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.

Multiple Award Schedule

FSC Group: Professional Services

Contract Number: 47QRAA19D000J

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Contract Period: October 30, 2018 – October 29, 2023

Green Cell Consulting LLC
125 Greenway St
Fredericksburg, VA 22405
540-300-6231
www.greencellconsulting.com

Contract Administration Source:
Mitch Aschinger
mitch.aschinger@greencellconsulting.com

Business Size: Small
Service-Disabled Veteran Owned Small Business (SDVOSB)

Price list current as of Modification #PA-0004 effective 10/22/2020

Prices Shown Herein are Net (discount deducted)
CUSTOMER INFORMATION

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

<table>
<thead>
<tr>
<th>SINs</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>541611RC</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>611430</td>
<td>611430RC</td>
<td>Professional and Management Development Training</td>
</tr>
<tr>
<td>611512</td>
<td>611512RC</td>
<td>Flight Training</td>
</tr>
<tr>
<td>OLM</td>
<td>OLMRC</td>
<td>Order-Level Materials (OLM’s)</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>SINs</th>
<th>Labor Category</th>
<th>GSA Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Jr. Analyst</td>
<td>$48.87</td>
</tr>
<tr>
<td>611430</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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 attached labor category descriptions.

2. Maximum order: $1,000,000

3. Minimum order: $100

4. Geographic coverage (delivery area). Domestic

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

   Green Cell Consulting LLC
   125 Greenway St
   Fredericksburg, VA 22405

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.) **To Be Determined at the Task Order level**

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):

Green Cell Consulting LLC  
125 Greenway St  
Fredericksburg, VA 22405

12b. Ordering procedures: 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(es):

Green Cell Consulting LLC  
125 Greenway St  
Fredericksburg, VA 22405

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 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. **079374121**

24. Notification regarding registration in System for Award Management (SAM) database. **Green Cell Consulting LLC is registered and active in SAM.**
LABOR CATEGORY DESCRIPTIONS

Program Manager
Functional Responsibilities: Responsible for overall management of large or extremely complex programs or research efforts. This individual represents senior level management whose competency concerning effectiveness and efficiency in managing dedicated overall program activity is paramount to contract success. Organizes directs and coordinates planning and production of all program/effort activities. Responsible for the performance of all program/effort requirements. Meets with appropriate client management personnel, other program managers, and client agency representatives. Formulates and reviews strategic plans, subcontracting, and deliverable items. Responsible for the coordination of all functions of program/effort staff. Actively applies quality assurance measures to the management and performance of the program/effort.

Minimum Education/Experience: Master’s Degree plus a minimum of 8 years intensive and progressive experience in management of large projects or programs or a Bachelor’s Degree with a minimum of 10 years intensive and progressive experience in the management of large programs or projects.

Project Manager
Functional Responsibilities: Serves as the counterpart to the client project/technical manager for intermediate to complex projects or programs. Manages project support operations involving multiple tasks and personnel. Organizes directs and coordinates planning and execution of all technical support activities. Shall have demonstrated expertise and communication skills to be able to interface with various levels of management. Assigns duties and reviews work of subordinates. Meets and confers with client management officials regarding the status of specific Contractor project and progress. Resolves problems, issues or conflicts as required. Ensures that program schedule, performance, and deliverables are met.

Minimum Education/Experience: Master’s Degree plus a minimum of 4 years intensive and progressive experience in management of large projects or programs or Bachelor’s Degree plus up to 6 years intensive and progressive experience in management of projects or programs.

Training Specialist/Instructor II**
Functional Responsibilities: Primarily responsible for delivering platform instruction, curriculum revision and maintenance. This instructor uses a computer to organize and draft a curriculum that breaks a complex subject into blocks or units of instruction, creates graphics, and integrates them into curriculum. Courses may be instructor based, computer-based, simulator based, interactive, or noninteractive. This instructor also teaches short technical courses in accordance with approved curriculum to maintain proficiency and to evaluate and develop new instructional techniques/courses. Job duties also include the following: incorporation of new curriculum in the teaching process (e.g., develops clarification or examples of application related to the subject matter), development and maintenance of classroom techniques that reflect professionalism and good discipline and enhance teaching, development of alternative teaching techniques and scenarios to maintain high motivation and interest in the subject areas, and while acting as the testing officer, the conducting of test analysis and development or revision of test items.
Minimum Education/Experience: Six years of experience applying technical and management systems analysis methods to define and develop solutions to consultative, facilitation, survey or training problems and issues.

**Training Specialist/Instructor III**
Functional Responsibilities: Working independently as a team leader. Provide on-the-job instruction for an educational program, demonstrate, explain, and instruct students in the use/maintenance of equipment, techniques, principles, or instruction with training aids, devices, simulators or simulation. Conduct and evaluate training to include front-end analysis, the design of training courses, development of training program content and material, and classroom/laboratory instruction. Interprets technical information and translates it into practical language for training and instruction. Confers with technical staff members to interpret technical requirements and verify training and instructional material. Conducts classroom/laboratory instruction. Develops and validates, and implements instruments measuring student achievement of learning/training objectives.

Minimum Education/Experience: Master’s Degree in education or other relevant discipline and six (6) years of directly relevant experience or a Bachelor’s Degree in education or other relevant discipline and ten (10) years of directly relevant experience.

**Instructional System Designer II**
Functional Responsibilities: With supervision provides on-the-job instruction for an educational program, demonstrates, explains, and instructs students in the use/maintenance of equipment, techniques, principles, or instruction with training aids, devices, simulators or simulation. Applies Instructional Design principles in performing analyses, studies, and research supporting the design and development of instructional materials to meet specific learning objectives. Familiar with paper-based, and distance learning media and can work, with direction from the client and/or supervisor to storyboard, prototype and develop training materials that meet the client’s requirements. Prepares all instructor materials (course outline, background material, and training aids). Prepares all student materials (course manuals, workbooks, handouts, completion certificates, and course critique forms).

Minimum Education/Experience: Bachelor’s Degree in education or a related discipline and four years’ experience in information systems development, training, or related fields. Must have two years’ specialized experience in areas of development and providing end-user training on computer hardware and application software.

**Instructional System Designer III**
Functional Responsibilities: Works independently, or as a team leader, provides on-the-job instruction for an educational program, demonstrates, explains, and instructs students in the use/maintenance of equipment, techniques, principles, or instruction with training aids, devices, simulators or simulation. Conducts and evaluates training to include front-end analysis, the design of training courses, and development of training program content and material, and classroom/laboratory instruction. Interprets technical information and translates it into practical language for training and instruction. Confers with technical staff members to interpret technical requirements and verify training and instructional material. Prepares all instructor materials (course outline, background material, and training aids). Prepares all student materials (course manuals, workbooks, handouts, completion certificates, and course critique
forms). Develops and validates and implements instruments measuring student achievement of learning/training objectives.

**Minimum Education/Experience:** Master’s Degree in education or a related discipline and six years’ experience in information systems development, training, or related fields. Must have three years’ specialized experience in areas of development and providing end-user training on computer hardware and application software.

**Subject Matter Expert**

Functional Responsibilities: The Subject Matter Expert is a senior professional with unique credentials and provides expert advisor/contributions in complex and critical efforts. The individual must be skilled in providing unique, subject matter expertise in specific functional, technical, professional or policy areas of the project. Responsibilities include: investigating or identifying a business, scientific, technology, engineering, operational, professional and policy issues; conducting expert analysis of these issues; and providing expert advice in support of major programs/projects. Assignments may require independent action, leading and guiding the efforts of peers, leading or collaborating with toplevel working groups and personnel involved in high level, highly complex efforts. The individual may be called upon to provide inputs, prepare and present high-level briefings of an innovative business, management, technological or strategic nature. The Subject Matter Expert is broadly recognized as an authoritative, trusted source of expertise within the business or scientific community.

**Minimum Education/Experience:** Master’s degree and six (6) years of subject matter experience or Bachelor's degree with ten (10) years subject matter experience.

**Analyst**

Functional Responsibilities: This Analyst performs complex business analysis and process improvement duties. Performs functional and operational analysis for a broad range of business management or technical disciplines. Maintains liaison with senior staff. Responsible for maintaining work standards, reviewing work, supporting resolution of discrepancies, and ensuring the adherence to policies, purposes, and goals of the organization. Uses specialized knowledge in exercising Quality Assurance, Configuration Management, and reliability and maintainability to control cost, design, and production, and minimize life-cycle cost. Duties require the use of structured analysis, design methodologies, and tools, and may include supervision of personnel.

**Minimum Education/Experience:** A Bachelor's Degree or equivalent, or a project-related IT or telecommunications certification, plus three (3) years related experience. Two additional years of experience may be substituted for each year of college not attended.

**Junior Analyst**

Functional Responsibilities: Review and evaluate customer requirements and develop solutions. The analysis may include reviews of user requirements, processes, procedures and business models. May produce design documentation and reports. Responsibility titles may include; Business Analyst, Budget Analyst, Military Analyst, Research Analyst, Systems Analyst, and Training Analyst.

**Minimum Education/Experience:** 2 years of higher education or equivalent experience, certifications, or military training.
IT Consultant

Functional Responsibilities: Technical and/or management experience, from inception to deployment, of large-scale complex IT projects. Specialized experience includes demonstrated experience managing a program or project team responsible for projects similar to the functional or technical areas defined by the solicitation. Must be able to demonstrate experience managing the use of applicable methodologies and tools. Must be able to demonstrate exceptional written and oral communications skills, including project plans, white papers, proposals and formal presentations. Demonstrated expertise and ability in solving complex problems in an efficient manner.

Minimum Education/Experience: Requires a Bachelor’s degree and 10 years of experience with at least 5 years of senior management level experience within the federal government or private industry.

Webmaster

Functional Responsibilities: Utilizes graphic software applications, facilitation technique and related tools to design and build web pages dedicated to the projects. The Designer will work in collaboration with the Database Programmer and other project team members to provide a functional and user friendly site with 5 years of experience and collegiate educational backgrounds (BA/BS), in addition to: Provide website editorial activities including gathering and researching information that enhances the value of the site and ensure functionality for web-content intended to inform decision making processes. Implements and monitors website analytics to improve quality, relevance and utilization of the website. Design and builds web pages using a variety of graphic software applications, technique and tools and well-developed user interface features, site animations and related elements. Update web sites using graphics software applications, techniques, and tools using knowledge of web-based technologies and design related applications including Section 508 compliance as applicable.

Minimum Education/Experience: Associates degree or equivalent formal technical training with a minimum of three years of directly related experience as a webmaster, web designer or web content manager.

Helpdesk

Functional Responsibilities: The Helpdesk technician provides technical support and troubleshooting to network, desktop, and/or systems hardware and software. This includes screening internal inquiries and work requests as they relate to maintenance of personal computers and related systems. The Helpdesk technician will install, configure, and upgrade computer hardware and software, provide end-user software troubleshooting and support, apply diagnostic techniques to identify problems, investigate causes, and recommend solutions, provide troubleshooting and support via e-mail systems and phone and help-desk support for local and off-site users.

Minimum Education/Experience: Associates degree or equivalent formal technical training with a minimum of three years of directly related experience supporting help desk operations or customer service.
Service Contract Labor Standards Matrix:

<table>
<thead>
<tr>
<th>SIN(s)</th>
<th>Awarded Labor Category</th>
<th>SCLS Equivalent Code Title</th>
<th>WD Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611, 611512</td>
<td>Program Manager</td>
<td>Instructor - 15090</td>
<td>2015-4287</td>
</tr>
<tr>
<td>541611, 611513</td>
<td>Project Manager</td>
<td>Instructor - 15090</td>
<td>2015-4287</td>
</tr>
<tr>
<td>541611, 611514</td>
<td>Training Specialist/Instructor II**</td>
<td>Instructor - 15090</td>
<td>2015-4287</td>
</tr>
<tr>
<td>541611, 611515</td>
<td>Training Specialist/Instructor III**</td>
<td>Instructor - 15090</td>
<td>2015-4287</td>
</tr>
<tr>
<td>541611, 611516</td>
<td>Instructional Sys Designer II</td>
<td>Instructor - 15090</td>
<td>2015-4287</td>
</tr>
<tr>
<td>541611, 611517</td>
<td>Instructional Sys Designer III</td>
<td>Instructor - 15090</td>
<td>2015-4287</td>
</tr>
<tr>
<td>541611, 611518</td>
<td>Subject Matter Expert</td>
<td>Instructor - 15090</td>
<td>2015-4287</td>
</tr>
<tr>
<td>541611, 611519</td>
<td>Analyst</td>
<td>Instructor - 15090</td>
<td>2015-4287</td>
</tr>
<tr>
<td>541611, 611520</td>
<td>Jr. Analyst</td>
<td>Instructor - 15090</td>
<td>2015-4287</td>
</tr>
<tr>
<td>541611, 611521</td>
<td>IT Consultant</td>
<td>Instructor - 15090</td>
<td>2015-4287</td>
</tr>
<tr>
<td>541611, 611522</td>
<td>Webmaster</td>
<td>Instructor - 15090</td>
<td>2015-4287</td>
</tr>
<tr>
<td>541611, 611523</td>
<td>Helpdesk</td>
<td>Instructor - 15090</td>
<td>2015-4287</td>
</tr>
</tbody>
</table>

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).

RATES AND ESCALATION CHART

*The rates listed below contain a 2% escalation per year including IFF.

<table>
<thead>
<tr>
<th>SIN(s)</th>
<th>Awarded Labor Category</th>
<th>Year 1 10/30/2018 - 10/29/2019</th>
<th>Year 2 10/30/2019 - 10/29/2020</th>
<th>Year 3 10/30/2020 - 10/29/2021</th>
<th>Year 4 10/30/2021 - 10/29/2022</th>
<th>Year 5 10/30/2022 - 10/29/2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611, 611512</td>
<td>Program Manager</td>
<td>$136.83</td>
<td>$139.70</td>
<td>$142.63</td>
<td>$145.63</td>
<td>$148.69</td>
</tr>
<tr>
<td>541611, 611513</td>
<td>Project Manager</td>
<td>$87.96</td>
<td>$89.81</td>
<td>$91.69</td>
<td>$93.62</td>
<td>$95.58</td>
</tr>
<tr>
<td>541611, 611514</td>
<td>Training Specialist/Instructor II**</td>
<td>$83.07</td>
<td>$84.82</td>
<td>$86.60</td>
<td>$88.42</td>
<td>$90.27</td>
</tr>
<tr>
<td>541611, 611515</td>
<td>Training Specialist/Instructor III**</td>
<td>$136.83</td>
<td>$139.70</td>
<td>$142.63</td>
<td>$145.63</td>
<td>$148.69</td>
</tr>
<tr>
<td>541611, 611516</td>
<td>Instructional Sys Designer II</td>
<td>$68.41</td>
<td>$69.85</td>
<td>$71.32</td>
<td>$72.81</td>
<td>$74.34</td>
</tr>
<tr>
<td>541611, 611517</td>
<td>Instructional Sys Designer III</td>
<td>$92.85</td>
<td>$94.80</td>
<td>$96.79</td>
<td>$98.82</td>
<td>$100.89</td>
</tr>
<tr>
<td>541611, 611518</td>
<td>Subject Matter Expert</td>
<td>$136.83</td>
<td>$139.70</td>
<td>$142.63</td>
<td>$145.63</td>
<td>$148.69</td>
</tr>
<tr>
<td>541611, 611519</td>
<td>Analyst</td>
<td>$73.30</td>
<td>$74.84</td>
<td>$76.41</td>
<td>$78.02</td>
<td>$79.65</td>
</tr>
<tr>
<td>541611, 611520</td>
<td>Jr. Analyst</td>
<td>$48.87</td>
<td>$49.89</td>
<td>$50.94</td>
<td>$52.01</td>
<td>$53.10</td>
</tr>
<tr>
<td>541611, 611521</td>
<td>IT Consultant</td>
<td>$141.71</td>
<td>$144.69</td>
<td>$147.73</td>
<td>$150.83</td>
<td>$154.00</td>
</tr>
<tr>
<td>541611, 611522</td>
<td>Webmaster</td>
<td>$92.85</td>
<td>$94.80</td>
<td>$96.79</td>
<td>$98.82</td>
<td>$100.89</td>
</tr>
<tr>
<td>541611, 611523</td>
<td>Helpdesk</td>
<td>$83.07</td>
<td>$84.82</td>
<td>$86.60</td>
<td>$88.42</td>
<td>$90.27</td>
</tr>
</tbody>
</table>