

**General Services Administration Federal Supply Service  
Multiple Award Schedule**

**Large Category: Professional Services  
Contract Number: 47QRAA19D006K**



**Authorized Federal Supply Schedule Price List  
Contract Period: April 2, 2019 through April 1, 2024 Contractor:  
Making Cents International, Inc.  
1350 Connecticut Avenue NW  
Suite 410  
Washington DC, 20036  
Business Size: Small, Woman Owned Business**

**Contact: Tijana Dabic  
Vice President, Business Development  
+1 (202) 783-4090 [tijana@makingcents.com](mailto:tijana@makingcents.com)**

Pricelist current through MASS Mod PS-A812 effective February 3, 2020

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

## **CUSTOMER INFORMATION:**

- 1a. Awarded Special Item Numbers:** 541611, 611430, 611512, OLM
- 1b. Identification of the lowest priced model number and lowest unit price for that model for each SIN:** See Rate Table on Page 2.
- 1c. Description of all corresponding commercial job titles, experience, functional responsibility, and education:** See Pages 2-5, Labor Category Descriptions.
- 2. Maximum Order:** \$1,000,000.00
- 3. Minimum Order:** \$100.00
- 4. Geographic Coverage:** Domestic and Overseas
- 5. Point of production:** Same as company address
- 6. Discount from list prices:** 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:** None
- 10a. Time of Delivery:** Specified on the Task Order
- 10b. Expedited Delivery:** Contact Contractor
- 10c. Overnight and 2-day delivery:** Contact Contractor
- 10d. Urgent Requirements:** Contact Contractor
- 11. F.O.B Points(s):** Destination
- 12a. Ordering Address(es):** Same as Contractor
- 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):** 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:** 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. Section 508 compliance:** N/A

**23. Data Universal Numbering System (DUNS) number:** 610509171

**24. Notification regarding registration in System for Award Management (SAM) database:**  
Registered

**Final Pricing:**

The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

SIN	Awarded Labor Category	Site	Year 1	Year 2	Year 3	Year 4	Year 5
541611 611430	Director	Both	\$194.36	\$200.19	\$206.20	\$212.38	\$218.75
541611 611430	Subject Matter Expert	Both	\$192.51	\$198.29	\$204.24	\$210.37	\$216.68
541611 611430	Manager III	Both	\$130.29	\$134.20	\$138.23	\$142.37	\$146.65
541611 611430	Manager II	Both	\$91.43	\$94.17	\$97.00	\$99.91	\$102.90
541611 611430	Manager I	Both	\$59.24	\$61.02	\$62.85	\$64.73	\$66.68
611430	Training Consultant III	Both	\$188.29	\$193.94	\$199.76	\$205.75	\$211.92
611430	Training Consultant II	Both	\$120.63	\$124.25	\$127.97	\$131.81	\$135.77
611430	Training Consultant I	Both	\$86.34	\$88.93	\$91.60	\$94.35	\$97.18

**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 CFR 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.

**Labor Category Descriptions:**

**Director**

*SIN(s): 541611, 611430*

Director is a member of senior management and a technical expert in the company's core service offerings, with experience leading and managing large projects funded by the US Government and other clients in the field of international development. S/he is responsible for providing strategic leadership and guidance and for managing teams. Director manages multiple projects of high complexity, often in overseas locations; mentors' staff; and liaises closely with clients on all strategic issues. S/he is also responsible for designing, implementing, and managing business operations and process improvements.

Minimum Education & Experience:

- Master's Degree in a relevant field and 12 years of experience; OR
- Bachelor's Degree in a relevant field and 18 years of experience

**Subject Matter Expert**

*SIN(s): 541611, 611430*

Subject Matter Expert has experience and expertise in strategic and program management, assessments, monitoring and evaluation, methodology development, facilitation, training, report writing, business management, and/or organizational development. S/he serves as company's representative on client projects, including on overseas assignments, and has extensive experience in company's core service offerings. As such, s/he is responsible for planning, delivering, and managing activities on client projects and for liaising with the client. Subject Matter Expert develops company-wide technical services and products, including new methodologies for service and product delivery. S/he is adept at using analytical tools and methodologies and is an expert in identifying key stakeholders, reviewing the effectiveness of existing programs, recommending programmatic strategies, and developing key performance indicators.

Minimum Education & Experience:

- Master's Degree in a relevant field and 12 years of experience; OR
- Bachelor's Degree in a relevant field and 18 years of experience

**Manager III**

*SIN(s): 541611, 611430*

Manager III has extensive project management and supervisory experience. S/he works in both specific and general subject areas and leads initiatives in these areas. S/he possesses a demonstrated ability to provide guidance and direction at the program and project level and to manage large, complex projects, including those implemented overseas. Manager III is a critical

member of the team, a leader in most tasks, and works in a supervisory role with all project staff. S/he possesses technical expertise in one or more of company's core services.

Minimum Education & Experience:

- Master's Degree in a relevant field and 8 years of experience; OR
- Bachelor's Degree in a relevant field and 14 years of experience

### **Manager II**

*SIN(s): 541611, 611430*

Manager II has project management and supervisory experience. S/he works in both specific and general subject areas. S/he possesses a demonstrated ability to provide guidance and direction at the program and project level and to manage projects, including those implemented overseas. Manager II is a critical member of the team and works closely with all project staff. S/he demonstrates knowledge in one or more of company's core services. Manager II is responsible for overseeing daily tasks to achieve project goals.

Minimum Education & Experience:

- Bachelor's Degree in a relevant field and 5 years of experience; OR
- Master's Degree in a relevant field and 1 year of experience

### **Manager I**

*SIN(s): 541611, 611430*

Manager I has project management experience. S/he works in both specific and general subject areas and possesses a demonstrated ability to complete assigned tasks. Manager I is a critical member of the team and works closely with all project staff.

Minimum Education & Experience:

- Bachelor's Degree in a relevant field and 1 years of experience; OR
- High school Diploma and 6 years of experience

### **Training Consultant III**

*SIN(s): 611430*

Training Consultant III has high-level expertise in designing and conducting complex training needs assessments and in developing and implementing courses and learning and professional development activities for clients. S/he manages the development of long-term learning strategies and leads and manages teams in the design and implementation of learning activities. S/he strengthens learning management and learning processes, develops tools and

guidance to support knowledge management capacity, and keeps abreast of knowledge management and organizational learning best practices. S/he provides expert assistance in functional or technical area of expertise. Training Consultant III manages programs, activities, and staff.

Minimum Education & Experience:

- Master's Degree in a relevant field and 12 years of experience; OR
- Bachelor's Degree in a relevant field and 18 years of experience

### **Training Consultant II**

*SIN(s): 611430*

Training Consultant II designs and conducts complex training needs assessments and develops and implements courses and a range of learning and professional development activities for clients. S/he develops long-term learning strategies and works with teams in the design and implementation of learning activities. Training Consultant II strengthens learning management and learning processes, develops tools and guidance to support knowledge management capacity, keeps abreast of knowledge management and organizational learning best practices, and provides expert assistance in functional or technical area of expertise. S/he assists Training Consultant III.

Minimum Education & Experience:

- Master's Degree in a relevant field and 8 years of experience; OR
- Bachelor's Degree in a relevant field and 14 years of experience

### **Training Consultant I**

*SIN(s): 611430*

Training Consultant I designs and conducts simple training needs assessments and delivers courses for clients. S/he supports the development of long-term learning strategies and supports teams in the design and implementation of learning activities. S/he helps develop tools and guidance to support knowledge management capacity, keeps abreast of knowledge management and organizational learning best practices, and provides assistance in functional or technical area of expertise. S/he assists Training Consultant II.

Minimum Education & Experience:

- Bachelor's Degree in a relevant field and 5 years of experience