

GENERAL SERVICES ADMINISTRATION

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

FEDERAL SUPPLY GROUP: PROFESSIONAL SERVICES

Contract Number: 47QRAA20D0002

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

Pricelist current as of Modification # A821 effective July 9, 2020.

Contract Period: October 4, 2019 through October 3, 2024

AEROBODIES

Aerobodies Fitness Company, Inc.

950 North Washington Street Suite 313

Alexandria, VA 22314

Phone Number: (703)-820-0217

Fax Number: (703) 820-0218

Web site: www.aerobodies.com

Contact for contract administration: Fran Dean Bishop

[Email: franb@aerobodies.com](mailto:franb@aerobodies.com)



Economically Disadvantaged-Woman Owned Small Business 8(a) Certified Small Business Disadvantaged Small Business

GENERAL SERVICES ADMINISTRATION

BUSINESS SIZE. SMALL

Prices shown herein are NET

CUSTOMER INFORMATION

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

SIN	SIN Description
541611	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
OLM	Order-Level Materials (OLM)

1b. Identification of the lowest priced model number and lowest unit price for each special item number awarded under 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 location of the customer, should show the range of the lowest price, and cite the areas to which the prices

SIN	Product Item Description	Price
541611	Training Subject Matter Expert/Instructor I	\$74.06

1c. Hourly rates: See Pricing Below

2. Maximum Order: \$1,000,000

3. Minimum Order: \$100

4. Geographic Coverage (delivery Area): Domestic only

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

6. Discount from list prices or statement of net price: Government net prices (discounts already deducted). See Attachment.

7. Quantity discounts: 3% for task orders between \$300,000 and \$500,000

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 micropurchase threshold: Yes, Government purchase cards are accepted above the micro purchase threshold.

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

11a. Time of Delivery (Contractor insert number of days): As agreed upon between Aerobodies & Agency

CUSTOMER INFORMATION

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: As agreed upon between Aerobodies & Agency

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: N/A

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: As agreed upon between Aerobodies & Agency

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

13a. Ordering Address(es): [Aerobodies Fitness Company, Inc., 950 North Washington Street Suite 313 Alexandria, VA 22314](#)

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(es): [Aerobodies Fitness Company, Inc., 950 North Washington Street Suite 313 Alexandria, VA 22314](#)

15. Warranty provision: 30 DAYS ARO or in accordance with applicable Statement of Work

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

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro purchase level): yes

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

CUSTOMER INFORMATION

24a. Special attributes such as 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. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov. Full details can be found at www.aerobodies.com

25. Data Universal Numbering System (DUNS) number: 804917896

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

Labor Categories

Item	SIN	Labor Category	Site	Year 1	Year 2	Year 3	Year 4	Year 5
1	541611	Project Manager I	Both	\$222.17	\$226.61	\$231.14	\$235.76	\$240.48
2	541611	Project Business Manager II	Both	\$296.22	\$302.15	\$308.19	\$314.35	\$320.64
3	541611	Training Subject Matter Expert/Instructor I	Both	\$74.06	\$75.54	\$77.05	\$78.59	\$80.16
4	541611	Training Subject Matter Expert/Instructor II	Both	\$172.80	\$176.25	\$179.78	\$183.37	\$187.04
5	541611	Executive Business Coach/Strategist	Both	\$245.32	\$250.23	\$255.23	\$260.34	\$265.54
6	541611	Subject Matter Expert, Level II	Both	\$197.48	\$201.43	\$205.46	\$209.57	\$213.76

CUSTOMER INFORMATION

GSA Labor Category Description

Job Title: Project Manager I

Minimum/General Experience: Four years of technical experience in business architecture design implementation, program and change management efforts, business support, analysis or business process redesign.

Functional Responsibilities: Provides detailed knowledge, experience, technical background and supervisory skills to implement business solutions. Business Management Consultant I is qualified to:

- Lead business process redesign personnel in the development of new business process architectures.
- Design training programs and process improvement programs
- Participate in quality reviews to ensure work complies with specified standards
- Develop team workplans, work breakdown structures and perform workflow analyses
- Define business architecture design requirements
- Supervise analysts in the development of software designs, computer programming, system testing or training curricula
- Assist in project budget preparation.

Minimum Education: Bachelor's Degree

Job Title: Project Business Manager II

Minimum/General Experience: Seven years of experience in business architecture design implementation, program and change management efforts business support, analysis, or business process redesign

Functional Responsibilities: Provides specialized technical and broad management expertise to guide project(s) and management teams in delivering client solutions. Provides subject matter expertise in industry, process or business process redesign. A Business Management Consultant II is qualified to perform such tasks as:

- Plan and manage the work of business architecture design project teams
- Design and implement enterprise level and new organization structures
- Conceptual design and development of training curricula
- Advise and provide strategic consulting to an organization to translate its vision and strategy into core human resource and business processes
- Lead clients through streamlining, reengineering and transforming business processes
- Develop business solutions and supervise analysis
- Develop and execute project budgets.

Minimum Education: Bachelor's Degree

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Job Title: Training Subject Matter Expert/Instructor I

Minimum/General Experience: One year of experience in professional training and development projects. Provides subject matter expertise support training development projects or related fields, including content review and feedback to development staff, as well as delivery of the training.

Functional Responsibility: Provides formatting, content and document coordination, presentation and instruction for training courses.

Minimum Education: Bachelor's Degree

Job Title: Training Subject Matter Expert/Instructor II

Minimum/General Experience Four years of experience as a subject matter expert for all types of training development projects, including content review and feedback to development staff, application software, or training on business process improvements and procedures. Also may provide delivery of training.

Functional Responsibility Conducts the research necessary to develop and revise training courses and prepares appropriate training manuals and curriculum. Prepares all instructor materials (course outline, background material and training aids). Prepares all student materials (course manuals, workbooks, handouts, completion certificates and course evaluation forms). Trains personnel by conducting formal classroom courses, workshops, and seminars. Provides daily supervision to staff and other training personnel.

Minimum Education Bachelor's Degree

Job Title: Executive Business Coach/Strategist

Minimum/General Experience: Five years of broad multi-client/industry experience, coaching and or consulting in the industry areas of health and pharmaceuticals, communications, financial services, transportation, energy, information technology, engineering, and acquisitions/procurement.

Functional Responsibility: The Business Executive/Coach will specialize in at least one functional area such as Business Strategist, Business Coach, Transportation Services, Procurement/Acquisitions, Manufacturing and Supply Chain Management, Architecture Strategy, Platform Strategy, Go-to Market Effectiveness, Global Sourcing, or Innovation Strategy. Ability to lead enterprise level efforts to obtain complex data sets; identifies conflicting themes and objectives; synthesizing findings, coaching and consulting on business opportunities and develops recommendations.

Minimum Education: Master's Degree

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Job Title: Subject Matter Expert, Level II

Minimum/General Experience Ten years of experience in the field of: financial management, acquisitions, accounting, cost estimating, health/pharmaceuticals, business process improvement, information technology applications, economics, or statistics. Specializing in new and related legacy technology and business enterprise platforms.

Functional Responsibility: Performs GAAP analysis, defines and analyzes problems and design/develop/executes plans and requirements in the subject matter area for division and enterprise level systems; inclusive of financial systems. Provides detailed evaluation and recommendation for proper implementation of programs and systems specifications for monitoring and evaluation, communications protocols, risk management/electronic analysis, software, life-cycle management, software development methodologies, modeling and simulation, and capable of providing complex statistical modeling and analysis.

Minimum Education: Bachelor's degree