GENERAL SERVICES ADMINISTRATION
Federal Supply Service
Authorized Federal Supply Schedule Price List

Woodside Quality LLC
1712 Clubhouse Road, Suite 121
Reston, VA 20190
(P) 260-417-2924 (F) N/A
www.woodsidequality.com
Contract Administrator: David J Allway, dallway@woodsidequality.com

Schedule Title: Multiple Award Schedule
Federal Supply Group: Professional Services

Contract Number: 47QRAA21D0055
Period Covered by Contract: 05/05/2021 – 05/04/2026
Business Size: Small, Veteran Owned, Service-Disabled Business

Pricelist current through Modification #PA-0002, dated 05/06/2021.

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.

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

1. **Awarded Special Item Number(s):**

<table>
<thead>
<tr>
<th>SIN</th>
<th>Description</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>541614SVC</td>
<td>Supply and Value Chain Management</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 page 4.

1c. Descriptions of all corresponding commercial job titles with experience, functional responsibility and education are provided beginning on page 5.

2. **Maximum Order:** SIN 541611 - $1,000,000  
   SIN 561614SVC - $1,000,000  
   SIN OLM - $250,000

3. **Minimum Order:** $100

4. **Geographic Coverage:** Worldwide

5. **Point of Production:** N/A

6. **Prices Shown Herein are Net** (discount deducted)

7. **Quantity Discount:** 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.

9. **Foreign Items:** None

10. **Time of Delivery:** Woodside Quality LLC shall deliver or perform services in accordance with the terms negotiated in an agency’s order.

    10b. ** Expedited Delivery:** Consult with Contractor

    10c. **Overnight/2-Day Delivery:** Consult with Contractor

    10d. **Urgent Requirements:** Consult with Contractor

11. **FOB Point:** Destination
12a. Ordering Address:  
Sales  
ATTN: David J Allway  
1712 Clubhouse Road, Suite 121  
Reston, VA 20190  
(P) 260-417-2924 (F) N/A  
info@woodside@quality.com

12b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.

13. Payment Address:  
Finance  
ATTN: Greg Sieber  
1712 Clubhouse Road, Suite 121  
Reston, VA 20190  
(P) 703-298-1891 (F) N/A  
info@woodside@quality.com

14. Warranty Provisions: Contractor’s Standard Warranty

15. Export Packing charges: Not applicable

16. Terms and conditions of rental, maintenance, and repair: Not applicable

17. Terms and conditions of installation: Not applicable

18a. Terms and conditions of repair parts: Not applicable

18b. Terms and conditions for any other services: Not applicable

19. List of service and distribution points: Not applicable

20. List of participating dealers: Not applicable

21. Preventive maintenance: Not applicable

22a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: Not applicable

22b. Woodside Quality LLC for Section 508 compliance information. The EIT standards can be found at: http://www.section508.gov: N/A

23. DUNS Number: 787413439

24. Woodside Quality LLC is registered in the System for Award Management (SAM) database.
GSA HOURLY RATES
SIN 541611 & SIN 541614SVC

<table>
<thead>
<tr>
<th>SIN &amp; SVC</th>
<th>Labor Category</th>
<th>05/05/21 – 05/04/22</th>
<th>05/05/22 – 05/04/23</th>
<th>05/05/23 – 05/04/24</th>
<th>05/05/24 – 05/04/25</th>
<th>05/05/25 – 05/04/26</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611 &amp; 541614SVC</td>
<td>Change Management Specialist I</td>
<td>$104.67</td>
<td>$106.77</td>
<td>$108.90</td>
<td>$111.08</td>
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<td>541611 &amp; 541614SVC</td>
<td>Change Management Specialist II</td>
<td>$141.71</td>
<td>$144.55</td>
<td>$147.44</td>
<td>$150.39</td>
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<tr>
<td>541611 &amp; 541614SVC</td>
<td>Data Analyst I</td>
<td>$97.73</td>
<td>$99.69</td>
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<td>541611 &amp; 541614SVC</td>
<td>Data Modeler</td>
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<td>541611 &amp; 541614SVC</td>
<td>Facilitator/Training Specialist II</td>
<td>$175.92</td>
<td>$179.44</td>
<td>$183.03</td>
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<tr>
<td>541611 &amp; 541614SVC</td>
<td>Health Systems Analyst</td>
<td>$131.94</td>
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<td>541611 &amp; 541614SVC</td>
<td>Process Improvement Specialist I</td>
<td>$73.18</td>
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<tr>
<td>541611 &amp; 541614SVC</td>
<td>Process Improvement Specialist II</td>
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<tr>
<td>541611 &amp; 541614SVC</td>
<td>Process Improvement Specialist III</td>
<td>$139.27</td>
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<td>Program Analyst II</td>
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<td>541611 &amp; 541614SVC</td>
<td>Program Manager</td>
<td>$146.60</td>
<td>$149.53</td>
<td>$152.52</td>
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<td>Project Manager I</td>
<td>$127.05</td>
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<td>Project Manager II</td>
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<td>541611 &amp; 541614SVC</td>
<td>Subject Matter Expert I</td>
<td>$146.60</td>
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<td>Subject Matter Expert II</td>
<td>$180.81</td>
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<td>541611 &amp; 541614SVC</td>
<td>Subject Matter Expert III</td>
<td>$205.90</td>
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<td>541611 &amp; 541614SVC</td>
<td>Supply Chain Consultant</td>
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<td>$144.55</td>
<td>$147.44</td>
<td>$150.39</td>
<td>$153.39</td>
</tr>
</tbody>
</table>

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 CRF 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

**Change Management Specialist I**

**Functional Responsibilities:** The Change Management Specialist I performs tasks requiring the knowledge and skills for a multidisciplinary approach to managing change and transition within organizations, programs, and projects. Tasks may include developing plans associated with transition management, implementation of major initiatives, communications associated with major initiatives, risk assessment, and organizational transformation and culture change; completing change management assessments and change management strategy; identifying and managing anticipated resistance; creating actionable deliverables, such as a communication plan, roadmap, coaching plan, training plan, or resistance management plan; supporting and engaging senior leaders; supporting organizational design and definition of roles and responsibilities; integrating change management activities into project plan, and evaluating and ensuring user readiness; managing stakeholders; tracking and reporting issues; defining and measuring success metrics; and monitoring change progress.

**Minimum Education:** Bachelor's

**Minimum Experience:** 3 years

**Change Management Specialist II**

**Functional Responsibilities:** The Change Management Specialist II performs tasks requiring the knowledge and skills for a multidisciplinary approach to managing change and transition within organizations, programs, and projects. Tasks may include developing plans associated with transition management, implementation of major initiatives, communications associated with major initiatives, risk assessment, and organizational transformation and culture change; completing change management assessments and change management strategy; identifying and managing anticipated resistance; creating actionable deliverables, such as a communication plan, roadmap, coaching plan, training plan, or resistance management plan; supporting and engaging senior leaders; supporting organizational design and definition of roles and responsibilities; integrating change management activities into project plan, and evaluating and ensuring user readiness; managing stakeholders; tracking and reporting issues; defining and measuring success metrics; and monitoring change progress.

**Minimum Education:** Bachelor's

**Minimum Experience:** 10 years

**Data Analyst I**

**Functional Responsibilities:** The Data Analyst I performs tasks which may include obtaining data through advanced computerized models; extrapolating data patterns through advanced algorithms; developing simple graphs and charts to explain how the mathematical information will influence the specific project or business; and presenting to managers how to best alter their business models to generate profitable future trends.

**Minimum Education:** Bachelor's

**Minimum Experience:** 6 years

**Data Modeler**

**Functional Responsibilities:** The Data Modeler performs tasks which may include providing technical expertise for the production of detailed database designs and design documentation, including data models and data flow diagrams; evaluating and configuring database products to match user...
requirements with system capabilities; determining file organization, indexing methods, and security procedures for system databases; and planning and coordinating conversion and migration of existing (or legacy) databases.

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

**Facilitator/Trainer II**

**Functional Responsibilities:** The Facilitator/Trainer II performs tasks such as defining, refining, and resolving disputes, disagreements, and divergent views; leading or facilitating group briefings and discussions; enabling focused decision-making; recording discussion content; related facilitation support services, such as debriefing stakeholders; and preparing and providing draft and final reports relating to the facilitated issues. Tasks may include facilitating meetings or training classes ranging from a day to a few weeks.

**Minimum Education:** Master’s  
**Minimum Experience:** 8 years

**Health Systems Analyst**

**Functional Responsibilities:** The Health Systems (HS) Analyst supports in the analysis, design, development, and implementation of appropriate business processes within the organization. The HS expert shall assist with the analysis of current and future state concepts; development of new business processes; diagnosis of current problems; and redesign, reconstruction, and monitoring processes to make sure they are effective. The HS analyst shall assist with the continuous analysis per policy or organizational changes.

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

**Process Improvement Specialist I**

**Functional Responsibilities:** The Process Improvement Specialist I performs evaluating, planning, and recommending improvements. The individual can also facilitate brainstorming events that are focused on the improvement of processes within the organization.

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

**Process Improvement Specialist II**

**Functional Responsibilities:** The Process Improvement Specialist II performs evaluating, planning, and recommending improvements. The individual can also facilitate brainstorming events that are focused on the improvement of processes within the organization.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 5 years
**Process Improvement Specialist III**

**Functional Responsibilities:** The Process Improvement Specialist III performs evaluating, planning, and recommending improvements. The individual can also facilitate brainstorming events that are focused on the improvement of processes within the organization.

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

**Program Analyst II**

**Functional Responsibilities:** The Program Analyst II performs tasks requiring program planning, audits, and evaluations related to large scale programs. Tasks may include supporting program analysis, strategic planning, integrated master scheduling, event planning, Congressional Affairs, metrics, Financial Management Systems, and risk management.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 8 years

**Program Manager**

**Functional Responsibilities:** The Program Manager performs tasks requiring management of a large-scale program, encompassing multiple projects, with a total lifecycle budget and complexity comparable to the Task Order (TO) at hand. Tasks may include planning, initiating, managing, executing, and closing out small and large scale programs in support of an agency’s mission.

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

**Project Manager I**

**Functional Responsibilities:** The Project Manager (PM) I performs tasks requiring management of a small-scale project encompassing multiple tasks with a total lifecycle budget and complexity comparable to the TO at hand. Tasks may include formulating and defining system scope and objectives in accordance with the customer technical requirements; compiling and analyzing technical data; advising management and customers on complex system projects and activities; working closely with customers to define communication systems and equipment requirements; and providing instruction on and performing and documenting Quality Assurance (QA) reviews.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 4 years

**Project Manager II**

**Functional Responsibilities:** The PM II performs tasks requiring management of a small-scale project encompassing multiple tasks with a total lifecycle budget and complexity comparable to the TO at hand. Tasks may include formulating and defining system scope and objectives in accordance with the customer technical requirements; compiling and analyzing technical data; advising management and customers on complex system projects and activities; working closely with customers to define communication systems and equipment requirements; and providing instruction on and performing and documenting QA reviews.
Minimum Education: Bachelor’s
Minimum Experience: 8 years

Subject Matter Expert I
Functional Responsibilities: The Subject Matter Expert (SME) applies extensive knowledge of enterprise disciplines and topics to address objectives of consulting engagement; displays broad and deep knowledge of subject matter gained through many years of progressive experience; and increases in challenge of assignments.

Minimum Education: Bachelor’s
Minimum Experience: 5 years

Subject Matter Expert II
Functional Responsibilities: The SME III applies extensive knowledge of enterprise disciplines and topics to address objectives of consulting engagement; displays broad and deep knowledge of subject matter gained through many years of progressive experience; and increases in challenge of assignments.

Minimum Education: Master’s
Minimum Experience: 10 years

Subject Matter Expert III
Functional Responsibilities: The SME III applies extensive knowledge of enterprise disciplines and topics to address objectives of consulting engagement; displays broad and deep knowledge of subject matter gained through many years of progressive experience; and increases in challenge of assignments.

Minimum Education: Bachelor’s
Minimum Experience: 8 years

Supply Chain Consultant
Functional Responsibilities: The Supply Chain Consultant is an expert in operations research and supply chain management techniques such as supply chain analysis, supply chain management, and supply chain integration. The Supply Chain Consultant conducts assessment and re-engineering of the supply chain. Supply chain consulting addresses items such as customer analysis, supplier relationships, supplier management, distribution analysis, order quantity, transportation modeling and analysis, distribution channels, inventory management, and inspection. Activities performed include: Benchmarking, cost analysis, cost estimating, cost management, customer satisfaction analysis, data analysis, data transformation, defect analysis, defect reduction, Kanban, lean systems, lean, lean six sigma, lean operations, lean systems, operations research, process improvement, Quality Control (QC), simulation, spc, sqc, statistical analysis, statistical process control, statistical QC, supply chain integration, value stream mapping, and queuing theory.

Minimum Education: Bachelor’s
Minimum Experience: 8 years
**Experience & Degree Substitution Equivalencies**

Experience exceeding the minimum shown may be substituted for education. Likewise, education exceeding the minimum shown may be substituted for experience.

<table>
<thead>
<tr>
<th>Equivalent Degree</th>
<th>Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate’s</td>
<td>High School/GED + 2 years relevant experience</td>
</tr>
<tr>
<td>Bachelor’s</td>
<td>Associate’s degree + 2 years relevant experience or High School/GED + 4 years relevant experience</td>
</tr>
<tr>
<td>Master’s</td>
<td>Bachelor’s + 2 years relevant experience or Associate’s degree + 4 years relevant experience or High School/GED + 6 years of relevant experience</td>
</tr>
<tr>
<td>Doctorate</td>
<td>Master’s + 2 years relevant experience or Bachelor’s + 4 years or Associate’s + 6 years relevant experience or High School/GED + 8 years relevant experience</td>
</tr>
</tbody>
</table>