



Analytical Planning Programming Policy & Strategic Integration, LLC (DBA: AP3SI)

CVE Certified Service Disabled Veteran Owned Small Business

DUNS: 08-010-7630

Commercial Price List & Information

General:

AP3SI (Analytical Planning, Programming, Policy & Strategic Integration) is a Department of Veteran Affairs (VA) Center for Verification & Evaluation (CVE) certified Service-Disabled Veteran-Owned Small Business (SDVOSB), located in Alexandria, Virginia, that supports organizational leaders by providing alternatives to achieve their vision and set conditions for success, while minimizing risk.

AP3SI provides subject matter experts (SMEs) in several disciplines, including Program Management; Data Analytics; Cost Benefit Analysis; Resource Management; Cost Analysis and Program Evaluation (CAPE); Operations Research, Systems Thinking, Strategic Planning and Integration; Lean-Six Sigma (LSS); Process Improvement; Planning, Programming, Budgeting, and Execution (PPBE); and Facilitation to create a holistic landscape of our clients' portfolios.

AP3SI is a registered with the System for Award Management (SAM) at <http://www.sam.gov>. The information within SAM is current, accurate, and complete, and reflect the North American Industrial Classification System (NAICS) codes and our Special Item Numbers (SINs) for a Small Business.

Nationally recognized, AP3SI's president has over 25 years of experience in providing strategic and policy analysis, business process re-engineering / Lean-Six Sigma analysis, portfolio integration, resource analytics, and alternative solutions for clients faced with resource constrained problems in a variety of venues.

AP3SI SUMMARY

- Company Name: Analytical Planning Programming Policy & Strategic Integration, LLC (DBA: AP3SI)
- Website: www.ap3si.com
- Point of Contact: Charles Lunati, President/Sole Owner, chuck.lunati@ap3si.com, 703-851-2522,
- Type of Small Business: CVE SDVOSB
- NAICS: 541611; 541618; 541690; 541720; 541990; 561990; 813910
- Core Competencies: Certified Program Management, Data Analytics / System Dynamics, Resource Management, Policy Analysis and Alternative Futures, Statistical Analysis and Metric Development, Study/Research Support, Cost Analysis & Program Evaluation, Strategic Planning & Integration, Lean-Six Sigma, Process Improvement, PPBE, and Facilitation.

Competitive Pricing

AP3SI is very competitive in terms of market prices, quality, and delivery. To ensure price realism and reasonableness, AP3SI conducts market analysis using a variety of sources and peer comparisons for information to determine competitive wage rates and rates for proposed positions. Our burdened hourly labor rates include factors such as wages, fringe benefits, overhead, general and administrative expenses and fee. We provide a best-value at the lowest price possible.

Our ability to provide consultants with the expertise and knowledge to support our clients as well as our dedication to superior customer service have received exceptional ratings – as provided in independent analysis. AP3SI was recently evaluated by Open Ratings, a Dunn & Bradstreet company, scoring 97 (out of 100) in overall performance in comparison to our peers.

Given our management and quality processes/procedures, relationship with other vendors, low “WRAP rate”, and reasonable terms with sub-contractors, we are able to provide very competitive prices that deliver quality services.

Commercial Price List

Effective 1 January 2017 through 31 December 2020

Labor Category (Hourly Firm Fixed Rates)*	<u>1/1/17 to</u> <u>12/31/17</u>	<u>1/1/18 to</u> <u>12/31/18</u>	<u>1/1/19 to</u> <u>12/31/19</u>	<u>1/1/20 to</u> <u>12/31/20</u>
Analyst Level				
Analyst	\$112.20	\$114.33	\$116.50	\$118.71
Mid-Level Analyst	\$128.00	\$130.43	\$132.91	\$135.44
Consultant Level				
Consultant/Subject Matter Expert (SME) - I	\$144.30	\$147.04	\$149.83	\$152.68
Senior Consultant/ SME-II	\$151.07	\$153.94	\$156.86	\$159.84
Executive Consultant / SME - III	\$170.98	\$174.23	\$177.54	\$180.91
Sr. Executive Consultant / SME - IV	\$191.98	\$195.63	\$199.35	\$203.14

* Annual escalation factor: 1.9%

Discounts apply to Most Favored Client and Government Customers.

AP3SI does not provide services that fall under the purview of the Service Contract Act (SCA).

Labor Category Descriptions - AP3SI

Commercial Job Title: Analyst

Minimum/General Experience: A minimum of 3 years of general experience. With one of those years of working experience in a technical or administrative discipline relating to analysis of data. Working knowledge and/or familiarity with analytical support systems such as word processing, spreadsheet, graphics and illustration, and systems.

Functional Responsibility: Provide analytical support to define project objectives and strategic direction. Responsible for providing information and analyses work products to client and project teams. Performs data collection, interviewing, data modeling, product/ service testing, and creation of performance measurements to support project objectives. Conducts activities in support of project objectives.

Minimum Education: Bachelor's Degree.

Commercial Job Title: Mid-level Analyst

Minimum/General Experience: Four Years of working experience with three years working experience in a technical or administrative discipline relating to analysis of data. Working knowledge and/or familiarity with analytical support systems such as word processing, spreadsheet, graphics and illustration, and systems.

Functional Responsibility: Leads the application of analytical techniques and helps define project objectives and strategic direction. Responsible for providing information and analyses work products to client and project teams. Resolves complex problems, which require an in-depth knowledge of analytical methodologies and principles. Performs data collection, interviewing, data modeling, product/ service testing, and creation of performance measurements to support project objectives. Conducts activities in support of project objectives.

Minimum Education: Bachelor's Degree.

Commercial Job Title: Consultant / Subject Matter Expert-I

Minimum/General Experience: Six years working experience in a technical or administrative discipline relating to analysis of data. Expertise with analytical support systems such as word processing, spreadsheet, graphics and systems. Experience in leading / facilitation of projects.

Functional Responsibility: Defines project objectives and strategic direction. Develops solutions, recommendations, or outcomes across multiple complex tasks in multiple organizations. Responsible for providing leadership and vision to client and project teams and serves as a key facilitator between multiple teams to achieve objectives of complex efforts.

Minimum Education: Bachelor's Degree.

Commercial Job Title: Senior Consultant / Subject Matter Expert-II

Minimum/General Experience: Eight years of general experience. Five years working experience in a technical or administrative discipline relating to analysis of data. Expertise with analytical support systems such as word processing, spreadsheet, graphics and systems. Experience in leading / facilitation of projects.

Functional Responsibility: Coordinates business analyses and studies, needs assessments, requirements analysis/ definition, and cost/benefit analyses in an effort to align business systems, solutions, and initiatives. Provides expert analytical support to solve complex business analysis. Prepares forecasts and analyzes trends, reporting regulations, and business conditions. Develops and analyzes metrics, performance measurements, requirements, reports, and recommendations related to management, organizational structure, policy/procedures, and business systems. Identifies potential business risks. Areas of focus include, but are not limited to business performance, business and economic case analysis, internal control, and risk assessment.

Minimum Education: Master's Degree.

Commercial Job Title: Executive Consultant / Subject Matter Expert-III

Minimum/General Experience: Twelve years of general experience. Eight years working experience in a technical or administrative discipline relating to analysis of data. Expertise with analytical support systems such as word processing, spreadsheet, graphics and systems. Experience in leading / facilitation of projects / providing consultant solutions to senior leaders. Specialized experience required includes: complete engineering project development from inception to deployment; proven expertise in the management and control of funds and resources, demonstrated capability in managing multi-task contracts. General experience required includes: increasing responsibilities in information systems design and management.

Functional Responsibility: Progressive experience in leading and providing technical direction of Strategic business projects. Demonstrated ability to provide guidance and direction for multiple projects or sub-tasks and in designing, implementing and managing business programs. Capability to manage multitask projects of high complexity, and must have demonstrated experience in managing all key project areas. Provides primary interface with client personnel regarding strategic issues and on project specific issues. Directs the completion of projects within estimated time frames and budget constraints. Coordinates all parties to tasks, review work products for completeness and adherence to client requirements. Experience includes demonstrated exceptional written and oral communication skills, including white papers and formal presentations. Delivers presentations and leads client meetings. Demonstrated ability to work independently.

Minimum Education: Master's Degree.

Commercial Job Title: Sr Executive Consultant / Subject Matter Expert-IV

Minimum/General Experience: Fifteen years of general experience. Ten years working experience in a technical or administrative discipline relating to analysis of data. Expertise with analytical support systems such as word processing, spreadsheet, graphics and systems. Experience in leading / facilitation of projects / providing consultant solutions to senior leaders. Specialized experience required includes: complete engineering project development from inception to deployment, demonstrated ability to provide guidance and direction in multiple tasks across several functional areas and including the use of different technologies. Proven expertise in the management and control of funds and resources, demonstrated capability in managing complex multi-task contracts. General experience required includes: increasing responsibilities in information systems design and management.

Functional Responsibility: Responsible for overall technical, business and financial management of programs and projects. They direct staff, oversee program budgets, schedules, and performance and direct multiple work streams to oversee the performance of program personnel and interface with the client on program-related issues. They apply experience in AP3SI offerings and process analysis and redesign, financial management, performance measurement and management, strategy, risk management, organization design/workforce planning or a related functional business field. They also maintain and manage relationships with the client (often executive level) on all levels and direct communication across the program and with key stakeholders. Often the single point of contact for a client, they prepare and communicate contract status and performance outcomes and are responsible for ensuring that corporate resources are available and used effectively to meet client goals and requirements. They also develop technical approaches for complex problems and provide expertise at the highest government and corporate levels.

Minimum Education: Master's Degree.

For More Information Contact:

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703-851-2522

Substitution of experience for education: Six years of specialized experience may be substituted for a degree (or a degree may be substituted for six years of experience).