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: GSAAdvantage.gov.

Multiple Award Schedule (MAS)
Federal Supply Group: Professional Services
Contract Number: 47QRAA21D005T
Contract Period: May 18, 2021, through May 17, 2026
For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Contractor: Bent Ear Solutions LLC (dba) BES
1103 Priscilla Ln.
Alexandria, VA 22308-2545
Business Size: Small Business, Small Veteran Owned Business, Small Disadvantaged Business
Telephone: (703) 655-7019
FAX Number: (703) 655-7019
Web Site: www.bentearsolutions.com
E-mail: rprater@bentearsolutions.com
Contract Administration: Ronald C Prater

CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to item descriptions and awarded price(s):

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN 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>541370GIS</td>
<td>Geographic Information Systems (GIS) 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. 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. See Below.

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 Below.

2. Maximum Order: $1,000,000.00

3. Minimum Order: $100.00

4. Geographic Coverage (delivery Area): Worldwide

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

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

7. Quantity discounts: None

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.

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

10a. Time of Delivery (Contractor insert number of days): Specified on the Task Order

10b. 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

10c. 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

10d. 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

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 (if applicable):** 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. **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** N/A

22b. 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/](http://www.Section508.gov/). N/A

23. **Data Universal Numbering System (DUNS) number:** 080991125

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%.

<table>
<thead>
<tr>
<th>SIN</th>
<th>Labor Category</th>
<th>Min EDU</th>
<th>Min EXP</th>
<th>BASE PERIOD</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Year 1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>GSA PRICE + IFF</td>
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<tr>
<td>541611 &amp; 541370GIS</td>
<td>Associate Consultant</td>
<td>Bachelors</td>
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<td>$91.00</td>
</tr>
<tr>
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<td>Bachelors</td>
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<td>$75.01</td>
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<tr>
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<td>$99.75</td>
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<tr>
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<td>GIS Subject Matter Expert</td>
<td>Bachelors</td>
<td>7</td>
<td>$152.61</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 Professional Services Schedule (PSS) Schedule 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

All labor categories assume a *Bachelor's Degree*

Associate Consultant (Two years’ experience)

Works with a team of problem solvers, helping to solve complex business issues from strategy to execution. Responsibilities include:

- Inviting and providing evidence-based feedback in a timely and constructive manner.
- Sharing and collaborating effectively with others.
- Working with existing processes/systems whilst making constructive suggestions for improvements.
- Validating data and analysis for accuracy and relevance.
- Following risk management and compliance procedures.
- Keeping up-to-date with technical developments for business area.
- Communicating confidently in a clear, concise and articulate manner - verbally and in written form.
- Upholding the firm's code of ethics and business conduct.
Busines Process Analyst (0 years’ experience)

Works with a team of problem solvers, helping to solve complex business issues from strategy to execution. Responsibilities include:

- Assists teams with routine data gathering and research activities, organizes data and project documents, and assists project managers with project administrative activities. Provides analytical and writing support to prepare, edit, and develop professional deliverables. Documents and analyzes processes and conducts analysis to re-engineer or modify as needed. Researches technical problems and solutions as they relate to the current and future business state. Creates process change by integrating new processes with existing ones and communicating these changes to impacted staff.

- May work with end user groups to evaluate and solve technical problems and may evaluate existing systems and/or user needs to analyze, design, recommend, and implement system changes.

- Supports analyst functions including data collection, interviewing, data modeling, process mapping, project testing, and creation of performance measurements to support project objectives.

Director (15 years’ experience)

Responsible for overall accountability of a business unit or product, including delivery and financial management of client engagements. Possesses strengths in client relationship management, business development, program/project/product design, project management (budget and timeline), and staff management. Is an executive in the company and part of the leadership team.

GIS Analyst (3 years’ experience)

Junior staff with minimal GIS experience. Provides insight and advice concerning strategic direction and applicability to up-to-date industry standard solutions. Works with experienced staff and with clients to conduct GIS analysis and data modeling. Building proficiency with current and developing technologies and software related to geographic analysis. Coordinates and develops the GIS solutions for senior staff and clients. Develops various types of GIS maps and related data sets. Designs and implements GIS analytical procedures. Performs analysis and maintenance of GIS systems. May facilitate small client or group meetings and provide training to staff and clients. May manage staff and client interface.

GIS Subject Matter Expert (7 years’ experience)

Provides extremely high-level subject matter proficiency for GIS-related work required by the client. Provides advanced technical knowledge and analysis of highly specialized applications and operational environment, high-level functional systems analysis, design, integration, documentation, training, and implementation advice. May utilize such software as: the Esri suite, AutoCAD, Dreamweaver, the Adobe suite, and numerous other programs. Provides strategic and tactical advice and assistance to project teams and the client as needed.

Principal (12 years’ experience)
Works with directors to hold business units or products accountable for delivery and financial management of client engagements. Has experience with client relationship management, business development, program/project/product design, and staff management. Works directly with executives in the company and the leadership team.

**Project Manager (5 years’ experience)**

Responsible for overall accountability of projects, including delivery and financial management of client engagements. Possesses strengths in client relationship management, project management (budget and timeline), and staff management.

**Senior Business Analyst (2 years’ experience)**

Works with clients to fully identify program vision, challenges, and path forward. Supports and leads teams in gathering and analyzing data to identify, study, and solve business problems across a wide range of industries. Assists teams with routine data gathering and research activities, organizes data and project documents, and assists project managers with project administrative activities. Provides analytical and writing support to prepare, edit, and develop professional deliverables. Prepares and conducts business analyses and studies, needs assessments, requirements analysis/definition and cost/benefit analyses in an effort to align business systems, solutions and initiatives. Develops and analyzes metrics, performance measurements, requirements, reports and recommendations related to management, organizational structure, policy/procedures and business systems.

**Senior Business Consultant (9 years’ experience)**

Works with clients to fully identify program vision, challenges, and path forward. Leads teams in gathering and analyzing data to identify, study, and solve business problems across a wide range of industries. May assist teams with routine data gathering and research activities, organizes data and project documents, and perform project manager duties. Provides analytical and writing support to prepare, edit, and develop professional deliverables. Prepares and conducts business analyses and studies, needs assessments, requirements analysis/definition and cost/benefit analyses in an effort to align business systems, solutions and initiatives. Develops and analyzes metrics, performance measurements, requirements, reports and recommendations related to management, organizational structure, policy/procedures and business systems.

Leads meetings with the client and end user groups to evaluate and solve problems and may evaluate existing user needs to analyze, design, recommend, and implement process/system changes. Directs staff and often works directly with the client.

**Senior Business Process Consultant (10 years’ experience)**

Responsible for advising clients and teams and may include overall accountability of multiple projects that includes product delivery and financial management of client engagements. Manages the analysis of data to identify strategy, operations and technology improvements. Leads the documentation of customer specifications and interacts with key stakeholders to fully understand or improve a customer’s business. Adept at planning and leading all components of customer projects and can anticipate, research, identify, and develop solutions to customer problems. May direct staff at all levels and directly interface with clients.
Senior Executive (18 years’ experience)

Manages one or more project managers, in order to achieve project objectives. Responsible for overall accountability of Project Managers (I and II), who are responsible for the overall accountability of projects and products. Works directly with other members of the senior leadership team to collaborate on processes and objectives.

Senior GIS Analyst (6 years’ experience)

GIS senior expert with extensive, enterprise-wide knowledge and experience as it relates to GIS design and implementation. Provides advice concerning strategic direction and applicability to up-to-date industry standard solutions. Facilitates client and group meetings and provides training to all levels of GIS users. Routinely manages staff and client interface.

### Education and Experience Substitution

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Min Edu</th>
<th>Min Exp</th>
<th>PhD</th>
<th>Masters</th>
<th>Bachelors</th>
<th>Associate</th>
<th>High School</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate Consultant</td>
<td>Bachelor's</td>
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<td>N/A</td>
<td>0</td>
<td>4</td>
<td>6</td>
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<td>Business Process Analyst</td>
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<td>N/A</td>
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<td>GIS Analyst</td>
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<tr>
<td>GIS Subject Matter Expert</td>
<td>Bachelor's</td>
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<td>3</td>
<td>5</td>
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<td>Principal</td>
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<td>10</td>
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<td>Project Manager</td>
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<td>5</td>
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<td>3</td>
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<tr>
<td>Senior Business Analyst</td>
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<td>Senior Business Process Consultant</td>
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<td>Senior Executive</td>
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<tr>
<td>Senior GIS Analyst</td>
<td>Bachelor's</td>
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<td>2</td>
<td>4</td>
<td>8</td>
<td>10</td>
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