

# Pricing Catalog



L&M Policy Research is a small minority and women-owned research firm specializing in health communication and health services research.

### Lisa H. Green, Ph.D.

Founding Principal  
LGreen@LMpolicyresearch.com  
240.476.6663

### Myra A. Tanamor, M.P.P.

Founding Principal  
MTanamor@LMpolicyresearch.com  
202.230.9029

## General Services Administration (GSA)

Federal Supply Service

### Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!®, a menu-driven database system. The INTERNET address GSA Advantage!® is: [GSAAdvantage.gov](http://GSAAdvantage.gov).

### Multiple Award Schedule

Federal Supply Group: Professional Services

Contract number: 47QRAA20D0072

This price list is current as of Mod # PS-A824, dated 9/10/2020

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at [GSA.gov](http://GSA.gov).

Contract period: June 15, 2020 through June 14, 2025



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**1a. Table of awarded special item number(s)**

Table 1. Awarded SIN(s)/Recovery SIN(s)

Specialty Item Number (SIN)	Recovery	SIN Description	Labor Category Descriptions and Awarded Pricing
541611	541611RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services	See pages 3–6
541613	541613RC	Marketing Consulting Services	See pages 3–6
541910	541910RC	Marketing Research and Analysis	See pages 3–6
OLM	OLMRC	Order Level Materials	N/A

**1b. Identification of the lowest priced model number.**

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. Not Applicable.

**1c. Description of all corresponding commercial job titles for hourly rates.**

If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. “Not applicable” for this item.

*\*See page 3 for pricing and see pages 4–6 for labor category descriptions, functional requirements, and minimum experience and education.*

**2. Maximum order.**

\$1,000,000

**3. Minimum order.**

\$100

**4. Geographic coverage (delivery area):**

Domestic Only — contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. territories.

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

Washington, DC.

**6. Discount from list prices or statement of net price.**

The prices included herein are net prices.

**7. Quantity discounts.**

1% for task orders awarded with the billing value of \$1,200,000 within a 12-month period.

**8. Prompt payment terms.**

Payment terms are net 30 days.

(Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.)

**9. Foreign items (list items by country of origin).**

Not Applicable.

**10a. Time of delivery.**

30 days after receipt of order.

**10b. Expedited Delivery.**

The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price lists that have expedited delivery.

Contact Contractor.

**10c. Overnight and 2-day delivery.**

Contact Contractor.

The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery

## 10d. Urgent Requirements.

Contact Contractor.

The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery.

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

Destination

## 12a. Ordering address.

L&M Policy Research  
1743 Connecticut Ave., NW Suite 200  
Washington, DC 20009

## 12b. Ordering procedures.

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

## 13. Payment address(es).

L&M Policy Research  
1743 Connecticut Ave., NW Suite 200  
Washington, DC 20009

## 14. Warranty provision.

Standard.

## 15. Export packing charges, if applicable.

Not Applicable.

## 16. Terms and conditions of rental, maintenance, and repair (if applicable).

Not Applicable.

## 17. Terms and conditions of installation (if applicable).

Not Applicable.

## 18a. Terms and conditions of repair parts indicating date of parts price lists and any

Not Applicable.

## 18b. Terms and conditions for any other services (if applicable).

Not Applicable.

## 19. List of service and distribution points (if applicable).

Not Applicable.

## 20. List of participating dealers (if applicable).

Not Applicable.

## 21. Preventive maintenance (if applicable).

Not Applicable.

## 22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants).

Not Applicable.

## 22b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor’s website or other location.) The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/).

Not Applicable.

## 23. Data Universal Number System (DUNS) number.

141877469

## 24. Notification regarding registration in System for Award Management (SAM) database.

L&M Policy Research, LLC is registered in the System for Award Management at [www.sam.gov](http://www.sam.gov).

**Service Contract Labor Standards:** The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS/SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCLS/SCA eligible labor categories. If and / or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

Table 2. Labor Category Rates

Labor Category	Year 1: 6/15/20– 6/14/21	Year 2: 6/15/21– 6/14/22	Year 3: 6/15/22– 6/14/23	Year 4: 6/15/23– 6/14/24	Year 5: 6/15/24– 6/14/25
Senior Principal	\$342.01	\$351.24	\$360.72	\$370.46	\$380.46
Senior Research Director	\$291.84	\$299.72	\$307.82	\$316.13	\$324.66
Senior Director	\$276.53	\$283.99	\$291.66	\$299.54	\$307.62
Director	\$263.00	\$270.10	\$277.40	\$284.89	\$292.58
Engagement Manager I	\$221.55	\$227.53	\$233.67	\$239.98	\$246.46
Engagement Manager II	\$246.75	\$253.41	\$260.25	\$267.28	\$274.50
Senior Advisor I	\$196.34	\$201.65	\$207.09	\$212.68	\$218.42
Senior Advisor II	\$231.45	\$237.70	\$244.11	\$250.70	\$257.47
Senior Advisor III	\$241.39	\$247.91	\$254.61	\$261.48	\$268.54
Lead Analyst I	\$180.85	\$185.74	\$190.75	\$195.90	\$201.19
Lead Analyst II	\$188.00	\$193.08	\$198.29	\$203.64	\$209.14
Analyst I	\$145.41	\$149.34	\$153.37	\$157.51	\$161.76
Analyst II	\$148.98	\$153.00	\$157.13	\$161.37	\$165.73
Analyst III	\$162.01	\$166.38	\$170.87	\$175.48	\$180.22
Economist I	\$127.88	\$131.34	\$134.88	\$138.52	\$142.26
Economist II	\$235.81	\$242.18	\$248.72	\$255.43	\$262.33
Associate I	\$50.31	\$51.66	\$53.06	\$54.49	\$55.96
Associate II	\$70.17	\$72.06	\$74.01	\$76.01	\$78.06
Associate III	\$75.23	\$77.26	\$79.35	\$81.49	\$83.69
Associate IV	\$110.82	\$113.81	\$116.88	\$120.04	\$123.28

L&M Policy Research is proposing the following labor category descriptions including functional responsibilities, experience requirements, and minimum education requirements. Each year of education may be substituted for 12 months of relevant experience. Similarly, 12 months of additional experience above the minimum may be substituted for each year of education. In addition, certifications, professional licenses, and vocational training may be substituted for experience or education.

## Senior Principal

**Functional Responsibility:** Functions as a company director and corporate monitor overseeing all aspects of the company. Authorized to commit the company contractually, procure subcontracts, and hire staff. Monitors financial and technical progress of projects, resolves problems, and directly participates in complex projects. Experience includes leading large contracts and/or complex project teams. Expert in the use of relevant analytical, methodological, and management tools needed to organize, perform and deliver all services being provided. Provides oversight and assures appropriate execution of all major project activities. Provides quality control and final review of all project deliverables.

**Minimum Education:** Ph.D. in Public Health, Public Policy, Health Administration, Economics, Business, or Communication

**Minimum Experience:** 20 years

## Senior Research Director

**Functional Responsibility:** Provides strategic direction, project management, and technical guidance and oversight to project team. Acts as liaison with the technical representative of the agency and all partner organizations and staff in performance of requirements of the tasks assigned under the contract. Organizes, directs, coordinates, and supports the planning and execution of all project activities and deliverables. Experienced in the use of relevant analytical, methodological, and management tools needed to organize, perform and deliver all services being provided.

**Minimum Education:** Master's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 20 years

## Senior Director

**Functional Responsibility:** Provides project management and technical guidance to project team. Acts as liaison with the technical representative of the agency and all partner organizations and staff in performance of requirements of the tasks assigned under the contract. Assists principals and senior

research directors in directing and supporting the planning and execution of all project activities and deliverables. Experienced in the use of relevant analytical, methodological, and management tools needed to organize, perform and deliver all services being provided.

**Minimum Education:** Master's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 18 years

## Director

**Functional Responsibility:** Assists senior staff in designing, implementing and technical direction of all consulting tasks, including qualitative and/or quantitative research and evaluation projects; conducts research and analysis; monitors projects to ensure compliance with timing, budget and quality requirements; prepares and edits studies and reports.

**Minimum Education:** Master's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 15 years

## Engagement Manager I

**Functional Responsibility:** Provides project management and technical guidance to project team. Assists senior staff in directing and supporting the planning and execution of all project activities including qualitative and/or quantitative research and evaluation and analysis. Monitors projects to ensure compliance with timing, budget and quality requirements; prepares and edits studies and reports.

**Minimum Education:** Bachelor's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 15 years

## Engagement Manager II

**Functional Responsibility:** Provides project management and technical guidance to project team. Assists senior staff in directing and supporting the planning and execution of all project activities including qualitative and/or quantitative research and evaluation and analysis. Monitors projects to ensure compliance with timing, budget and quality requirements; prepares and edits studies and reports.

**Minimum Education:** Master's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 18 years

## Senior Advisor I

**Functional Responsibility:** Assists senior staff in designing and implementing all consulting tasks, including qualitative and/or quantitative research and evaluation projects; conducts research and analysis; monitors projects to ensure compliance with timing, budget and quality requirements; prepares and edits studies and reports.

**Minimum Education:** Bachelor's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 10 years

## Senior Advisor II

**Functional Responsibility:** Designs, implements and directs consulting tasks, including qualitative and/or quantitative research and evaluation projects; conducts research and analysis; supervises and organizes consulting staff on contract task orders; monitors projects to ensure compliance with timing, budget and quality requirements; prepares and edits studies and reports.

**Minimum Education:** Bachelor's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 15 years

## Senior Advisor III

**Functional Responsibility:** Designs, implements and directs consulting tasks, including qualitative and/or quantitative research and evaluation projects; conducts research and analysis; supervises and organizes consulting staff on contract task orders; monitors projects to ensure compliance with timing, budget and quality requirements; prepares and edits studies and reports.

**Minimum Education:** Bachelor's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 18 years

## Lead Analyst I

**Functional Responsibility:** Assists senior staff in implementing consulting tasks, including qualitative and/or quantitative research and evaluation projects. Overall, assists senior staff in providing consulting services and technical assistance.

**Minimum Education:** Bachelor's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 10 years

## Lead Analyst II

**Functional Responsibility:** Assists senior staff in implementing consulting tasks, including qualitative and/or quantitative research and evaluation projects. Overall, assists senior staff in providing consulting services and technical assistance.

**Minimum Education:** Bachelor's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 12 years

## Analyst I

**Functional Responsibility:** Assists senior staff in implementing all project tasks, including qualitative and/or quantitative research, evaluation and analysis. Assists in the preparation of studies and reports.

**Minimum Education:** Bachelor's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 6 years

## Analyst II

**Functional Responsibility:** Assists senior staff in implementing all project tasks, including qualitative and/or quantitative research, evaluation and analysis. Assists in the preparation of studies and reports.

**Minimum Education:** Bachelor's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 8 years

## Analyst III

**Functional Responsibility:** Assists senior staff in implementing all project tasks, including qualitative and/or quantitative research, evaluation and analysis. Assists in the preparation of studies and reports.

**Minimum Education:** Bachelor's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 10 years

## Economist I

**Functional Responsibility:** Contributes to qualitative and/or quantitative data collection and analysis; supports senior staff in developing and executing research protocols; conducts primary data collection with health care consumers, organizations, providers, and other stakeholders. Experienced in health economics, quantitative analyses of health policy, payment reform, and health outcomes.

**Minimum Education:** Bachelor's in Economics or similar field

**Minimum Experience:** 8 years

## Economist II

**Functional Responsibility:** Contributes to qualitative and/or quantitative data collection and analysis; supports senior staff in developing and executing research protocols; conducts primary data collection with health care consumers, organizations, providers, and other stakeholders. Experienced in health economics, quantitative analyses of health policy, payment reform, and health outcomes.

**Minimum Education:** Ph.D. in Economics or similar field

**Minimum**

**Experience:** 10 years

## Associate I

**Functional Responsibility:** Contributes to qualitative and/or quantitative data collection and analysis. Supports senior staff in executing research protocols. Contributes to reports, memos, briefs, and presentations; supports senior staff with client management tasks, including scheduling and notetaking.

**Minimum Education:** Bachelor's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 0 years

## Associate II

**Functional Responsibility:** Contributes to qualitative and/or quantitative data collection and analysis. Supports senior staff in executing research protocols. Contributes to reports, memos, briefs, and presentations; supports senior staff with client management tasks, including scheduling and notetaking.

**Minimum Education:** Bachelor's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 2 years

## Associate III

**Functional Responsibility:** Contributes to qualitative and/or quantitative data collection and analysis; supports senior staff in developing and executing research protocols; conducts primary data collection with health care consumers, organizations, providers, and other stakeholders. Contributes to reports, memos, briefs, and presentations; supports senior staff with client management tasks, including scheduling, notetaking, and financial reporting.

**Minimum Education:** Bachelor's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 4 years

## Associate IV

**Functional Responsibility:** Contributes to qualitative and/or quantitative data collection and analysis; supports senior staff in developing and executing research protocols; conducts primary data collection with health care consumers, organizations, providers, and other stakeholders. Contributes to reports, memos, briefs, and presentations; supports senior staff with client management tasks, including scheduling, notetaking, and financial reporting.

**Minimum Education:** Bachelor's in Public Health, Public Policy, Health Administration, Economics, Business, Communication or similar field

**Minimum Experience:** 6 years

## Contact Us

### **L&M Policy Research, LLC**

1743 Connecticut Avenue NW, Suite 2  
Washington, DC 20009

202.506.6183

202.688.2936 fax

[LMpolicyresearch.com](http://LMpolicyresearch.com)

### **Lisa H. Green, Ph.D.**

Founding Principal

[LGreen@LMpolicyresearch.com](mailto:LGreen@LMpolicyresearch.com)

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