



**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

**CONTRACT NUMBER: 47QRAA22D007R
CONTRACT PERIOD: 03/31/2022 through 03/30/2027**

Multiple Award Schedule – Category H – Professional Services

CONTRACTOR: MindSeeker, Inc.
20130 Lakeview Center Plaza, Suite 400
Ashburn, VA 20147
Web: www.mindseeker.com

CONTRACT ADMINSTRATOR: Chris Dobson
CEO
Tel: (703) 625-6506
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BUSINESS SIZE: Small Business

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.

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

Customer Information

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

| SIN | Recovery | Description |
|------------|-----------------|--|
| 541611 | 541611RC | Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services |
| 541219 | 541219RC | Budget and Financial Management Services |
| OLM | OLMRC | Order-Level Materials |

1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH AWARDED SIN: *See Appendix A*

1c. HOURLY RATES (Services only): *See Appendix A*

2. MAXIMUM ORDER THRESHOLD: \$1,000,000

3. MINIMUM ORDER THRESHOLD: \$100.00

4. GEOGRAPHIC COVERAGE: 50 States, DC

5. POINT(S) OF PRODUCTION: Ashburn, VA

6. DISCOUNT FROM BEST MARKET RATE: *GSA Net Prices can be found in Pricing Matrixes (below). Negotiated discounts have been applied and the Industrial Funding Fee has been added.*

7. QUANTITY DISCOUNT(S): None

8. PROMPT PAYMENT TERMS: 1% 10 days | 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: None

10a. TIME OF DELIVERY: *To be determined at the task order level*

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

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

10d. URGENT REQUIRMENTS: *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: N/A

12a. ORDERING ADDRESS: *Same as contractor address*

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 address*

14. WARRANTY PROVISION: None

15. EXPORT PACKING CHARGES: None

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*
The EIT standards can be found at: www.Section508.gov/.
- 23. UNIQUE ENTITY IDENTIFIER (UEI) NUMBER:** *SXGMGCLLLX64*
- 24. NOTIFICATION REGARDING REGISTRATION IN SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE:**
Contractor has an active registration in the System for Award Management (SAM) database.

Appendix A – Price List

| Labor Category | From | 3/31/2022 | 3/31/2023 | 3/31/2024 | 3/31/2025 | 3/31/2026 |
|---------------------------|------|-----------|-----------|-----------|-----------|-----------|
| | To | 3/30/2023 | 3/30/2024 | 3/30/2025 | 3/30/2026 | 3/30/2027 |
| Analyst I | | \$ 69.25 | \$ 70.98 | \$ 72.75 | \$ 74.57 | \$ 76.43 |
| Analyst II | | \$ 90.00 | \$ 92.25 | \$ 94.56 | \$ 96.92 | \$ 99.34 |
| Analyst III | | \$ 112.00 | \$ 114.80 | \$ 117.67 | \$ 120.61 | \$ 123.63 |
| Analyst IV | | \$ 125.00 | \$ 128.13 | \$ 131.33 | \$ 134.61 | \$ 137.98 |
| Analyst V | | \$ 151.00 | \$ 154.78 | \$ 158.64 | \$ 162.61 | \$ 166.68 |
| Consultant I | | \$ 105.00 | \$ 107.63 | \$ 110.32 | \$ 113.07 | \$ 115.90 |
| Consultant II | | \$ 137.55 | \$ 140.99 | \$ 144.51 | \$ 148.13 | \$ 151.83 |
| Consultant III | | \$ 155.00 | \$ 158.88 | \$ 162.85 | \$ 166.92 | \$ 171.09 |
| Consultant IV | | \$ 178.50 | \$ 182.96 | \$ 187.54 | \$ 192.22 | \$ 197.03 |
| Project Manager I | | \$ 106.43 | \$ 109.09 | \$ 111.82 | \$ 114.61 | \$ 117.48 |
| Project Manager II | | \$ 130.00 | \$ 133.25 | \$ 136.58 | \$ 140.00 | \$ 143.50 |
| Project Manager III | | \$ 159.65 | \$ 163.64 | \$ 167.73 | \$ 171.92 | \$ 176.22 |
| Subject Matter Expert I | | \$ 124.69 | \$ 127.80 | \$ 131.00 | \$ 134.27 | \$ 137.63 |
| Subject Matter Expert II | | \$ 159.60 | \$ 163.59 | \$ 167.68 | \$ 171.87 | \$ 176.17 |
| Subject Matter Expert III | | \$ 192.15 | \$ 196.95 | \$ 201.88 | \$ 206.92 | \$ 212.10 |
| Subject Matter Expert IV | | \$ 260.00 | \$ 266.50 | \$ 273.16 | \$ 279.99 | \$ 286.99 |

The Service Contract Labor Standards is applicable to this contract as it applies to the entire Multiple Award Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS 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 eligible labor categories. If and/or when the contractor adds SCLS labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

Appendix B – Labor Category Descriptions

Analyst I

Education: Associate degree

Experience: 2 Years

Job Duties: Determines the feasibility of automating government business practices. Supports definition of government business practices and incorporates processes into an automated solution. Assists in applying sound data processing principles.

Analyst II

Education: Bachelor's Degree

Experience: 2 Years

Job Duties: Analyzes workflow and other performance-based processes to ensure program needs are met. Maintains records and generates reports to track relevant business trends and opportunities for improvement. Validates program requirements and with applicable stakeholders.

Analyst III

Education: Bachelor's Degree

Experience: 5 Years

Job Duties: Integrates government business practices. Identifies potential problems and solutions through analysis and recommends solutions. Works with functional specialists, vendors, and customers to effectively automate requirements. Acts as a focal point for coordinating all disciplines in the recommended solution. Applies applications, while adhering to established accounting principles and practices.

Analyst IV

Education: Bachelor's Degree

Experience: 8 Years

Job Duties: Facilitates the design, development, and implementation of process improvement initiatives. Defines project requirements, identifies project milestones, assists with forming project team, and establishing project budget. Collaborates with stakeholders to translate requirements into functional specifications. Supports program management, quality assurance, and policy development. Ensures that requirements are complete, consistent, concise, comprehensible, traceable, feasible, unambiguous, verifiable, and conform to program standards. Tracks program efficiency.

Analyst V

Education: Bachelor's Degree

Experience: 10 Years

Job Duties: Serves as a group leader, ensuring that analysts are working in concert to automate complex business practices within the time frame specified by the customer and that all the requirements are met. Must be able to assess products and procedures for compliance with government standards, accounting principles, and multi-tiered system application standards. Prepares milestone status reports and presentations for colleagues, subordinates, and end user representatives. Coordinates all aspects of complex financial application automation. Completes objectives independently within negotiated budgets.

Consultant I

Education: Bachelor's Degree

Experience: 2 Years

Job Duties: Possesses knowledge, some experience, and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks and/or organizations. Supports the development of solutions to address organization's challenges. Supports project objectives and helps assess the impact of industry trends, policy, or standard methodologies. Conducts activities in support of project team's objectives. Works closely with senior Management Consultants or Project Managers.

Consultant II

Education: Bachelor's Degree

Experience: 5 Years

Job Duties: Possess demonstrated knowledge, experience, and ability in the development of solutions, recommendations, or outcomes across multiple complex tasks and/or organizations. Evaluates option in the context of project objectives and contributes to the implementation of strategic direction. Supports project objectives through activities such as conducting interviews, gathering data, and developing recommendations in support of project objectives. Directs the activities of Management Consultants or other staff as necessary.

Consultant III

Education: Bachelor's Degree

Experience: 8 Years

Job Duties: Provides valuable insight to inefficiencies, insufficiencies, and inconsistencies to address a variety of concerns or needs. Formulate plans to implement recommendations and provides training to stakeholders affected by implemented changes. Produces detailed proposals for project requirements. Facilitates the design, development, and technical execution of highly complex initiatives. Makes recommendations on policy and compliance with consideration of current regulations and industry trends. Utilizes advanced analytical techniques to develop execution strategies.

Consultant IV

Education: Bachelor's Degree

Experience: 10 Years

Job Duties: Senior expert that possesses demonstrated knowledge, extensive experience in the development of solutions, recommendations, or outcomes across multiple complex tasks in multiple organizations. Defines project objectives and strategic direction. Is responsible for providing leadership and vision to client and project teams and serves as a key facilitator between multiple teams to achieve objectives of complex efforts. Directs the activities of more junior Management Consultants or other staff as necessary.

Project Manager I

Education: Bachelor's Degree

Experience: 3 Years

Job Duties: Performs program area work. Supports team in producing high quality deliverables. Meets with client as needed.

Project Manager II

Education: Bachelor's Degree

Experience: 5 Years

Job Duties: Leads and performs program area work. Proposes and implements creative methods to complete work effectively and efficiently. Meets with client regularly, if not daily, to ensure work meets/exceeds client objectives.

Project Manager III

Education: Bachelor's Degree

Experience: 8 Years

Job Duties: Manages team of program area experts. Develops, directs, and manages strategic approach and strives to improve work processes, products, and services. Meets with client regularly to ensure work meets/exceeds client objectives.

Subject Matter Expert I

Education: Bachelor's Degree

Experience: 5 Years

Job Duties: Develops requirements from a project's inception to its conclusion in the subject matter area for simple to moderately complex systems. Assists other senior consultants with analysis and evaluation and with the preparation of recommendations for system improvements, optimization, development, and/or maintenance efforts in integrated financial management systems. Specifically: information systems architecture, networking, telecommunications, automation, communications protocols, risk management/electronic analysis, software, life-cycle management, software development methodologies, and modeling and simulation.

Subject Matter Expert II

Education: Bachelor's Degree

Experience: 10 Years

Job Duties: Defines the problems and analyzes and develops plans and requirements in the subject matter area for moderately complex to complex financial systems. Coordinates and manages the preparation of analysis, evaluations, and recommendations for proper implementation of programs and systems specifications in integrated financial management systems. Specifically: information systems architecture, networking, telecommunications, automation, 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.

Subject Matter Expert III

Education: Bachelor's Degree

Experience: 15 Years

Job Duties: Provides technical, managerial and administrative direction for problem definition, analysis, requirements development and implementation for complex to extremely complex financial systems or financial issues. Makes recommendations and advises on organization- wide system improvements, optimization or maintenance efforts in integrated financial management systems. Specifically: information systems architecture, business process improvement, networking, telecommunications, automation, communication protocols, risk management/electronic analysis, software, life cycle management, software development methodologies, modeling and simulation, and capable of providing complex statistical modeling and analysis.

Subject Matter Expert IV

Education: Master's degree

Experience: 15 Years

Job Duties: Provides research and analysis of and develops solutions to complex problems and processes relating to the subject matter. Recognized as a technical expert in their area or knowledge base. Applies technical expertise and maintains knowledge of other related disciplines. Supports the successful completion of major programs and may function in a technical leadership role. Develops technical solutions to complex problems that require the regular use of ingenuity and creativity. Exercises considerable latitude in determining technical objectives of assignment. Works with the customer to convert business requirements into system functional, non-functional, and operational requirements; provides requirements documentation; liaises with stakeholders to elicit, analyze, communicate, and validate requirements and business processes; develops, maintains, and provides feedback for documentation; develops process models, use cases, and scenarios; manages the group requirements review session; and manages requirements and artifacts using the appropriate requirements management tools. Oversees full scale efforts integrating aspects of various technologies.

Substitution Matrix

| Labor Category | PhD | Masters | Bachelors | Associate | High School |
|---------------------------|------------|----------------|------------------|------------------|--------------------|
| Analyst I | 0 | 0 | 0 | 2 | 4 |
| Analyst II | 0 | 0 | 2 | 4 | 6 |
| Analyst III | 1 | 3 | 5 | 7 | 9 |
| Analyst IV | 4 | 6 | 8 | 10 | 12 |
| Analyst V | 6 | 8 | 10 | 12 | 14 |
| Consultant I | 0 | 0 | 2 | 4 | 6 |
| Consultant II | 1 | 3 | 5 | 7 | 9 |
| Consultant III | 4 | 6 | 8 | 10 | 12 |
| Consultant IV | 6 | 8 | 10 | 12 | 14 |
| Project Manager I | 0 | 1 | 3 | 5 | 7 |
| Project Manager II | 1 | 3 | 5 | 7 | 9 |
| Project Manager III | 4 | 6 | 8 | 10 | 12 |
| Subject Matter Expert I | 1 | 3 | 5 | 7 | 9 |
| Subject Matter Expert II | 6 | 8 | 10 | 12 | 14 |
| Subject Matter Expert III | 11 | 13 | 15 | 17 | 19 |
| Subject Matter Expert IV | 13 | 15 | 17 | 19 | 21 |