



**GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

**MULTIPLE AWARD SCHEDULE  
FEDERAL SUPPLY GROUP:  
PROFESSIONAL SERVICES**

**CONTRACT NUMBER:  
47QRAA18D00BS**

**PERIOD COVERED BY CONTRACT:  
July 3, 2018 through July 2, 2023**

**St. Onge Company  
1400 Williams Road  
York, PA 17402-7628  
Phone: (717) 840-8181  
Fax: (717) 840-8182  
Internet Address: [www.stonge.com](http://www.stonge.com)  
Contract Administration: Timothy L Burnham  
E-Mail: [tburnham@stonge.com](mailto:tburnham@stonge.com)**

**BUSINESS SIZE: Other than Small Business  
PSCs: R408, R706  
MASS MOD A812 Signed 4 Feb 2020**

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!*<sup>TM</sup>, a menu-driven database system. The Internet address for GSA *Advantage!*<sup>TM</sup> is <http://www.gsaadvantage.gov>. For more information on ordering from Federal Supply Schedules click on the GSA Schedules button at <http://www.gsa.gov>.



**U.S. General Services Administration**

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**ORDERING INFORMATION**

1a. Awarded Special Item Numbers:

541611	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
541614SVC	Supply and Value Chain Management
OLM	Order Level Materials

- 1b. 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 Page 8.
- 1c. 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. If hourly rates are not applicable, indicate "Not applicable" for this item. See Page 6.
2. Maximum Order: \$1,000,000.00
3. Minimum Order: \$100.00
4. Geographic Coverage (delivery Area): Worldwide
5. Point 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% on single task orders over \$300,000
8. Prompt payment terms: None, 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): None
- 10a. Time of Delivery (Contractor insert number of days): Specified on the Task 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 list that have expedited delivery: Contact Contractor
- 10c. Overnight and 2-day delivery. 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: Contact Contractor

- 10d. Urgent Requirements. 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 affect a faster delivery: Contact Contractor
11. F.O.B Points: Destination
- 12a. Ordering Address: Same as Contractor
- 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: Same as company address
14. Warranty provision: Contractor’s standard commercial warranty.
15. Export Packing Charges (if applicable): N/A
16. Terms and conditions of rental, maintenance, and repair (if applicable): N/A
17. Terms and conditions of installation (if applicable): N/A
- 18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A
- 18b. Terms and conditions for any other services (if applicable): N/A
19. List of service and distribution points (if applicable): N/A
20. List of participating dealers (if applicable): N/A
21. Preventive maintenance (if applicable): N/A
- 22a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: N/A
- 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/). N/A
23. Data Universal Numbering System (DUNS) number: 147413140
24. Notification regarding registration in System for Award Management (SAM) database: Registered, Cage Code 8J880

## **SCHEDULE ITEMS (SPECIAL ITEM NUMBERS SINS)**

**Provided are descriptions of each type of Special Item Number offered under this Multiple Award Schedule.**

**541614SVC Supply and Value Chain Management:** Includes supply and value chain management, which involves all phases of the planning, acquisition, and management of logistics systems.

**541611 Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services:** Provide operating advice and assistance on administrative and management issues. Examples include: strategic and organizational planning, business process improvement, acquisition and grants management support, facilitation, surveys, assessment and improvement of financial management systems, financial reporting and analysis, due diligence in validating an agency portfolio of assets and related support services, strategic financial planning, financial policy formulation and development, special cost studies, actuarial services, economic and regulatory analysis, benchmarking and program metrics, and business program and project management.

**Order-Level Materials (OLM):** OLMs are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Schedule contract or BPA. OLM pricing is not established at the Schedule contract or BPA level, but at the order level. Since OLMs are identified and acquired at the order level, the ordering contracting officer (OCO) is responsible for making a fair and reasonable price determination for all OLMs. OLMs are procured under a special ordering procedure that simplifies the process for acquiring supplies and services necessary to support individual task or delivery orders placed against a Schedule contract or BPA. Using this new procedure, ancillary supplies and services not known at the time of the Schedule award may be included and priced at the order level.

**ST. ONGE COMPANY LABOR CATEGORY DESCRIPTIONS  
(SINs 541611, 541614SVC)**

Category Title	Description	Degree	Years Exp
Principal	<p>Includes all the characteristics of the Director. In addition, makes decisions and recommendations that are recognized as authoritative and have an important impact on extensive engineering or business activities. Initiates and maintains extensive contacts with key manager of client organizations and companies, requiring skill in persuasion and negotiation of critical issues. At this level, individuals will have demonstrated creativity, foresight, and mature engineering and business judgment in anticipation and solving unprecedented engineering and business problems, determining program objectives and requirements, organizing programs and projects, and developing standards and guides for diverse engineering and business activities.</p> <p>A Principal is either in charge of programs so extensive and complex as to require staff and resources of sizeable magnitude or is an individual consultant who is recognized as a national and/or international authority. Sets up consultations that include strategic, business, and action planning, measuring performance and results, policy and planning assistance, making best use of resources, and managing change. Operates within client guidance, contractual limitations, and company business and policy directives. Typically, a Senior Partner and a member of the St. Onge Company Board of Directors.</p>	Master's Degree	15 Years
Director	<p>Includes all the characteristics of the Senior Project Manager. In addition, has full programmatic responsibility for interpreting, organizing, executing and coordinating assignments. Plans total project scope, schedule and assignment of work to team members on multiple very large, important, and complex projects. Manages engineering and business projects concerned with unique or controversial problems which have an important effect on major organization programs. Applies intensive and diversified knowledge of engineering and business principles and practices in broad areas of assignments and related fields.</p> <p>Makes decisions independently on engineering and business problems and methods, and represents the organization in conferences to resolve important questions and to plan and coordinate work. In a supervisory capacity, is responsible for an important segment of a very extensive and highly diversified engineering or business program or the entire engineering or business program when the program is of moderate scope.</p> <p>Generally, reports to client senior executives and is highly involved with strategic discussions relating to projects and St. Onge Company operations. Typically, a Partner or Managing Director of St. Onge Company.</p>	Master's Degree	12 Years
Sr. Project Manager	<p>Has unique, world-class technical expertise in the areas of material handling, robotics, supply chain management, healthcare logistics, modeling and simulation. Considered one of the country's foremost experts in technology and its application to supply chain and material handling problems. Intimately familiar with the details of software and controls in support of state-of-the-art mechanical technology. Takes the lead and works independently in developing solutions to complex engineering and business problems.</p>	Master's Degree	10 Years

Project Manager	Includes all the characteristics of the Senior Engineer. In addition, plans total project scope, schedule and assignment of work to team members. Applies intensive and diversified knowledge of engineering and business principles and practices in broad areas of assignments and related fields. Makes decisions independently on engineering and business problems and methods, and represents the organization in conferences to resolve important questions and to plan and coordinate work. Requires the use of advanced materials handling techniques and the modification and extension of theories and precepts and practices to solve problems. Devises new approaches to problems encountered. The knowledge and expertise required for this level of work usually results from progressive professional experience.	Bachelor's Degree	5 Years
Sr. Engineer	Includes all the characteristics of the Engineer. In addition, under the direction of management, independently evaluates data, selects and applies engineering and business techniques, procedures and criteria in evaluating equipment, systems, flows, and operations using judgment in making minor adaptations and modifications to the overall project. Assignments have clear and specified objectives and require the investigation of a limited number of variables. The Engineer performs work which involves conventional types of plans, investigations, flows or equipment with relatively few complex features for which there are precedents.	Bachelor's Degree	7 Years
Engineer	Includes all of the characteristics of the Analyst. Thoroughly knowledgeable in company tools, techniques and procedures. Able to perform directed tasks from the project manager with limited supervision.	Bachelor's Degree	4 Years
Analyst	Entry level college graduate position with some minimal level of experience. Using prescribed methods, performs specific and limited portions of a broader assignment of the engineer or project manager, requiring significant supervision. Applies standard practices and techniques in specific situations, adjusts and correlates data, recognizes discrepancies in results, and follows operations through a series of related detailed steps or processes.	Bachelor's Degree	1 Year
Multimedia Specialist*	The Multimedia Specialist works closely with analysts, consultants and project managers in preparing complex three dimensional engineering drawings and animations that require a high degree of precision. Performs unusually difficult assignments requiring considerable initiative, resourcefulness and drafting and/or animation experience. Exercises independent judgment in selecting and interpreting data based on knowledge of the design intent.  Provides advice and guidance to project analysts, engineers and project managers for small to large and complex projects. Specialized experience includes progressive knowledge of preparing specifications and drawings using Computer Aided Drafting (CAD) hardware and other related design software. This may include being able to apply knowledge of accepted target industry design practices, material usage, and other applicable specifications and requirements. May also need to work from actual models to obtain or define requirements and specifications. General experience includes developing standards and guidelines for tasks being performed.	Associates Degree	2 Years

## **\*Service Contract Act (SCA) Matrix**

<b>SCA Eligible Contract Labor Category</b>	<b>SCA Equivalent Code</b>	<b>SCA Title</b>	<b>WD Number</b>
Multimedia Specialist	30061	Drafter/CAD Operator	2015-4261

The Service Contract Labor Standards, formerly the Service Contract Act (SCA), apply to this contract and it includes SCLS applicable labor categories. Labor categories and fixed price services marked with a (\*\*) in this pricelist are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS/SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e., nationwide).

## **St. Onge Company Approved Labor Rates**

<b>SIN</b>	<b>Labor Category</b>	<b>July 3, 2018- July 2, 2019</b>	<b>July 3, 2019- July 2, 2020</b>	<b>July 3, 2020- July 2, 2021</b>	<b>July 3, 2021- July 2, 2022</b>	<b>July 3, 2022- July 2, 2023</b>
874-1 & 874-501	Principal	\$278.59	\$284.72	\$290.98	\$297.38	\$303.93
874-1 & 874-501	Director	\$249.37	\$254.86	\$260.46	\$266.19	\$272.05
874-1 & 874-501	Sr. Project Manager	\$226.70	\$231.69	\$236.78	\$241.99	\$247.32
874-1 & 874-501	Project Manager	\$204.03	\$208.52	\$213.11	\$217.79	\$222.59
874-1 & 874-501	Sr. Engineer	\$204.03	\$208.52	\$213.11	\$217.79	\$222.59
874-1 & 874-501	Engineer	\$181.36	\$185.35	\$189.43	\$193.60	\$197.85
874-1 & 874-501	Analyst	\$158.69	\$162.18	\$165.75	\$169.40	\$173.12
874-1 & 874-501	Multimedia Specialist*	\$113.35	\$115.84	\$118.39	\$121.00	\$123.66