



# Government & State Agencies

Virginia SWaM-Certified Healthcare Consulting for Public Sector Organizations

## THE CHALLENGE WE SOLVE

Government-funded healthcare programs face the dual pressure of compliance accountability and operational efficiency, often with limited internal capacity to address both. ZenStrata is a SWaM-certified, eVA-registered consulting firm with deep expertise in Virginia’s behavioral health, Medicaid, and public sector health ecosystem. We deliver structured, traceable, RFP-ready consulting engagements built to satisfy government accountability standards.

*“Every ZenStrata engagement is documented, traceable, and built to satisfy government accountability requirements.”*

## WHAT WE DELIVER

<b>CSB Operations Consulting</b>	Governance redesign, performance infrastructure, SOP development, and KPI frameworks for Virginia’s 40 community services boards built from inside behavioral health operations.
<b>DBHDS &amp; State Agency Support</b>	Operational consulting for DBHDS-funded programs, Medicaid managed care operations, and Virginia Department of Health initiatives SWaM-eligible.
<b>Government Contract &amp; RFP Readiness</b>	Requirements traceability matrix, compliance gap assessments, SWaM subcontracting plan design, and past performance documentation for competitive procurement.
<b>Performance &amp; Compliance Infrastructure</b>	KPI architecture, variance monitoring systems, regulatory compliance posture assessment, audit readiness, and risk register development.
<b>Subcontracting Support</b>	ZenStrata operates as a SWaM subcontractor under prime contractor agreements providing healthcare operations expertise at LCAT-aligned rates.
<b>Organizational Assessment</b>	STRATA Framework™ diagnostic adapted for government program environments producing a Stability Index™ Score, Risk Heat Map, and 30-Day Stabilization Plan.

## WHAT YOU RECEIVE

- SWaM-eligible engagement documentation for procurement records
- Governance structure with clear decision rights and state accountability framework
- Standardized SOPs meeting Virginia state program compliance requirements
- RFP-ready past performance documentation (Exhibit D) at engagement close
- Risk Register with assigned owners and remediation timelines for compliance gaps



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## ENGAGEMENT & CREDENTIALS

### ENGAGEMENT MODEL

Government Loaded Rate: \$175–\$225/hr (includes overhead, G&A, and profit margin). eVA and federal contract compliant. Fixed-fee project options available.

### CERTIFICATIONS

SWaM Certified (DSBSD) · eVA Registered · SAM.gov Registered · NAICS 541611 · 541614 · 541690 · 621999 · Small, Women-Owned, Minority-Owned.

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## Request Government Capability Overview

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