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 www.GSAAdvantage.gov.

Multiple Award Schedule

FSC Group: MAS          FSC Class: 541611

Contract number: 47QRAA19D0061

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

Contract Period: March 14, 2019 through March 13, 2024

HRS Consulting, Inc.
2645 Executive Park Drive, Suite 420
Weston, FL 33331
Telephone: (954) 217-6241
Fax: 888-389-3606

www.hrsconsults.com

Contract Administration Source: Brian Kelley
Phone: (703) 346-9947
email: bkelley@hrsconsults.com

Business size:    Small Business
                  Veteran Owned Business
                  Service-Disabled Veteran-Owned Business
                  Service-Disabled Veteran-Owned Small Business

Price list current as of Modification #A824 effective 9/2/2020
ABOUT HRS CONSULTING, INC.

HRS has extensive experience providing premier business solutions to government and commercial enterprises world-wide. Founded in 2009, HRS has grown to become a trusted advisor and service provider to numerous government agencies including the U.S. Coast Guard, Department of Homeland Security, the Federal Aviation Administration, Department of Interior, Bureau of Safety & Environmental Enforcement, Department of Transportation, the Department of Veterans Affairs, the Veterans Health Administration as well as the state and municipal governments of Washington, Oregon, Virginia, New Jersey and Tennessee.

Our executives and professional teams also have experience with more than 700 complex commercial customer operations and deep expertise across a broad range of disciplines including Training and Instructional System Design, Strategic Planning, Continuity of Operations Planning, Aviation Safety, Staff Augmentation and High Reliability, Safety and Performance Improvement. Our user-centered design, change management, and process improvement expertise includes Lean/Six Sigma, Theory of Constraints and High Reliability Organization formulaic planning and practices. We are experts with conventional methods and have developed and applied innovative approaches to achieve sustainable solutions to issues and opportunities that have resisted improvement in complex organizations performing critical procedures.

CONTRACTING INFORMATION PAGES

<table>
<thead>
<tr>
<th>INFORMATION</th>
<th>PAGES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Ordering Information</td>
<td>3-5</td>
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<tr>
<td>Contract Price List</td>
<td>5</td>
</tr>
<tr>
<td>Labor Category Descriptions</td>
<td>6-9</td>
</tr>
</tbody>
</table>
1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Title</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>611430</td>
<td>Professional and Management Development Training</td>
</tr>
<tr>
<td>611512</td>
<td>Flight Training</td>
</tr>
<tr>
<td>OLM</td>
<td>Order-Level Materials</td>
</tr>
</tbody>
</table>

1b. Identification of Lowest Unit Price:
Labor Category: Administrative Support, Rate: $60.08/hr.

1c. HRS Consulting, Inc. is offering labor categories at hourly rates. Labor category descriptions included.

2. Maximum order: $1,000,000

3. Minimum order: $100

4. Geographic coverage: Worldwide

5. Point(s) of production (city, county, and state, or foreign country): Not applicable

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

7. Quantity Discounts:
   - 1% for order over the SAT
   - 1.5% for task order between $250,000.00 and $500,000.00
   - 2% for task orders over $500,000.00.

8. Prompt payment terms: Net 30 days

9a. Government Purchase Cards are accepted at or below the micro-purchase threshold. Yes

9b. Government Purchase Cards are accepted above the micro-purchase threshold. Will Accept

10. Foreign items: Not Applicable

11a. Time of Delivery: Contact Contractor

11b. Expedited delivery: Contact Contractor
11c. Overnight and 2-day delivery: Contact Contractor
11d. Urgent Requirements: Contact Contractor
12. F.O.B. point(s): Destination
13a. Ordering Address:
HRS Consulting, Inc.
2645 Executive Park Drive, Suite 420
Weston, FL 33331
13b. 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.
14. Payment address:
HRS Consulting, Inc.
2645 Executive Park Drive, Suite 420
Weston, FL 33331
15. Warranty Provision: Not applicable
16. Export packing charges: Not applicable
17. Terms and conditions of Government Purchase Card acceptance (any thresholds above the micro-purchase level): Contact Contractor
18. Terms and conditions of rental, maintenance and repair: Not applicable
19. Terms and conditions of installation: Not applicable
20. Terms and conditions of repair parts: Not applicable
20a. Terms and conditions for any other services: Not applicable
21. List of services and distribution points: Not applicable
22. List of participating dealers: Not applicable
23. Preventive maintenance: Not applicable
24a. Special attributes such as environmental attributes: Not applicable
24b. Section 508 Compliance: Not applicable
25. Data Universal Number System (DUNS) number: 961852030
26. Notification regarding registration in Central Contract Registration (CCR) database: Registered and active in SAM
Final Pricing:
The rates shown below include the Industrial Funding Fee (IFF) of 0.75%

<table>
<thead>
<tr>
<th>Item</th>
<th>SIN</th>
<th>Labor Category</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; 611430</td>
<td>Senior Subject Matter Expert (SME) / Senior Consultant</td>
<td>$170.49</td>
<td>$175.60</td>
<td>$180.87</td>
<td>$186.30</td>
<td>$191.89</td>
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<tr>
<td>2</td>
<td>541611; 611431</td>
<td>Subject Matter Expert (SME) / Consultant</td>
<td>$155.01</td>
<td>$159.66</td>
<td>$164.45</td>
<td>$169.38</td>
<td>$174.47</td>
</tr>
<tr>
<td>3</td>
<td>541611; 611432</td>
<td>Instructor / Facilitator</td>
<td>$78.98</td>
<td>$81.35</td>
<td>$83.79</td>
<td>$86.30</td>
<td>$88.89</td>
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<tr>
<td>4</td>
<td>541611; 611433</td>
<td>Instructional System Developer (ISD) 1</td>
<td>$127.55</td>
<td>$131.38</td>
<td>$135.32</td>
<td>$139.38</td>
<td>$143.56</td>
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<tr>
<td>5</td>
<td>541611; 611434</td>
<td>Instructional System Developer (ISD) 2</td>
<td>$115.24</td>
<td>$118.70</td>
<td>$122.26</td>
<td>$125.93</td>
<td>$129.70</td>
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<tr>
<td>6</td>
<td>541611; 611435</td>
<td>Project / Program Manager</td>
<td>$133.97</td>
<td>$137.99</td>
<td>$142.13</td>
<td>$146.39</td>
<td>$150.78</td>
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<tr>
<td>7</td>
<td>541611; 611436</td>
<td>Technical Writer</td>
<td>$94.77</td>
<td>$97.61</td>
<td>$100.54</td>
<td>$103.56</td>
<td>$106.66</td>
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<tr>
<td>8</td>
<td>541611; 611437</td>
<td>Administrative Support</td>
<td>$60.08</td>
<td>$61.88</td>
<td>$63.74</td>
<td>$65.65</td>
<td>$67.62</td>
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<tr>
<td>9</td>
<td>541611; 611438</td>
<td>Multimedia Developer / Programmer</td>
<td>$77.16</td>
<td>$79.47</td>
<td>$81.86</td>
<td>$84.31</td>
<td>$86.84</td>
</tr>
<tr>
<td>10</td>
<td>541611; 611439</td>
<td>Business / Financial / Management Analyst</td>
<td>$110.48</td>
<td>$113.79</td>
<td>$117.21</td>
<td>$120.72</td>
<td>$124.35</td>
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</tbody>
</table>

SCA/SCLS Matrix

<table>
<thead>
<tr>
<th>SCLS Eligible Contract Labor Category/Fixed Price Service</th>
<th>SCLS Equivalent Code Title</th>
<th>WD Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Instructional System Developer (ISD) 1</td>
<td>15060 – Educational Technologist</td>
<td>2015-4543</td>
</tr>
<tr>
<td>Instructional System Developer (ISD) 2</td>
<td>15060 – Educational Technologist</td>
<td>2015-4543</td>
</tr>
<tr>
<td>Technical Writer</td>
<td>30461 – Technical Writer I</td>
<td>2015-4543</td>
</tr>
<tr>
<td>Administrative Support</td>
<td>01020 – Administrative Assistant</td>
<td>2015-4543</td>
</tr>
<tr>
<td>Multimedia Developer/Programmer</td>
<td>15050 – Computer Based Training Specialist/Instructor</td>
<td>2015-4543</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).
Labor Category Descriptions

Labor Category 1:
Senior Subject Matter Expert (SME) / Senior Consultant

Minimum/General Experience:
Doctorate (PhD) in technical field or related domain with 15 years of experience.

Description:
Senior expert with extensive, enterprise-wide knowledge and experience in one or more designated functional and/or domain areas. Provides insight and advice concerning strategic direction and applicability of up to date, industry standard solutions, best practices, processes and procedures associated with the expert’s domain areas. Skilled at communicating business and process changes and concepts within client organization(s).

Educational/Experience Trade-Offs:
Master’s degree with 20+ years of experience.

Labor Category 2:
Subject Matter Expert (SME) / Consultant

Minimum/General Experience:
Master’s Degree in technical field or related domain with 10+ years of experience.

Description:
Expert with extensive, enterprise-wide knowledge and experience in one or more designated functional and/or domain areas. Provides insight and advice concerning strategic direction and applicability of up to date, industry standard solutions, best practices, processes and procedures associated with the expert’s domain areas. Skilled at communicating business and process changes and concepts within client organization(s).

Educational/Experience Trade-Offs:
Bachelor’s degree with 15+ years of experience.

Labor Category 3:
Instructor / Facilitator

Minimum/General Experience:
Bachelor’s degree in training, education or related field with 10+ years of experience.

Description:
Technical expert with extensive experience delivering technical training using adult learning principles and best practices to students/participants in military, commercial, or industry environments. Equally skilled at facilitating discussions, seminars, and working groups in support of assisting team and team members to meet individual and team goals and objectives.

Educational/Experience Trade-Offs:
Certification as a master trainer from accredited source or at least 10+ years of experience delivering instruction/facilitation, or Associate’s degree with 15+ years of experience.
Labor Category 4:  
Instructional System Developer (ISD) 1

Minimum/General Experience:  
Master’s Degree in education, technical training or related field with 10+ years of experience.

Description:  
Analyzes performance issues to create performance-based cognitive, kinesthetic, and affective domain training using adult learning principles and best practices. Uses ISD best practices to create training, including established methods, such as the ADDIE (analyze, design, develop, implement, and evaluate) model.

Educational/Experience Trade-Offs:  
BS in education, technical training, or related field with 15+ years of experience.

Labor Category 5:  
Instructional System Developer (ISD) 2

Minimum/General Experience:  
Bachelor’s degree in education, technical training or related field with 5+ years of experience.

Description:  
Analyzes performance issues to create performance-based cognitive, kinesthetic, and affective domain training using adult learning principles and best practices. Uses ISD best practices to create training including the ADDIE (analyze, design, develop, implement, and evaluate) model.

Educational/Experience Trade-Offs:  
Associates degree in education, technical training, or related field with 10+ years of experience.

Labor Category 6:  
Project / Program Manager

Minimum/General Experience:  
Master’s degree in technical field, business or financial management with 10+ years of experience.

Description:  
Manages projects and programs to meet contract requirements, performance goals, and associated objectives within schedule and financial constraints. Applies industry best practices to conduct quality assurance and reporting within contract requirements. Meets and communicates with clients as needed to support completion of all deliverables per contract requirements.

Educational/Experience Trade-Offs:  
Bachelor’s degree in technical field, business, or financial management with 15+ years of experience.
Labor Category 7: 
Technical Writer

Minimum/General Experience:
Bachelor’s degree with 5+ years of experience.

Description:
Writes/edits a variety of technical articles, reports, brochures and/or manuals for a wide range of uses. Reviews content of technical documentation. Ensures that documents follow the style laid out in the client’s style guide or governing directives. Coordinates the display of graphics and document production.

Educational/Experience Trade-Offs:
Associate’s degree with 10+ years of experience.

Labor Category 8: 
Administrative Support

Minimum/General Experience:
Associate’s degree with 2+ years of experience.

Description:
Provides administrative, clerical, and support services to technical, professional and management level staff for project tasks. Work includes program management support activities, project budget preparation, documentation and graphics support, events planning and facilitation.

Educational/Experience Trade-Offs:
High School diploma with 6+ years of experience or a Bachelor’s degree.

Labor Category 9: 
Multimedia Developer / Programmer

Minimum/General Experience:
Bachelor’s Degree in multimedia design, training, programming or related field with 10+ years of experience.

Description:
Technical expert skilled at designing and creating multimedia and programmed interactions for technical displays, training products/programs, web products, and related materials. Uses a variety of scripted, custom design and object-oriented programs to create deliverables.

Educational/Experience Trade-Offs:
Associates degree in multimedia design, training, programming or related field with 15+ years of experience.

Labor Category 10: 
Business / Financial / Management Analyst

Minimum/General Experience:
Bachelor’s degree in business, finance or management field with 8+ years of experience.

Description:
Performs needs, functional, logical, lifecycle, and technical assessments and analyses; feasibility studies; cost-benefit studies; briefings and presentations; assessment writing; and post-implementation valuations for projects.

Educational/Experience Trade-Offs:
Associates degree with 10+ years of experience.
## HRS Consulting Substitution Methodology

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Min Edu</th>
<th>Min Exp</th>
<th>PhD</th>
<th>Masters</th>
<th>Bachelors</th>
<th>Associates</th>
<th>High School</th>
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<tbody>
<tr>
<td>Senior Subject Matter Expert (SME) / Senior Consultant</td>
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<td></td>
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<tr>
<td>Subject Matter Expert (SME) / Consultant</td>
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<td>N/A</td>
<td></td>
<td>15</td>
<td>N/A</td>
<td>N/A</td>
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<tr>
<td>Instructor / Facilitator</td>
<td>Bachelors</td>
<td>10</td>
<td>N/A</td>
<td>5</td>
<td>15</td>
<td>N/A</td>
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<tr>
<td>Instructional System Developer (ISD) 1</td>
<td>Masters</td>
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<td>15</td>
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<tr>
<td>Project / Program Manager</td>
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<td>Administrative Support</td>
<td>Associates</td>
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<td>Multimedia Developer / Programmer</td>
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<td>15</td>
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<td>Business / Financial / Management Analyst</td>
<td>Bachelors</td>
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<td>N/A</td>
<td>N/A</td>
<td>10</td>
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