

# **GENERAL SERVICES ADMINISTRATION**

**Federal Acquisition 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](https://www.gsaadvantage.gov).

## **Multiple Award Schedule**

FSC Group: Professional Services FSC Class: R499  
Contract number: 47QRAA18D00G3

Contract period:  
September 21, 2018 to September 20, 2028

## **MORRIS, NELSON & ASSOCIATES, LLC**

MORRIS, NELSON & ASSOCIATES, LLC  
2324 S 24th St.  
Leavenworth, KS 66048

Phone: 913-210-4216

Contractor's internet address/web site where schedule information can be found (as applicable): [www.mnallc.com](http://www.mnallc.com)

Contract administration source (if different from preceding entry).

John Nelson  
[john.nelson@mnallc.com](mailto:john.nelson@mnallc.com)  
913-210-4216

Business size: Small

List Socioeconomic status: Disabled Veteran Owned Small business

or more information on ordering go to the following website: <https://www.gsa.gov/schedules>

Price list current as of Modification #PA-0005 effective January 9, 2019 and #PO-0013 effective September 21, 2023

Prices Shown Herein are Net (discount deducted)

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## CUSTOMER INFORMATION

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

SINs	Recovery	SIN Title
541611	541611RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
OLM	OLMRC	Order Level Material

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 6

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: SIN 541611: \$1,000,000.00  
SIN OLM: \$250,000.00

3. Minimum order: \$100

4. Geographic coverage (delivery area). Domestic

5. Point(s) of production (city, county, and State or foreign country). 2324 S 24th St. Leavenworth, KS 66048

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

7. Quantity discounts. None

8. Prompt payment terms. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions. Net 30 days

9. Foreign items (list items by country of origin). Not Applicable

10a. Time of delivery. (Contractor insert number of days.) Contact Contractor

10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. Contact Contractor

- 10c. Overnight and 2-day delivery. Contact Contractor
- 10d. Urgent Requirements. Contact Contractor
11. F.O.B. point(s). Destination
- 12a. Ordering address(es). 2324 S 24th St. Leavenworth, KS 66048
- 12b. Ordering procedures: See Federal Acquisition Regulation (FAR) 8.405-3
13. Payment address(es). Ordering Address
14. Warranty provision. Standard Commercial Warranty Terms & Conditions
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 discounts from list prices (if applicable). 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 Information and Communication Technology (ICT) 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. Unique Entity Identifier (UEI) number. LKUSSU239N19
24. Notification regarding registration in System for Award Management (SAM) database. Contractor registered and active in SAM

## GSA OFFERINGS

SIN	Labor Category	GSA Pricing
541611	Project Manager/Task Lead	\$97.02
541611	Sr. Process Consultant/Engineer	\$144.63
541611	Process Consultant/Engineer	\$107.23
541611	SME III	\$129.67
541611	SME II	\$119.70
541611	SME I	\$105.73
541611	Sr. Analyst	\$97.02
541611	Systems Analyst	\$97.02
541611	Staff Analyst	\$82.59
541611	Analyst	\$74.81
541611	Facilitator	\$99.75

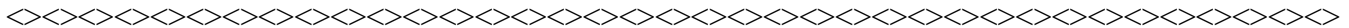
Labor Category	Labor Category Description	Minimum Education	Minimum years of Experience
Project Manager/Task Lead	Serves as Contract Manager and the Contractor's authorized point of contact with the Government Contracting Officer (CO) and Contracting Officer's Technical Representative (COTR). Consults with Government managers; plans, organizes, and controls total contractor effort responding to the client's needs. Ensures successful task completion within the scheduled timeframe consistent with the established scope of work to include both the technical and financial solutions. Organizes, directs, and coordinates the planning and production of all activities associated with assigned tasks.	Masters Degree	10 years in project/program management or related experience
Sr. Process Consultant/Engineer	Responsible for most complex systems process analysis, design, and simulation. Requires highest-level understanding of organization's operational systems and requirements. Focus is on process analysis and reengineering, with an understanding of technical problems and solutions as they relate to the current and future operational environment. Creates process change by integrating new processes with existing ones and communicating these changes to impacted Systems teams. May also provide research and analyses and facilitate training on management activities, processes, and	Masters Degree; certifications specified by task order	10 years relevant experience

	<p>procedures, and/or develop recommendations for improvement. Recommends and facilitates quality improvement efforts. Functions as the lead expert on process reengineering and change management.</p>		
<p>Process Consultant/Engineer</p>	<p>Responsible for complex systems process analysis, design, and simulation. Focus is on process analysis and reengineering, with an understanding of technical problems and solutions as they relate to the current and future operational environment. Creates process change by integrating new processes with existing ones and communicating these changes to impacted Systems teams. May also provide research and analyses and facilitate training on management activities, processes, and procedures, and/or develop recommendations for improvement. Recommends and facilitates quality improvement efforts.</p>	<p>Bachelors Degree; certifications specified by task order</p>	<p>5 years relevant experience</p>
<p>SME III</p>	<p>Provide Subject Matter Expertise and advice relevant to specific organizational structure, operations, processes and systems. Performs high level/expert design, development, validation evaluation of procedures, processes, techniques, models and/or methodologies used to develop sophisticated/ complex systems solutions to customer requirements. Provides research and analyses and facilitates training on management activities, processes, and procedures, and/or develop recommendations for improvement.</p>	<p>Masters Degree</p>	<p>10 years relevant experience</p>
<p>SME II</p>	<p>Provide Subject Matter Expertise and advice relevant to specific organizational structure, operations, processes and systems. Provides design, development, validation evaluation of procedures, processes, techniques, models and/or methodologies used to develop sophisticated/ complex systems solutions to customer requirements. Provides research and analyses on management activities, processes, and procedures, and/or develop recommendations for improvement.</p>	<p>Bachelors Degree</p>	<p>8 years relevant experience</p>

SME I	Provide Subject Matter Expertise and advice relevant to specific organizational structure, operations, processes and systems. May be knowledgeable and provide process analysis techniques such as flowcharting, process mapping, benchmarking. May be knowledgeable and provide subject matter expertise in areas such as facilitation, organizational development, and change management.	Bachelors Degree	5 years relevant experience
Sr. Analyst	Leads a wide variety of process improvement, data analyses and client service delivery. Provides insight and advice concerning strategic direction and applicability of up to date, industry standard solutions. Provides support in the areas of analysis, design and development, and the implementation of management, operational, organizational and business improvement processes. Leads studies and analyses to identify areas for organizational, productivity and operational improvements.	Masters Degree	8 years relevant experience
Systems Analyst	Conducts software/model development tasks and provides technical and administrative direct support for personnel performing software/model development tasks including the review of work product for correctness, adherence to the design concept and to user standards, and for progress in accordance with schedules. Provides support in the areas of analysis, design, development and implementation of systems and technologies. Undertakes studies and analyses to identify areas for organizational, productivity and operational improvements.	Bachelors Degree	8 years relevant experience
Staff Analyst	Provides a wide variety of process improvement, data analyses and client service delivery. Provides support in the areas of analysis, design and development, and the implementation of management, operational, organizational and business improvement processes. Undertakes studies and analyses to identify areas for organizational, productivity and operational improvements.	Bachelors Degree	5 years relevant experience
Analyst	Provides a wide variety of process improvement, data analyses and client service delivery. Provides support in the areas of	Associates Degree	5 years relevant experience

	analysis, design and development, and the implementation of management, operational, organizational and business improvement processes. Assists with studies and analyses to identify areas for organizational, productivity and operational improvements.		
Facilitator	Serves as a key facilitator between multiple teams to achieve objectives of complex efforts. Assists organizations and groups of organizations in the development of solutions, recommendations, or outcomes across multiple complex tasks. Facilitates instruction and training on a variety of topics including, but not limited to, effective decision making, process improvement, organizational design, strategy, and analytical approaches.	Masters Degree	8 years relevant experience

Experience Substitutions	H.S. Diploma + 4 years additional experience = Bachelors Degree
	Associates Degree + 2 years additional experience = Bachelors Degree
	Bachelors Degree + 2 years additional experience = Masters Degree
Educational Substitutions	A Masters degree may be substituted for 2 years of required experience with a Bachelors Degree



**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 CRF 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.



## COMPANY INFORMATION

Morris, Nelson and Associates, LLC (MNA) combines over 180 years of industry, military and government service to provide cutting-edge analytical, innovation and decision services to help leaders, managers and staffs tackle their greatest problems. Our team of leader-practitioners draws from a wide array of complementary skills, qualifications, certifications, and experience across multiple, integrated domains and disciplines to provide unique, innovative and holistic approaches to problem solving and decision making. Founded in 2015, we help organizations focus on the capabilities they need to succeed, the processes required to effect change and the decision tools needed to excel in a rapidly changing world.

MNA is a certified Service-Disabled Veteran-Owned Small Business (SDVOSB) headquartered in Leavenworth, KS, with offices in Ohio and the Washington, D.C. area. We measure our achievements through the success of our customers and the lens of our values - integrity, honesty, respect and excellence.