FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

SIN 541611 – MANAGEMENT AND FINANCIAL CONSULTING, ACQUISITION AND GRANTS
MANAGEMENT SUPPORT, AND BUSINESS PROGRAM AND PROJECT MANAGEMENT SERVICES
FSC/PSC CODE: R408

OLM – ORDER LEVEL MATERIALS

David T. Scott & Associates, LLC
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Arlington, VA 22201
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www.consultdts.com

Contract Number: 47QRAA19D006Q
Contract Period: April 8, 2019 through April 7, 2024
Business Size: Small Business

Multiple Award Schedule
Federal Supply Group: MAS

General Services Administration
Federal Acquisition Service

Pricelist current through PS-A812, effective February 5, 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®, a menu-driven
database system. The INTERNET address GSA Advantage® is: GSAAAdvantage.gov

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

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611 &amp; 541611RC</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>OLM</td>
<td>Order Level Materials</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. See Pricing Page 5.

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. See Labor Category Descriptions Page 5.

2. Maximum Order: $1,000,000.00

3. Minimum Order: $100.00

4. Geographic Coverage (delivery Area): Domestic & Worldwide

5. Point(s) of production (city, county, and state or foreign country): Same as company address


7. Quantity discounts: None Offered

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

9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold: Yes

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Will accept

10. Foreign items (list items by country of origin): None

11a. Time of Delivery (Contractor insert number of days): Specified on the Task Order

11b. 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
11c. 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

11d. 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 effect a faster delivery: Contact Contractor

12. F.O.B Points(s): Destination

13a. Ordering Address(es): Same as Contractor

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 (is): Same as Contractor

15. Warranty provision: Contractor’s standard commercial warranty.

16. Export Packing Charges (if applicable): N/A

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 (if applicable): N/A

19. Terms and conditions of installation (if applicable): N/A

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A

20a. Terms and conditions for any other services (if applicable): N/A

21. List of service and distribution points (if applicable): N/A

22. List of participating dealers (if applicable): N/A

23. Preventive maintenance (if applicable): N/A

24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: N/A

24b. 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. contactor’s website or other location.) The EIT standards can be found at: www.Section508.gov/

25. Data Universal Numbering System (DUNS) number: 967554085
26. Notification regarding registration in System for Award Management (SAM) database: Registered.
**GSA Awarded Pricing**

The rates are inclusive of the Industrial Funding Fee (IFF) of 0.75%.

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>04/08/19 – 04/07/20</th>
<th>04/08/20 – 04/07/21</th>
<th>04/08/21 – 04/07/22</th>
<th>04/08/22 – 04/07/23</th>
<th>04/08/23 – 04/07/24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Analyst</td>
<td>$86.99</td>
<td>$88.99</td>
<td>$91.04</td>
<td>$93.13</td>
<td>$95.27</td>
</tr>
<tr>
<td>Data Analyst</td>
<td>$86.97</td>
<td>$88.97</td>
<td>$91.02</td>
<td>$93.11</td>
<td>$95.25</td>
</tr>
<tr>
<td>Instructional Designer</td>
<td>$108.12</td>
<td>$110.61</td>
<td>$113.15</td>
<td>$115.75</td>
<td>$118.42</td>
</tr>
<tr>
<td>Junior Business Analyst</td>
<td>$80.83</td>
<td>$82.69</td>
<td>$84.59</td>
<td>$86.54</td>
<td>$88.53</td>
</tr>
<tr>
<td>Project Manager</td>
<td>$176.11</td>
<td>$180.16</td>
<td>$184.30</td>
<td>$188.54</td>
<td>$192.88</td>
</tr>
<tr>
<td>Senior Business Analyst</td>
<td>$122.00</td>
<td>$124.81</td>
<td>$127.68</td>
<td>$130.61</td>
<td>$133.62</td>
</tr>
<tr>
<td>Senior Instructional Designer</td>
<td>$123.42</td>
<td>$126.26</td>
<td>$129.16</td>
<td>$132.13</td>
<td>$135.17</td>
</tr>
<tr>
<td>SME 1</td>
<td>$91.91</td>
<td>$94.02</td>
<td>$96.19</td>
<td>$98.40</td>
<td>$100.66</td>
</tr>
<tr>
<td>SME 2</td>
<td>$130.81</td>
<td>$133.82</td>
<td>$136.90</td>
<td>$140.05</td>
<td>$143.27</td>
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<tr>
<td>SME 3</td>
<td>$141.25</td>
<td>$144.50</td>
<td>$147.82</td>
<td>$151.22</td>
<td>$154.70</td>
</tr>
</tbody>
</table>

**Service Contract Act:** The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Multiple Award Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS 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 eligible labor categories. If and/or when the contractor adds SCLS labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.
Labor Category Descriptions

**Business Analyst**

**Functional Responsibility:** The Business Analyst facilitates and supports methodology and requirements; development and evaluation; and business process re-engineering tasks. Key responsibilities include: providing activity and data modeling; developing modern business methods and best practices; turning those business methods into functional and technical software requirements with minimal supervision; creating and assessing performance measurements; and developing requirements for, and participating in, system and User Acceptance Testing (UAT). Interfaces regularly with both requirements and technical teams.

**Minimum Experience:** 2 years  
**Minimum Education:** Bachelor’s

**Data Analyst**

**Functional Responsibility:** The Data Analyst, under supervision, works with customers and user groups to evaluate and solve business problems, developing business processes and identifying the right solutions. Conducts daily communication with project teams. Develops business and technical requirements and provides assistance in solution implementation efforts.

**Minimum Experience:** 1 year  
**Minimum Education:** Bachelor’s

**Instructional Designer**

**Functional Responsibility:** The Instructional Designer should be able to communicate well with all levels of the organization; identify and suggest new processes and ideas that will facilitate the business processes; demonstrate flexibility and attention to detail; meet deadlines; work independently when required; and work well with others, demonstrating the highest levels of customer service. In addition, will manage work efforts to contract specifications; develop quality work product(s) and documentation; anticipate and communicate project risks; and develop the skills to become a Subject Matter Expert (SME).

**Minimum Experience:** 3 years  
**Minimum Education:** Bachelor’s

**Junior Business Analyst**

**Functional Responsibility:** The Junior Business Analyst performs a variety of technical, managerial, administrative, and/or project support tasks which are broad in nature. Performs with some latitude for un-reviewed actions and decisions.

**Minimum Experience:** 1 year  
**Minimum Education:** Associate’s
Project Manager

**Functional Responsibility:** The Project Manager (PM) is responsible for all aspects of the development and implementation of assigned projects and provides a Single Point-of-Contact (SPOC) for those projects. Takes projects from original concept through final implementation. Defines project scope, technical requirements, data standards, and solution components. Develops detailed work plans, testing/Quality Assurance (QA) schedules, project estimates, resource plans, and status reports. Conducts project meetings and is responsible for project tracking and analysis. Ensures adherence to quality standards and reviews project deliverables. Manages the integration of vendor tasks and tracks and reviews vendor deliverables. Provides technical and analytical guidance to project team. Under the guidance of the Program Manager, responsible for the overall management of the specific Task Order (TO) and insuring that the technical solutions and schedules in the TO are implemented in a timely manner. Performs enterprise-wide, horizontal integration planning and interfaces to other functional systems.

**Minimum Experience:** 5 years  **Minimum Education:** Bachelor’s

Senior Business Analyst

**Functional Responsibility:** The Senior Business Analyst plans, facilitates, and supports complex methodology and requirements development and evaluation, to include business process re-engineering. Key responsibilities include: providing activity and data modeling; developing modern business methods and best practices; turning those business methods into functional and technical software requirements; creating and assessing performance measurements; and leading system and UAT. Serves as the primary liaison between the requirements and development functions.

**Minimum Experience:** 5 years  **Minimum Education:** Bachelor’s

Senior Instructional Designer

**Functional Responsibility:** The Senior Instructional Designer will perform as an individual contributor on client engagement teams, working under the supervision of a Project and/or Program Manager, to develop work product, lead specific project initiatives, and act as a SME on consulting projects. Client engagement activities include, but are not limited to: framing issues, problem-structuring, optimizing client processes, developing go-to-market strategies, and change management. In addition, the Senior Instructional Designer will manage work efforts to contract specifications; develop quality work product(s) and documentation; support delivery assurance practices by participating in periodic project reviews; anticipate and communicate project risks; serve as a SME; and lead sub-project teams as required.

**Minimum Experience:** 6 years  **Minimum Education:** Bachelor’s
**SME 1**

**Functional Responsibility:** The SME 1 serves as an advisor to the project team. Develops recommendations for critical efforts related to technologies, networks, customer organization, business process, change management, or other relevant subject matter.

**Minimum Experience:** 3 years  **Minimum Education:** Bachelor’s

**SME 2**

**Functional Responsibility:** The SME 2 serves as an advisor to the PM. Develops recommendations for critical efforts related to technologies, networks, customer organization, business process, change management, or other relevant subject matter.

**Minimum Experience:** 5 years  **Minimum Education:** Bachelor’s

**SME 3**

**Functional Responsibility:** The SME 3 serves as an advisor to the customer's management team. Plans, supports, and provides advice/guidance in complex and critical efforts related to technologies, networks, customer organization, business process, change management, or other relevant subject matter.

**Minimum Experience:** 10 years  **Minimum Education:** Bachelor’s

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**Experience & Degree Substitution Equivalencies**

<table>
<thead>
<tr>
<th>Equivalent Degree</th>
<th>Additional Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s</td>
<td>Associate’s degree + 2 years relevant experience</td>
</tr>
<tr>
<td>Master’s</td>
<td>Bachelor’s + 2 years relevant experience</td>
</tr>
</tbody>
</table>