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 for GSA Advantage! is http://www.GSAAdvantage.gov
For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov

Contractor
TrueNorth, LLC
9711 Washingtonian Blvd, Suite 550
Gaithersburg, MD 20878

Schedule
Multiple Award Schedule (MAS)
Federal Supply Group: Professional Services

Contract Number
47QRAA18D00BE

Contract Period
July 3, 2018 through July 2, 2023

Business Size
Small

Contract Administrator: Marcy Sculley
Telephone Number: 443-528-9691
Fax Number: 413-403-0718
Web Site: http://www.truenth.com
Email Address: msculley@truenth.com
CUSTOMER INFORMATION:

1a. Contract Items Awarded by Special Item Number (SIN)

<table>
<thead>
<tr>
<th>SIN</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>522310</td>
<td>Financial Advising, Loan Servicing and Asset Management Services</td>
</tr>
<tr>
<td>54151S</td>
<td>Information Technology Professional Services</td>
</tr>
<tr>
<td>OLM</td>
<td>Order-Level Materials (OLMs)</td>
</tr>
</tbody>
</table>

1b. Lowest Price Model & Unit Price:
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. See chart on page 4.

1c. Labor Category Descriptions: See descriptions beginning on page 5

2. Maximum Order:
   $1,000,000

3. Minimum Order:
   $100

4. Geographic Coverage (delivery area):
   Domestic - 50 states, DC, Puerto Rico

5. Point(s) of production (city, county, and state or foreign country):
   Same as company address

6. Discount from list prices or statement of net price:
   Government Net Prices (discounts already deducted)

7. Quantity Discounts:
   1% off each task order > $500,000

8. Prompt Payment Terms:
   Net 30 days

9. Foreign items:
   None
10a. Time of Delivery:
Specified on the Task Order

10b. Expedited Delivery:
Not applicable for services

10c. Overnight and 2-day Delivery:
Not applicable for services

10d. Urgent Requirements:
Negotiated with the ordering Agency on each task order

11. F.O.B Points(s):
Destination

12a. Ordering Address:
TrueNorth, LLC
9711 Washingtonian Blvd, Suite 550
Gaithersburg, MD 20878

12b. Ordering Procedures:
Contractual/Technical Representative: Marcy Sculley
Telephone: 443-528-9691 Email: msculley@truenth.com
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:
TrueNorth LLC
1443 Rock Spring Rd, Suite 18
Bel Air, MD 21014

14. Warranty Provision:
Not applicable

15. Export Packing Charges:
Not applicable

16. Terms and conditions of rental, maintenance, and repair:
Not applicable

17. Terms and conditions of installation:
Not applicable

18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:
Not applicable
18b. Terms and conditions for any other services:
   Not applicable

19. List of service and distribution points:
   Not applicable

20. List of participating dealers:
   Not applicable

21. Preventive maintenance:
   Not applicable

22a. Special attributes such as environmental attributes:
   Not applicable

22b. Section 508 Compliance information:
   Not applicable

23. Data Universal Numbering System (DUNS) number:
   003584542

24. Notification Regarding Registration in System for Award Management (SAM):
   TrueNorth LLC is currently registered and active in SAM

**APPROVED FSS PRICES:**
_The rates shown in the table below include the Industrial Funding Fee (IFF) of 0.75%._

<table>
<thead>
<tr>
<th>Item</th>
<th>SIN</th>
<th>Awarded Labor Category</th>
<th>Site</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>541611 522310 54151S OLM</td>
<td>Program Manager</td>
<td>Both</td>
<td>$185.79</td>
<td>$189.88</td>
<td>$194.06</td>
<td>$198.33</td>
<td>$202.69</td>
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<tr>
<td>2</td>
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<td>Project Manager II</td>
<td>Both</td>
<td>$175.68</td>
<td>$179.54</td>
<td>$183.49</td>
<td>$187.53</td>
<td>$191.65</td>
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<td>3</td>
<td>541611 522310 54151S OLM</td>
<td>Project Manager I</td>
<td>Both</td>
<td>$136.45</td>
<td>$139.46</td>
<td>$142.52</td>
<td>$145.66</td>
<td>$148.86</td>
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<tr>
<td>4</td>
<td>541611 522310 54151S OLM</td>
<td>Senior Consultant II</td>
<td>Both</td>
<td>$224.43</td>
<td>$229.37</td>
<td>$234.42</td>
<td>$239.57</td>
<td>$244.84</td>
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<tr>
<td>5</td>
<td>541611 522310 54151S OLM</td>
<td>Senior Consultant I</td>
<td>Both</td>
<td>$175.67</td>
<td>$179.53</td>
<td>$183.48</td>
<td>$187.52</td>
<td>$191.64</td>
</tr>
<tr>
<td>6</td>
<td>541611 522310 54151S OLM</td>
<td>Data Scientist/Architect II</td>
<td>Both</td>
<td>$159.29</td>
<td>$162.80</td>
<td>$166.38</td>
<td>$170.04</td>
<td>$173.78</td>
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<td>7</td>
<td>541611 522310 54151S OLM</td>
<td>Data Scientist/Architect I</td>
<td>Both</td>
<td>$144.51</td>
<td>$147.69</td>
<td>$150.94</td>
<td>$154.26</td>
<td>$157.66</td>
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<tr>
<td>8</td>
<td>541611 522310 54151S OLM</td>
<td>Programmer/Analyst II</td>
<td>Both</td>
<td>$140.53</td>
<td>$143.63</td>
<td>$146.79</td>
<td>$150.01</td>
<td>$153.32</td>
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<tr>
<td>9</td>
<td>541611 522310 54151S OLM</td>
<td>Programmer/Analyst I</td>
<td>Both</td>
<td>$117.56</td>
<td>$120.15</td>
<td>$122.79</td>
<td>$125.49</td>
<td>$128.25</td>
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</tbody>
</table>
LABOR CATEGORY DESCRIPTIONS:

Program Manager

Minimum/General Experience: Minimum of ten (10) years progressive management experience in business, technical, or analytical project development from inception to deployment. At least five (5) years supervisory experience. Demonstrated ability to provide technical and analytical guidance and direction across both multiple tasks and functional areas within a client organization. Proven experience in the management and control of funds and resources. Exceptional oral and written communications skills.

Functional Responsibility: Responsible for the effective management of funds and personnel. Accountable for the both the quality and timely delivery of all contractual deliverables. Serves as the contractor's authorized point of contact with the customer and is responsible for overall contract task performance. Responsible for formulating and enforcing work standards, scheduling, trouble shooting, supervising technical and analytical personnel, hiring and termination, and communicating policies, purposes, and goals of the project to subordinate personnel. Responsible for ensuring that all required resources including manpower, funds, production and facilities are available for task and program implementation and completion. Responsible for the supervision of subordinate consultants, data scientists, and analysts. The Program Manager also delivers, presents, and leads strategic level client meetings.

Minimum Education: A Graduate degree in Business, Information Systems, Statistics, Computer Science or other related scientific or technical discipline. May substitute four (4) years of experience for a Master’s Degree.

Project Manager II

Minimum/General Experience: Minimum of eight (8) years project management experience, most of which must have been in a specialized area supporting credit risk management, business intelligence, data analysis, or information systems development. Experience in project development from inception to deployment. Demonstrated ability to manage and provide technical and analytical guidance and direction in multiple tasks across several functional areas. Excellent oral and written communications skills. At least three (3) years supervisory experience.

Functional Responsibility: Responsible for the lead management and technical direction of a project. Responsible for project performance including cost, schedule, deliverables, and contractual compliance. Accountable for the quality and timely delivery of all project deliverable items. Serves as a contractor's authorized technical or analytical interface with the customer and is responsible for overall project/task performance. Responsible for enforcing work standards, task schedules, reviewing work product discrepancies, supervising technical and/or analytical personnel. Assists with recommendations for project hires and terminations, as well as communicating policies, purposes, and goals of the project to subordinate personnel. Responsible for the budgeting of all required resources. Responsible for the supervision of consultants, data scientists, and analysts assigned to the project.
Minimum Education: A Bachelor’s Degree in Business, Computer Science, Statistics, Information Systems or other related scientific or technical discipline.

**Project Manager I**

Minimum/General Experience: Minimum of five (5) years project management experience, most of which must have been in a specialized area supporting credit risk management, business intelligence, data analysis, or information systems development. Experience in project development from inception to deployment. Demonstrated ability to manage and provide technical and analytical guidance and direction in multiple tasks across several functional areas. Excellent oral and written communications skills.

**Functional Responsibility:** Responsible for the management and technical direction of a project or a task within a project. Responsible for project performance including cost, schedule, deliverables, and contractual compliance, and is accountable for the quality and timely delivery of all project deliverable items. Serves as a contractor's authorized technical interface with the customer and is responsible for overall project/task performance. Responsible for enforcing work standards, task schedules, and reviewing work discrepancies. Responsible for the budgeting of all required project or task resources. Responsible for the supervision of consultants, data scientists, and analysts assigned to the project or task.

Minimum Education: A Bachelor’s Degree in Business, Computer Science, Statistics, Information Systems or other related scientific or technical discipline.

**Senior Consultant II**

Minimum/General Experience: Minimum of fifteen (15) years consulting or professional experience. Highly educated and experienced business professional, statistician, computer professional, or analyst who has solved challenging technology-based problems involving the combination of database development and analytics or business intelligence. A subject matter expert in credit policy formulation, credit scoring, financial services or business intelligence that has a proven track record of applying sound analysis, business, and scientific expertise and practices customer problems. These may include: re-engineering efforts of financial/credit policy processes and systems, applying analytics in databases or systems, and introducing into databases or systems the application of leading edge technological or tool developments. Consultant could be an expert in one of the following areas: business intelligence, business management, financial management, credit scoring, systems management; operations research, computer science, engineering, statistics, behavioral science or related areas. Consultant may have made presentations at professional conferences.

**Functional Responsibility:** Consultant assists in developing programs and implementing creative and innovative solutions to the customer’s problems. Consultant researches and analyzes customer requirements. Consultant applies expert knowledge to determine the accuracy and reasonableness of the data, recommendations, and solutions proposed. Documents and summarizes the results and develops and recommended solutions to the customer’s problems. May support a technology executive, program or project manager, or a task manager and may supervise others in performing complex tasks.

Minimum Education: Master’s Degree in business, computer science, information technology, statistics, operations research, engineering, behavioral science or related areas. Consultant may substitute four (4) years of experience for a Master’s Degree.
Senior Consultant I

**Minimum/General Experience:** Minimum of eight (8) years’ experience Educated and experienced business professional, statistician, computer professional, analyst or engineer who has solved some challenging technology-based problems involving the combination of database development and analytics or business intelligence. A subject matter expert in credit policy formulation, credit scoring, financial services or business intelligence that has a proven track record of applying sound analysis, business, and scientific expertise and practices to solve technology-based customer problems. These may include: re-engineering efforts of financial/credit policy processes and systems, applying analytics in databases or systems and introducing into databases or systems the application of leading edge technological or tool developments. Consultant must have substantial experience in the one of the following areas: business intelligence, business management, financial management, credit scoring, systems management; operations research, computer science, engineering, statistics, behavioral science or related areas.

**Functional Responsibility:** Consultant assists others in developing programs and implementing creative and innovative solutions to the customer’s problems. Researches and analyzes customer requirements. Consultant applies knowledge to determine the accuracy and reasonableness of the data, recommendations, and solutions developed. Documents and summarizes the results and develops and recommends creative and innovative solutions to the customer’s problems. Usually supports a program or project manager but may support a task manager.

**Minimum Education:** Bachelor’s Degree in business, computer science, information technology, statistics; operation research, behavioral science or related areas. Master’s Degree preferred.

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Data Scientist/Architect II

**Minimum/General Experience:** Minimum of 10 (10) years’ experience in data analysis, design, and implementation of databases and analytics in support of business processes.

**Functional Responsibility:** Under little or no supervision, applies a wide set of statistical, programming and/or engineering disciplines for planning, design, analysis, and specification development for systems and databases to support the end user analysis process. Responsible for, or assists in the recommendations of platform, end user Business Intelligence tools, design, quality assurance standards, and performance standards. Determines cost-benefit of tradeoffs in recommended options. Works with consultants, programmers, and analysts assigned to the project.

**Minimum Education:** A Bachelor’s Degree in Computer Science, Information Systems or other related scientific or technical discipline.

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Data Scientist/Architect I

**Minimum/General Experience:** Minimum of eight (8) years’ experience in data analysis, design, and implementation of databases and analytics in support of business processes.
**Functional Responsibility:** Under occasional supervision, applies a wide set of statistical, programming, and/or engineering disciplines for planning, design, analysis, and specification development for systems and databases to support the end user analysis process. Responsible for, or assists in the recommendations of platform, end user Business Intelligence tools, design, quality assurance standards, and performance standards. Determines cost-benefit of tradeoffs in recommended options. Works with consultants, programmers, and analysts assigned to the project.

**Minimum Education:** A Bachelor’s Degree in Computer Science, Information Systems or other related scientific or technical discipline.

**Programmer/Analyst II**

**Minimum/General Experience:** Minimum of eight (8) years’ experience in the development of databases and systems to support analytics. At least three (3) years supervisory experience

**Functional Responsibility:** Responsible for the development of analytical solutions and databases. Develops specifications for the most efficient database solutions. Modifies/maintains existing database modules, including design, code, test, and evaluation. Participates in all life-cycle phases of development with emphasis on the programming, testing and acceptance phases. Schedules and reviews all life-cycle support functions associated with the project. Documents programs and processes using flowcharts, data flow diagrams, and/or pseudo code. Develops procedures, user manuals, and other documentation to support the analytic processes and database. Responsible for the supervision of subordinate programmer/analysts.

**Minimum Education:** A Bachelor’s Degree in Computer Science, Engineering, Information Systems or other related scientific or technical discipline and typically, an advanced degree or specialized certification.

**Programmer/Analyst I**

**Minimum/General Experience:** Minimum of five (5) years’ experience in the development of databases and systems to support analytics. At least one (1) years supervisory experience

**Functional Responsibility:** Responsible for the development of analytical solutions and databases. Develops specifications for the most efficient database solutions. Modifies/maintains existing database modules, including design, code, test, and evaluation. Participates in all life-cycle phases of development with emphasis on the programming, testing and acceptance phases. Schedules and reviews all life-cycle support functions associated with the project. Documents programs and processes using flowcharts, data flow diagrams, and/or pseudo code. Develops procedures, user manuals, and other documentation to support the analytic processes and database. Responsible for the supervision of subordinate programmer/analysts.

**Minimum Education:** A Bachelor’s Degree in Computer Science, Engineering, Information Systems or other related scientific or technical discipline