GENERAL SERVICES ADMINISTRATION

FEDERAL SUPPLY SERVICE

AUTHORIZED FEDERAL SUPPLY SCHEDULE CATALOG/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 is available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! is http://www.gsaadvantage.gov

SCHEDULE TITLE: MAS – MULTIPLE AWARD SCHEDULE

FSC GROUP: PROFESSIONAL SERVICES

CONTRACT NUMBER: 47QRAA22D000J

CONTRACT PERIOD: OCTOBER 11, 2021 through OCTOBER 10, 2026

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

CONTRACTOR: ON POINT STRATEGY LLC
Pdl 70 Ste. 170 #70 Ave Ponce De Leon
San Juan, Puerto Rico 00918
Phone number: (787) 766-6100
Fax number: (727) 245-0248
Email: mely@opspr.com

CONTRACTOR’S ADMINISTRATION SOURCE: CARMEN A TORRES
ON POINT STRATEGY LLC
Pdl 70 Ste. 170 #70 Ave
Ponce De Leon
San Juan, Puerto Rico 00918
Phone number: (787) 766-6100
Fax number: (727) 245-0248
Email: mely@opspr.com

WEBSITE: www.opspr.com

BUSINESS SIZE: Small Business

CUSTOMER INFORMATION:

1a. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs)

<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>OLM</td>
<td>Order Level Materials</td>
</tr>
</tbody>
</table>

1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN:
(Government net price based on a unit of one)

   See attached APPENDIX A – GSA PROPOSED PRICE LIST

   541611 – Consultant - $65.49

1c. HOURLY RATES (Services only):
   See attached APPENDIX A – GSA PROPOSED PRICE LIST

2. MAXIMUM ORDER*: $1,000,000

NOTE TO ORDERING ACTIVITIES: *If the best value selection places your order over the Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contactor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the schedule contract in accordance with FAR 8.404.

3. MINIMUM ORDER: $100.00

4. GEOGRAPHIC COVERAGE: 50 States; Washington DC, U.S. Territories
5. **POINT(S) OF PRODUCTION:** N/A

6. **DISCOUNT FROM LIST PRICES:** *GSA Net Prices are shown on the attached GSA Pricelist.*

7. **QUANTITY DISCOUNT(S):** 1% for each task order valued at $300,000 - $399,000; 2% for each task order valued at $400,000 - $499,000; 3% for each task order valued at $500,000 or more

8. **PROMPT PAYMENT TERMS:** 0.00%; Net 30 Days; Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions

9. **FOREIGN ITEMS:** Not Applicable

10a. **TIME OF DELIVERY:** Subject to Task Order

10b. **EXPEDITED DELIVERY:** Contact Contractor

10c. **OVERNIGHT AND 2-DAY DELIVERY:** Contact Contractor

10d. **URGENT REQUIREMENTS:** Agencies can contact the Contractor’s representative to affect a faster delivery. Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.

11. **FOB POINT:** Destination

12a. **ORDERING ADDRESS:** 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:** Same as Contractor

14. **WARRANTY PROVISION:** Not Applicable
15. EXPORT PACKING CHARGES: Not Applicable

16. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE): Not Applicable

17. TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE): Not Applicable

18a. TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF AVAILABLE): Not Applicable

18b. TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE): Not Applicable

19. LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE): Not Applicable

20. LIST OF PARTICIPATING DEALERS (IF APPLICABLE): Not Applicable

21. PREVENTIVE MAINTENANCE (IF APPLICABLE): Not Applicable

22a. SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants): Not Applicable

22b. Section 508 Compliance for Electronic and Information Technology (EIT): Not Applicable

23. UNIQUE ENTITY IDENTIFIER (UEI) NUMBER: 081338976
24. NOTIFICATION REGARDING REGISTRATION IN SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE: Contractor has an Active Registration in the SAM database. Cage Code: 86CY9

APPENDIX A LABOR CATEGORY DESCRIPTIONS

APPENDIX B GSA PRICE LIST
APPENDIX A

LABOR CATEGORY DESCRIPTIONS

JOB DESCRIPTION

<table>
<thead>
<tr>
<th>Position Title: Partner</th>
<th>Classification: Exempt</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reports to Position: Chief Executive Officer</td>
<td>Description Last Revised: January 27, 2021</td>
</tr>
</tbody>
</table>

POSITION SUMMARY

The Partner is responsible for sourcing new work to fuel the Firm’s growth, while ensuring that OPS clients receive, and are satisfied with, the full range of Firm services. Also, makes the Firms successful by developing the team and focusing its people and their efforts on serving clients.

PRINCIPAL TASKS AND RESPONSIBILITIES

- Possesses superior integrity, honesty, and moral character as well as the following traits:
  - Technical competence in field of expertise
  - Pride in self, the Firm, and the profession
  - Professional attitude in work habits, appearance, and client/Firm relationships
  - Ability to balance both growth and profitability
- Identifies opportunities and builds relationships with clients in support of the office and business line goals
- Formulates and implements strategies to support strategic growth
- Understands and communicates OPS’s business and value proposition
- Collaborates with human resources to institute programs in support of Firm goals and initiatives
- Possesses an in-depth understanding of the technical and practical issues and opportunities
- Ensures that client service teams comply with all Firm policies and standards while providing superior service to clients.
- Represents OPS in the local market
Supervisory Responsibilities:
- Reviews work prepared by professionals and provides review comments as appropriate
- Act as a career advisor to professionals as assigned
- Provides verbal and written performance reviews to professionals
- Collaborates with Business Development to drive new business
- Other duties as required

Other Knowledge, Skills & Abilities:
- Strong leadership and management skills
- Superior written and verbal communications skills
- Fully developed technical skills and knowledge with industry expertise
- Enthusiasm and support for the Firm and profession
- Ability to bill and collect fair fees commensurate with performance
- Capable of effectively developing and maintaining client relationships
- Ability to thoughtfully and positively influence, lead, and manage change
- Must project a mature, well-balanced personality.
- Impeccable manners, punctuality, reliability, attention to detail and empathy are critical success factors.
- Must be a person of high ethical standards and high values in teamwork, client service, and professionalism.
- Uphold the Firm's code of ethics and business conduct.

QUALIFICATIONS, KNOWLEDGE, SKILLS AND ABILITIES

Education:
- Bachelor's degree with preferred major in Project Management, Accounting, Engineering, Operations Management, or another relevant field
- Master's degree or higher

Experience:
- Minimum fifteen (15) years’ experience in the grants management cycle
- Prior supervisory experience required
License/Certifications:

- Certified Grants Management Specialist (CGMS) or another relevant certification required

Software:

- Advanced computer skills in Microsoft Office 365 applications such as Word, Excel, PowerPoint, Outlook, and Microsoft Teams, among others.

Language:

- Ability to write and speak fluently in both Spanish and English. Excellent verbal and written communication skills.

PHYSICAL DEMANDS

The position requires normal physical effort when standing, walking, sitting, and/or using office equipment.

DISCLAIMER

The above statements are intended to describe the general nature and level of work performed by employees assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified.

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Certification:
I _______________________________ hereby certify that I have received and read a copy of the job description and agree to the terms today __________ of _____2021, on ________________, Puerto Rico.
JOB DESCRIPTION

**Position Title:**
Director

**Classification:**
Exempt

**Reports to Position:**
Chief Operating Officer

**Description Last Revised:**
January 27, 2021

POSITION SUMMARY
A Director takes responsibility for cracking clients’ toughest problems and presenting insights in a compelling way that convinces the client to take action. This position cultivates talented groups of people and collaborates with multiple teams.

A Director plays a critical leadership role in the office, coordinating training, aligning professional standards and social impact initiatives, and sharing expertise by supporting OPS personnel with their career planning.

PRINCIPAL TASKS AND RESPONSIBILITIES
- Ability to guide Senior Manager and Managers on key project related activities – budget and scope management, staffing allocation, etc.
- Manage effective staffing allocation while balancing career development, skill match, and cost profile
- Ability to estimate complex tasks individually and/or with the feedback of SMEs
- Determine, develop, and deliver innovative strategies and tools to target new and current clients.
- Initiate and center team efforts to gather, analyze and interpret data and formulate recommendations and conclusions.
- Ensure resources leverage by coordinating with staff scheduling and project planning.
- Develop solutions for complex client situations to ensure meeting of goals and objectives and deliver results on time.
- Perform client interviews on analysis and interpretation of data.
- Engage in practice management such as tools, methodologies, people development and proposals.
- Render quality control over team’s work
- Report on final client status and present to engagement staff to demonstrate factual material command.
- Expand and identify current and new business projects by strengthening client relationships.
• Develop and review staff performance such as mentoring and recruiting staff.
• Communicate with all client management levels.
• Measure project progress, client benefits and budget expectations through proprietary tracking tools.
• Handle routine relationships.
• Other duties as required

Other Knowledge, Skills & Abilities:
• Possess people development and delegation skills, including training/instruction
• Possess executive presence - need to be able to be primary contact for the client, prepare and present presentations to clients and potential clients
• Possess excellent risk management decision-making skills
• Act to resolve issues which prevent the team working effectively.
• Coach others, recognize their strengths, and encourage them to take ownership of their personal development.
• Analyze complex ideas or proposals and build a range of meaningful recommendations.
• Use multiple sources of information including broader stakeholder views to develop solutions and recommendations.
• Address sub-standard work or work that does not meet Firm's/clients’ expectations.
• Use data and insights to inform conclusions and support decision-making.
• Manage a variety of viewpoints to build consensus and create positive outcomes for all parties.
• Simplify complex messages, highlighting and summarizing key points.
• Expert technical skills and related experience in grants management topics.
• Ability to write reports and correspondence.
• Strong analytical and problem-solving skills.
• Ability to effectively present information in one-on-one and small group situations to clients.
• Ability to prioritize workloads, delegate work, flexibility to manage multiple tasks and deadlines, work under pressure, and to complete daily work on time with none or few mistakes.
• Advanced computer skills in Microsoft Office 365 applications such as Word, Excel, PowerPoint, Outlook, and Microsoft Teams, among others.
• Must project a mature, well-balanced personality.
• Impeccable manners, punctuality, reliability, attention to detail and empathy are critical success factors.
• Must be a person of high ethical standards and high values in teamwork, client service, and professionalism.
• Uphold the Firm's code of ethics and business conduct.

QUALIFICATIONS, KNOWLEDGE, SKILLS AND ABILITIES

Education:
• Bachelor’s degree with preferred major in Project Management, Accounting, Engineering, Operations Management, or another relevant field
• Master’s degree or higher

Experience:
• Minimum ten (10) years’ experience in the grants management cycle

License/Certifications:
• Certified Grants Management Specialist (CGMS) required

Software:
• Computer literacy and proficiency with emails and Microsoft Office applications

Language:
• Ability to write and speak fluently in both Spanish and English. Excellent verbal and written communication skills.

PHYSICAL DEMANDS
The position requires normal physical effort when standing, walking, sitting, and/or using office equipment.

DISCLAIMER
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<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Senior Manager</td>
<td>Exempt</td>
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<table>
<thead>
<tr>
<th>Reports to Position:</th>
<th>Description Last Revised:</th>
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<tbody>
<tr>
<td>Chief Operating Officer</td>
<td>January 27, 2021</td>
</tr>
</tbody>
</table>

POSITION SUMMARY

The Senior Manager serves as leaders for teams and clients. This position plays a pivotal role in the office fulfilling various leadership roles, increase practice-area expertise, intensify OPS's positive social impact and support manager, senior consultants, and consultants.

PRINCIPAL TASKS AND RESPONSIBILITIES

- Leading consulting teams and engagements from strategic planning through execution.
- Building client partnerships through well informed discussions, market relevance, and deep industry insights.
- Managing direct reports and serving as a leader amongst peers and a mentor to the full firm.
- Building future talent for the firm by investing in hiring, coaching, and development of our team.
- Driving internal initiatives and identifying new ways to advance the firm and develop capabilities.
- Identifying and capturing new business opportunities through acute awareness of client needs and market opportunities.
- Possesses deep knowledge of marketing offerings and seeking ways to continuously develop and advance offerings.
- Curating knowledge of new tools/technologies for application across internal and external work.

Other Knowledge, Skills & Abilities:

- Develop new skills outside of comfort zone.
- Act to resolve issues which prevent the team working effectively.
- Coach others, recognize their strengths, and encourage them to take ownership of their personal development.
- Analyze complex ideas or proposals and build a range of meaningful recommendations.
• Use multiple sources of information including broader stakeholder views to develop solutions and recommendations.
• Address sub-standard work or work that does not meet Firm’s/clients’ expectations.
• Use data and insights to inform conclusions and support decision-making.
• Manage a variety of viewpoints to build consensus and create positive outcomes for all parties.
• Simplify complex messages, highlighting and summarizing key points.

• Use feedback and reflection to develop self-awareness, personal strengths, and address development areas.
• Expert technical skills and related experience in grants management topics.
• Ability to write reports and correspondence.
• Strong analytical and problem-solving skills.
• Ability to effectively present information in one-on-one and small group situations to clients.
• Ability to prioritize workloads, delegate work, flexibility to manage multiple tasks and deadlines, work under pressure, and to complete daily work on time with none or few mistakes.
• Advanced computer skills in Microsoft Office 365 applications such as Word, Excel, PowerPoint, Outlook, and Microsoft Teams, among others.
• Must project a mature, well-balanced personality.
• Impeccable manners, punctuality, reliability, attention to detail and empathy are critical success factors.
• Must be a person of high ethical standards and high values in teamwork, client service, and professionalism.
• Uphold the Firm's code of ethics and business conduct.

QUALIFICATIONS, KNOWLEDGE, SKILLS AND ABILITIES

Education:
• Bachelor’s degree or higher with preferred major in Project Management, Accounting, Engineering, Operations Management, or another relevant field

Experience:
• Minimum eight (8) years’ experience in the grants management cycle
License/Certifications:

- Certified Grants Management Specialist (CGMS) required

Software:

- Computer literacy and proficiency with emails and Microsoft Office applications

Language:

- Ability to write and speak fluently in both Spanish and English. Excellent verbal and written communication skills.

PHYSICAL DEMANDS

The position requires normal physical effort when standing, walking, sitting, and/or using office equipment.

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</thead>
<tbody>
<tr>
<td>Manager</td>
<td>Exempt</td>
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<tbody>
<tr>
<td>Chief Operating Officer</td>
<td>January 27, 2021</td>
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</tbody>
</table>

POSITION SUMMARY

The Manager is responsible for managing projects and to ensure these are executed properly and in accordance with Firms’ policies and procedures and to the corresponding standards. As well as supervising, coaching, and mentoring personnel and developing and maintaining clients’ relationships.

PRINCIPAL TASKS AND RESPONSIBILITIES

- Run clients’ engagements from start to finish (planning, executing, directing, and completing) according to the assigned work plan.
- Supervise, train, and coach senior consultants, consultants and interns, and assess their performance for engagement reviews.
- Obtain comprehensive understanding of clients’ operations, processes, and business objectives and utilize the knowledge in engagements.
- Proactively interact with key client management to gather information, solve problems, and make recommendations.
- Identify prospects and prepare proposals presentations and business development plan.
- Review operations and financial processes to provide management assessment of business risk and effectiveness and efficiency of processes.
- Effectively administer the budgeted hours according to the assigned work plan.
- Develops the documentation and reviewing techniques according to the Firm’s established guidelines and trends.
- Other duties as required

Other Knowledge, Skills & Abilities:

- Develop new skills outside of comfort zone.
• Act to resolve issues which prevent the team working effectively.
• Coach others, recognize their strengths, and encourage them to take ownership of their personal development.
• Analyze complex ideas or proposals and build a range of meaningful recommendations.
• Use multiple sources of information including broader stakeholder views to develop solutions and recommendations.
• Address sub-standard work or work that does not meet Firm's/clients’ expectations.
• Use data and insights to inform conclusions and support decision-making.
• Manage a variety of viewpoints to build consensus and create positive outcomes for all parties.
• Simplify complex messages, highlighting and summarizing key points.

• Use feedback and reflection to develop self-awareness, personal strengths, and address development areas.
• Expert technical skills and related experience in grants management topics.
• Ability to write reports and correspondence.
• Strong analytical and problem-solving skills.
• Ability to effectively present information in one-on-one and small group situations to clients.
• Ability to prioritize workloads, delegate work, flexibility to manage multiple tasks and deadlines, work under pressure, and to complete daily work on time with none or few mistakes.
• Advanced computer skills in Microsoft Office 365 applications such as Word, Excel, PowerPoint, Outlook, and Microsoft Teams, among others.
• Must project a mature, well-balanced personality.
• Impeccable manners, punctuality, reliability, attention to detail and empathy are critical success factors.
• Must be a person of high ethical standards and high values in teamwork, client service, and professionalism.
• Uphold the Firm's code of ethics and business conduct.

QUALIFICATIONS, KNOWLEDGE, SKILLS AND ABILITIES

Education:
• Bachelor's degree or higher with preferred major in Project Management, Accounting, Engineering, Operations Management, or another relevant field
Experience:
- Minimum six (6) years’ experience in the grants management cycle

License/Certifications:
- Certified Grants Management Specialist (CGMS) required

Software:
- Computer literacy and proficiency with emails and Microsoft Office applications

Language:
- Ability to write and speak fluently in both Spanish and English. Excellent verbal and written communication skills.

PHYSICAL DEMANDS
The position requires normal physical effort when standing, walking, sitting, and/or using office equipment.

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<tr>
<td>Senior Consultant</td>
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<tr>
<td>Chief Operating Officer</td>
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</table>

POSITION SUMMARY

The Senior Consultant works with project lead/managers and is responsible for the process completion of assigned engagements according to the Firm’s standards, policies, and procedures.

PRINCIPAL TASKS AND RESPONSIBILITIES

- Run clients’ engagements from start to finish (planning, executing, directing, and completing) according to the assigned work plan.
- Supervise, train, and coach consultants and interns, and assess their performance for engagement reviews.
- Gain comprehensive understanding of clients’ operations, processes, and business objectives and utilize the knowledge in engagements.
- Assist senior management on proposals and business development.
- Proactively interact with key client management to gather information, resolve problems, and make recommendations.
- Review operations and financial processes to provide management assessment of business risk and effectiveness and efficiency of processes.
- Effectively administer the budgeted hours according to the assigned work plan.
- Develops the documentation and reviewing techniques according to the Firm’s established guidelines and trends.
- Other duties as required

Other Knowledge, Skills & Abilities:

- Use feedback and reflection to develop self-awareness, personal strengths, and address development areas.
• Delegate to others to provide stretch opportunities, coaching them to deliver results.
• Demonstrate critical thinking and the ability to bring order to unstructured problems.
• Use a broad range of tools and techniques to extract insights from current industry or sector trends.
• Review his/her work and that of others for quality, accuracy, and relevance.
• Know how and when to use tools available for a given situation and can explain the reasons for this choice.
• Seek and embrace opportunities which give exposure to different situations, environments, and perspectives.
• Use straightforward communication, in a structured way, when influencing and connecting with others.
• Able to read situations and modify behavior to build quality relationships.
• Share and collaborate effectively with others.
• Identify and make suggestions for improvements when problems and/or opportunities arise.
• Handle, manipulate, and analyze data and information responsibly.
• Follow risk management and compliance procedures.
• Keep up to date with developments in area of specialism.
• Communicate confidently in a clear, concise, and articulate manner - verbally and in any produce documentation.
• Build and maintain an internal and external network.
• Possess effective written and verbal communication skills to be able to comprehend business problems and articulate the solution approaches.
• Leveraging Microsoft Excel (intermediate to advanced usage and skill), including use of macros, pivot tables, formulas, and formatting.
• Demonstrates flexibility in prioritizing and completing tasks while quickly adapting to changing priorities or roles.
• Uphold the firm’s code of ethics and business conduct.

QUALIFICATIONS, KNOWLEDGE, SKILLS AND ABILITIES

Education:
• Bachelor’s degree or higher with preferred major in Project Management, Accounting, Engineering, Operations Management, or another relevant field
Experience:
- Minimum three (3) years’ experience in the grants management cycle

License/Certifications:
- Actively pursuing completion of CGMS required
- Certified Grants Management Specialist (CGMS) a plus but not required

Software:
- Computer literacy and proficiency with emails and Microsoft Office applications

Language:
- Ability to write and speak fluently in both Spanish and English

PHYSICAL DEMANDS
The position requires normal physical effort when standing, walking, sitting, and/or using office equipment.

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Certification:
I ___________________________________________ hereby certify that I have received and read a copy of the job description and agree to the terms today ________ of _____ 2021, on ________________, Puerto Rico.
JOB DESCRIPTION

Position Title: Consultant
Classification: Exempt
Reports to Position: Chief Operating Officer
Description Last Revised: January 27, 2021

POSITION SUMMARY
The Consultant is responsible for performing engagement field work regarding consulting projects as assigned by seniors and other supervisors.

PRINCIPAL TASKS AND RESPONSIBILITIES

• Perform assigned functions in accordance with the work plan for different types of engagements.
• Develop the documentation in accordance with the engagement schedule.
• Effectively manage the budget hours assigned to the engagement.
• Prepare and submit the required documentation for the billing process of the engagement.
• Assist in the business plan design.
• Other duties as required

Other Knowledge, Skills & Abilities:

• Share and collaborate effectively with others.
• Identify and make suggestions for improvements when problems and/or opportunities arise.
• Handle, manipulate, and analyze data and information responsibly.
• Follow risk management and compliance procedures.
• Keep up to date with developments in area of specialism.
• Communicate confidently in a clear, concise, and articulate manner - verbally and in any produce documentation.
• Build and maintain an internal and external network.
• Possesses a go-getter attitude, is a self-starter willing to think out-of-the-box, and is collaborative.
• Possesses effective written and verbal communication skills to be able to comprehend business problems and articulate the approaches to a solution.
• Leveraging Microsoft Excel (intermediate to advanced usage and skill), including use of macros, pivot tables, formulas, and formatting.

• Demonstrates flexibility in prioritizing and completing tasks while quickly adapting to changing priorities or roles.

• Uphold the firm’s code of ethics and business conduct.

QUALIFICATIONS, KNOWLEDGE, SKILLS AND ABILITIES

Education:
• Bachelor’s degree or higher with preferred major in Project Management, Accounting, Engineering, Operations Management, or another relevant field

Experience:
• N/A

License/Certifications:
• N/A

Software:
• Computer literacy and proficiency with emails and Microsoft Office applications

Language:
• Ability to write and speak fluently in both Spanish and English

PHYSICAL DEMANDS
The position requires normal physical effort when standing, walking, sitting, and/or using office equipment.
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Certification:
I ___________________________________________hereby certify that I have received and read a copy of the job description and agree to the terms today ________of _____2021, on ________________, Puerto Rico.
## APPENDIX B – GSA PRICE LIST - MAS – MULTIPLE AWARD SCHEDULE

**ON POINT STRATEGY LLC**

<table>
<thead>
<tr>
<th>SIN/SIN(s) Proposed</th>
<th>Labor Category/Service Title</th>
<th>Minimum Education</th>
<th>Minimum Years of Experience (cannot be a range)</th>
<th>Unit of Issue (e.g. Hour, Daily Rate, Task, Sq Ft)</th>
<th>Price Offered to GSA (including IFF)</th>
<th>Quantity / Volume Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Partner</td>
<td>Master’s</td>
<td>15</td>
<td>Hour</td>
<td>$119.65</td>
<td>1% for each task order valued at $300,000 - $399,000; 2% for each task order valued at $400,000 - $499,000; 3% for each task order valued at $500,000 or more</td>
</tr>
<tr>
<td>541611</td>
<td>Director</td>
<td>Master’s</td>
<td>10</td>
<td>Hour</td>
<td>$115.87</td>
<td>1% for each task order valued at $300,000 - $399,000; 2% for each task order valued at $400,000 - $499,000; 3% for each task order valued at $500,000 or more</td>
</tr>
<tr>
<td>541611</td>
<td>Senior Manager</td>
<td>Bachelor’s</td>
<td>8</td>
<td>Hour</td>
<td>$110.08</td>
<td>1% for each task order valued at $300,000 - $399,000; 2% for each task order valued at $400,000 - $499,000; 3% for each task order valued at $500,000 or more</td>
</tr>
<tr>
<td>Code</td>
<td>Position</td>
<td>Education</td>
<td>Years</td>
<td>Rate</td>
<td>Fee Calculation</td>
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</tr>
<tr>
<td>-------</td>
<td>------------------</td>
<td>------------</td>
<td>-------</td>
<td>-------</td>
<td>------------------------------------------------------</td>
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</tr>
<tr>
<td>541611</td>
<td>Manager</td>
<td>Bachelor’s</td>
<td>6</td>
<td>$95.72</td>
<td>1% for each task order valued at $300,000 - $399,000; 2% for each task order valued at $400,000 - $499,000; 3% for each task order valued at $500,000 or more</td>
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</tr>
<tr>
<td>541611</td>
<td>Senior Consultant</td>
<td>Bachelor’s</td>
<td>3</td>
<td>$71.79</td>
<td>1% for each task order valued at $300,000 - $399,000; 2% for each task order valued at $400,000 - $499,000; 3% for each task order valued at $500,000 or more</td>
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</tr>
<tr>
<td>541611</td>
<td>Consultant</td>
<td>Bachelor’s</td>
<td>1</td>
<td>$65.49</td>
<td>1% for each task order valued at $300,000 - $399,000; 2% for each task order valued at $400,000 - $499,000; 3% for each task order valued at $500,000 or more</td>
<td></td>
</tr>
</tbody>
</table>