



General Services Administration  
Federal Supply Service  
Authorized Federal Supply Schedule Price List

## Multiple Award Schedule – MAS

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage!™, a menu-driven database system. The INTERNET address for GSA Advantage!™ is: <http://www.GSAAdvantage.gov>.

**Contract Number:** 47QRAA20D008F  
**Federal Supply Group:** Information Technology  
Professional Services  
Miscellaneous  
**FSC/PSC Group:** D399, R408, 0000

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

Prices Shown Herein are Net (discount deducted).

**Contract Period:** August 12, 2020 – August 11, 2025  
**Contractor Name:** **Point B, Inc.**  
**Address:** 1420 5<sup>th</sup> Ave Ste 2200  
Seattle, WA 98101  
**Phone Number:** 303-974-3217  
**Fax Number:** 206-770-7319  
**E-mail:** [jskurcenski@pointb.com](mailto:jskurcenski@pointb.com)  
**Website:** <https://www.pointb.com/>

**Contract Administrator:** Jason Skurcenski

**Business Size:** Other than Small Business

**Pricelist Effective Through Modification PO-0001, dated August 12, 2020**

## Customer Information

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

Special Item Number	Special Item Description	Service Description Page	Awarded Price Page
54151S/RC	Information Technology Professional Services	5 – 7	8
541611/RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services	9 – 11	12
OLM/RC	Order-Level Materials (OLM)	Defined at Order Level	Defined at Order Level

**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.: N/A**

**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 pages 5 – 7 and 9 – 11.**

**2. Maximum Order:**

Special Item Number	Maximum Order
54151S/RC	\$500,000
541611/RC	\$1,000,000
OLM/RC	\$250,000

**3. Minimum Order:** \$100

**4. Geographic Coverage:** Domestic Delivery Only (48 States, DC)

**5. Point of production:** US

**6. Discount from list prices or statement of net price:** Prices shown herein are net prices

**7. Quantity discounts:** None

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

**9a.** Government purchase cards **are accepted** at or below the micro-purchase threshold.

**9b.** Government purchase cards **are not accepted** above the micro-purchase threshold.

**10. Foreign items:** None

**11a. Time of Delivery:** As negotiated with Ordering Agency

**11b. Expedited Delivery:** Items available for expedited delivery are noted in this price list.

**11c. Overnight and 2-day delivery:** Contact Contractor

**11d. Urgent Requirements:** Please note the Urgent Requirements clause of this contract and contact contractor.

**12. F.O.B Points:** Destination

**13a. Ordering Address:** Point B, Inc.  
Attn: Jason Skurcenski  
1420 5th Avenue, Suite 2200  
Seattle, WA 98101  
Email: [jskurcenski@pointb.com](mailto:jskurcenski@pointb.com)

**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:** Point B, Inc.  
Attn: Union Bank  
PO Box 84352  
Seattle, WA 98124  
Email: [AR@pointb.com](mailto:AR@pointb.com)

**15. Warranty provision:** N/A

**16. Export Packing Charges:** N/A

**17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Government purchase cards **are not accepted** above the micro-purchase threshold.

**18. Terms and conditions of rental, maintenance, and repair:** N/A

**19. Terms and conditions of installation:** N/A

**20a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:** N/A

20b. Terms and conditions for any other services: N/A

21. List of service and distribution points:

Location	County
111 Congress Avenue Suite 400 Austin, TX 78701	Travis
4540 SW Kelly Ave Portland, OR 97239	Multnomah
1400 16 <sup>th</sup> Street Suite 400 Denver, CO 80202	Denver
360 N. Pacific Coast Highway Suite 2000, Office 2014 El Segundo, CA 90245	Los Angeles
One Market-Spear Tower Suite 3600 San Francisco, CA 94105	San Francisco
7700 Windrose Avenue Suite G300 Plano, TX 75024	Collin
75 State Street Suite 100 Boston, MA 02109	Suffolk
230 W Monroe Street Suite 2030 Chicago, IL 60606	Cook
815 N 1st Ave Suite #2 Phoenix, AZ 85003	Maricopa
405 Lexington Ave. Suite 744 New York, NY 10174	New York
18756 Stone Oak Parkway, Suite 200 San Antonio, TX 78258	Bexar
121 West Trade Street, Suite 3050 Charlotte, NC 28202	Mecklenburg

22. List of participating dealers: N/A

23. Preventive maintenance: N/A

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. contactor’s website or other location.) The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/)

25. Data Universal Numbering System (DUNS) number: 175943224

26. Notification regarding registration in System for Award Management (SAM) database: Point B, Inc. is registered in the SAM Database.

## Labor Category Descriptions for SIN 54151S

### Experience Substitutions for Labor Categories

Bachelors	Associates degree plus 2 years' experience or High School Diploma plus 4 years' experience
Certification(s)	Related certification(s) is equivalent to 1 years of experience or education requirement

The years of experience substituted may be used to satisfy education requirements. Completion of higher education which has not yet resulted in a degree may be counted as one-for-one years of experience for each year of higher education and may be used to satisfy education requirements.

Technical Solutions Specialist 2	
<b>Minimum Experience:</b>	15
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	The Technical Solutions Specialist 2 has overall accountability for IT solution strategic programs. The person may be responsible for product delivery and/or financial management of client multi-workstream (6-8) engagements. The person performs independent quality assurance reviews of program performance and deliverables. They support thought leadership to engagement teams in developing creative solutions to client business problems.

Technical Solutions Specialist 1	
<b>Minimum Experience:</b>	12
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	The Technical Solutions Specialist 1 plans and manages IT projects to control overall project scope, budgets and schedules for multi-workstream (4-6) engagements. Maintains contractor interface with the senior levels of the customer's organization, consult with customer and contractor personnel to formulate and review task plans and deliverables, and provide conformance with program and project task schedules and costs and contractual obligations.

Technical Solutions Leader 2	
<b>Minimum Experience:</b>	10
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	The Technical Solutions Leader 2 manages, plans and coordinates activities of moderately complex projects. This individual reviews manages, plans and coordinates activities of projects and reviews project proposals or plans to determine schedule, funding limitations, procedures for accomplishing projects, staffing requirements and allotment of available resources to various phases of projects. The person establishes work plans and coordinates staffing for each phase of project and arranges for recruitment or assignment of project personnel. The person identifies functional or cross functional requirements and resources required for each task.

<b>Technical Solutions Subject Matter Expert</b>	
<b>Minimum Experience:</b>	15
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	The Technical Solutions Subject Matter Expert possesses IT industry experience in the relevant subject matter. This individual will use information technology expertise and/or industry focus expertise in fulfilling the interpreted customer specification. The person is highly experienced in the industry with regard to the stated information technology. The person provides thought leadership related to current and future customer plans with regard to the stated information technology.

<b>Technical Solutions Leader 1</b>	
<b>Minimum Experience:</b>	6
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	Technical Solutions Leader 1 applies their skills in such areas as systems development, knowledge of business processes, technical background or supervisory capacity to design and implement business solutions. For example, IT Consultant may develop functional and technical information system designs, supervise business integration analysts in the development of software designs, computer programming, system testing or training curricula, lead business process redesign teams in the development of new business process architectures, design training programs for information systems users, participate in quality reviews to ensure work complies with specified standards, develop team work plans, and perform workflow analyses.

<b>Technical Solutions Support 2</b>	
<b>Minimum Experience:</b>	4
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	The Technical Solutions Support 2 provides IT knowledge in business process and system analysis, design, improvement, and implementation efforts or in translating business process needs into technical requirements. The individual uses available computer systems resources and personnel to carry out analysis to support management's goal for performance improvement to determine the most useful business solution.

<b>Technical Solutions Support 1</b>	
<b>Minimum Experience:</b>	2
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	The Technical Solutions Support 1 provides knowledge in business process and system analysis, design, improvement, and implementation efforts or in translating business process needs into technical requirements. This individual works with available computer systems resources and personnel to carry out analysis to support management's goal for performance improvement to determine the most useful business solution.

<b>Technical Solution Writer 1</b>	
<b>Minimum Experience:</b>	2

<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	The Technical Solutions Writer 1 writes and updates material such as reports, manuals, briefs, proposals, instruction books, catalogs, and related technical and administrative publications concerned with work methods and procedures, and installation, operation, and maintenance.

## Awarded Pricing for SIN 54151S

Labor Category	8/12/2020 – 8/11/2021	8/12/2021 – 8/11/2022	8/12/2022 – 8/11/2023	8/12/2023 – 8/11/2024	8/12/2024 – 8/11/2025
Technical Solutions Specialist 2	\$376.27	\$384.55	\$393.01	\$401.65	\$410.49
Technical Solutions Specialist 1	\$351.84	\$359.58	\$367.49	\$375.58	\$383.84
Technical Solutions Leader 2	\$260.00	\$265.72	\$271.57	\$277.54	\$283.65
Technical Solutions Subject Matter Expert	\$315.00	\$321.93	\$329.01	\$336.25	\$343.65
Technical Solutions Leader 1	\$219.90	\$224.74	\$229.68	\$234.74	\$239.90
Technical Solutions Support 2	\$195.47	\$199.77	\$204.17	\$208.66	\$213.25
Technical Solutions Support 1	\$168.00	\$171.70	\$175.47	\$179.33	\$183.28
Technical Solutions Writer 1	\$102.62	\$104.88	\$107.18	\$109.54	\$111.95



## Labor Category Descriptions for SIN 541611

### Experience Substitutions for Labor Categories

Bachelors	Associates degree plus 2 years experience or High School Diploma plus 4 years experience
Certification(s)	Related certification(s) is equivalent to 1 years of experience or education requirement

The years of experience substituted may be used to satisfy education requirements. Completion of higher education which has not yet resulted in a degree may be counted as one-for-one years of experience for each year of higher education and may be used to satisfy education requirements.

Business Solutions Specialist 2	
<b>Minimum Experience:</b>	20
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	Expert client advisor. Architects and guides complex solutions that leverages multiple services to address administrative and management issues. Influences client strategy and organizational planning.

Business Solutions Specialist 1	
<b>Minimum Experience:</b>	15
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	Provides highly technical and specialized guidance to complex programs and projects. Highly knowledgeable in domain area trends; conducts benchmarking and research; understands best practices and changes (i.e. laws, regulations, etc.). Prepares reports and presentations to senior management that impact enterprise-wide policy and processes. Serves as an expert leader and advisor on strategic projects. Provides engagement quality oversight.

Business Solutions Manager 2	
<b>Minimum Experience:</b>	12
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	Leads and manages the strategic and tactical elements of the full lifecycle of complex, cross-functional initiatives and drives decision-making throughout the process to move the work forward. Serves as our client’s strategic adviser and partner through all phases of an engagement; operates effectively at the highest levels of our clients. Develops and manages complex program structures, schedules, budgets, resource plans, etc. Identifies potential risks, develops mitigation strategies and recommends key decisions for complex programs. Adapts program leadership approaches to different client situations. Provides engagement quality oversight.

Business Solutions Manager 1	
<b>Minimum Experience:</b>	10
<b>Minimum Education:</b>	Bachelors

<b>Functional Responsibilities:</b>	<p>Leads large business projects and programs to solve business challenges. Leads and manages the strategic and tactical elements of the full lifecycle of large programs and projects and drives decision-making throughout the process to move the work forward. Develops and manages complex program/project structures, schedules, budgets, and resource plans. Serves as a thought partner through all phases of an engagement, and operates effectively with senior leaders. Provides oversight for quality of workstreams/components to the program. Prepares, reviews, understands and maintains complex project and program documentation. Identifies potential risks, develops mitigation strategies and recommends key decisions for programs.</p>
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<b>Business Solutions Leader 2</b>	
<b>Minimum Experience:</b>	<p>7</p>
<b>Minimum Education:</b>	<p>Bachelors</p>
<b>Functional Responsibilities:</b>	<p>Implements solutions by combining project management fundamentals with an ability to engage and manage client stakeholders, resolve issues and drive projects to successful completion. Develops and manages project structures, schedules, budgets, and resource plans. Identifies potential risks, develops mitigation strategies and recommends key decisions for projects. Prepares, reviews, understands and maintains complex project documentation. Effectively leads meetings and drives discussions to necessary resolution to keep the project moving forward. Provides oversight for the quality of workstreams and/or components of the project.</p>

<b>Business Solutions Leader 1</b>	
<b>Minimum Experience:</b>	<p>5</p>
<b>Minimum Education:</b>	<p>Bachelors</p>
<b>Functional Responsibilities:</b>	<p>Plans, designs and implements project/workstream plans with minimal oversight. Develops project management artifacts, including work back schedules, dependency diagrams, and issue/risk logs. Conducts data analysis to support project findings. Establishes project governance and manages project scope and budget. Develops project deliverables and documentation in support of the business objectives. Plans and facilitates effective project meetings, driving discussions to necessary resolution. Provides direction and collaborates effectively with business leaders, project and technical teams. Builds and manages stakeholder relationships, including business partners, users, vendors, customers, project and program team members, and management leaders. Communicates clearly and proactively to peers and project stakeholders.</p>

<b>Business Solutions Support 2</b>	
<b>Minimum Experience:</b>	<p>2</p>
<b>Minimum Education:</b>	<p>Bachelors</p>
<b>Functional Responsibilities:</b>	<p>Supports requirements analysis and verification activities, ensuring that project requirements are clearly captured and documented, are complete, consistent, traceable, feasible, unambiguous, and verifiable, and that they conform to standards. Creates current and future state process maps. Develops relevant business analysis and project management artifacts, such as status reports, project</p>

	plans, process descriptions, issue, risk, and change logs, and other relevant work products. Develops schedules and coordinates meetings and associated materials to facilitate team discussions. Supports senior program and project team members in managing, tracking and resolving project issues, mitigating risks, and preparing project deliverables. Owns the development and updates of one or more key deliverables in an engagement.
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<b>Business Solutions Support 1</b>	
<b>Minimum Experience:</b>	1
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	Supports the collection of business requirements or project information through end user interviews, document analysis, and workshops, and develops them into business artifacts as directed by the project leader. Collects information and supports documentation of current and future state processes. Works with project lead to develop schedules and coordinates meetings and associated materials for team discussions. Supports the development of relevant business analysis and project management artifacts, such as status reports, project plans, process descriptions, issue, risk, and change logs, and other relevant work products. Organizes and distributes information provided by stakeholders to project team.

<b>Service Oversight Manager 3</b>	
<b>Minimum Experience:</b>	15
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	Monitors delivery quality and support, including understanding and addressing program and project risks, matching appropriate skill sets with complex projects, and creating an environment where teams can be successful. Plans and guides multiple complex projects and provides thought-leadership as needed. Functions as the client advocate. Provides critical administrative support.

<b>Service Oversight Manager 2</b>	
<b>Minimum Experience:</b>	10
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	Monitors delivery quality and support, including understanding and addressing program and project risks, matching appropriate skill sets with complex projects, and creating an environment where teams can be successful. Plans and guides multiple complex projects and provides thought-leadership as needed. Functions as the client advocate. Provides critical administrative support.

<b>Service Oversight Manager 1</b>	
<b>Minimum Experience:</b>	5
<b>Minimum Education:</b>	Bachelors
<b>Functional Responsibilities:</b>	Monitors delivery quality and support, including understanding and addressing program and project risks, matching appropriate skill sets with straight forward, and creating an environment where teams can be successful. Plans and guides multiple complex projects and provides thought-leadership as needed. Functions as the client advocate. Provides critical administrative support.

## Awarded Pricing for SIN 541611

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Labor Category	8/12/2020 – 8/11/2021	8/12/2021 – 8/11/2022	8/12/2022 – 8/11/2023	8/12/2023 – 8/11/2024	8/12/2024 – 8/11/2025
Business Solutions Specialist 2	\$366.50	\$374.56	\$382.80	\$391.23	\$399.83
Business Solutions Specialist 1	\$342.07	\$349.60	\$357.29	\$365.15	\$373.18
Business Solutions Manager 2	\$322.52	\$329.62	\$336.87	\$344.28	\$351.85
Business Solutions Manager 1	\$293.20	\$299.65	\$306.24	\$312.98	\$319.87
Business Solutions Leader 2	\$268.77	\$274.68	\$280.73	\$286.90	\$293.21
Business Solutions Leader 1	\$219.90	\$224.74	\$229.68	\$234.74	\$239.90
Business Solutions Support 2	\$195.47	\$199.77	\$204.17	\$208.66	\$213.25
Business Solutions Support 1	\$175.92	\$179.79	\$183.75	\$187.79	\$191.92
Service Oversight Manager 3	\$312.75	\$319.63	\$326.66	\$333.85	\$341.19
Service Oversight Manager 2	\$244.33	\$249.71	\$255.20	\$260.81	\$266.55
Service Oversight Manager 1	\$195.47	\$199.77	\$204.17	\$208.66	\$213.25