

May 14, 2018 to May 13, 2023

SIN	Labor Category	May 14, 2018- May 13, 2019	May 14, 2019- May 13, 2020	May 14, 2020- May 13, 2021	May 14, 2021- May 13, 2022	May 14, 2022- May 13, 2023
874-1, 874-4, 874-7	Director	\$195.47	\$199.38	\$203.36	\$207.43	\$211.58
874-1, 874-4, 874-7	Principal	\$248.87	\$253.84	\$258.92	\$264.10	\$269.38
874-1, 874-4, 874-7	Consultant	\$170.06	\$173.46	\$176.93	\$180.46	\$184.07
874-1, 874-4, 874-7	Administrative Staff	\$77.21	\$78.75	\$80.33	\$81.93	\$83.57
874-1, 874-4, 874-7	Sr Consultant	\$175.92	\$179.44	\$183.03	\$186.69	\$190.42
874-1, 874-4, 874-7	Business Analyst	\$87.96	\$89.72	\$91.51	\$93.34	\$95.21