GENERAL SERVICES ADMINISTRATION  
Federal Supply Service  
Authorized Federal Supply Schedule 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 are available through GSA Advantage®, a menu-driven database system. The INTERNET address GSA Advantage® is: GSAAdvantage.gov.

Multiple Award Schedule

FSC Group: Professional Services  
FSC Class: R401, R704  
Contract number: 47QREA22D000J  
Contract period: January 31, 2022 - January 30, 2027

THOMAS SOLUTIONS INCORPORATED

8796 POHICK CREEK VIEW  
SPRINGFIELD, VA 22153-3861

Contract Administrator: 
Al Thomas, CEO  
910-709-2908  
althomas@thomasolninc.com

Business size: SDVOSB and Small Disadvantaged Business

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

Price list current as of Modification ORIGINAL effective January 31, 2022
*This is the MOST RECENTLY awarded Contractor Initiated Modification and does NOT include any Mass Modifications

Prices Shown Herein are Net (discount deducted)
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>SINs</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>541611RC</td>
<td>Management and Financial Consulting, Acquisition and Grants Management</td>
</tr>
<tr>
<td>611430</td>
<td>611430RC</td>
<td>Professional and Management Development Training</td>
</tr>
<tr>
<td>OLM</td>
<td>OLMRC</td>
<td>Order-Level Materials (OLM’s)</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 Rate table at end of document.

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 Labor category descriptions below.

2. Maximum order:

<table>
<thead>
<tr>
<th>SINs</th>
<th>Maximum Order</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>1,00,000</td>
</tr>
<tr>
<td>611430</td>
<td>1,000,000</td>
</tr>
<tr>
<td>OLM</td>
<td>$250,000</td>
</tr>
</tbody>
</table>

3. Minimum order: $100

4. Geographic coverage (delivery area). Domestic

5. Point(s) of production (city, county, and State or foreign country). Springfield, VA

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

7. Quantity discounts. None

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

9. Foreign items (list items by country of origin). Not Applicable

10a. Time of delivery. To Be Determined at the Task Order level
10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. To Be Determined at the Task Order level

10c. Overnight and 2-day delivery. To Be Determined at the Task Order level

10d. Urgent Requirements. To Be Determined at the Task Order level

11. F.O.B. point(s). Destination

12a. Ordering address(es). 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(es). Same as Contractor Address

14. Warranty provision. N/A

15. Export packing charges, if applicable. 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 applicable). 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. 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. The EIT standards can be found at: www.Section508.gov/. Not Applicable

23. Unique Entity Identifier (UEI) number.

24. Notification regarding registration in System for Award Management (SAM) database. Contractor registered and active in SAM
## Pricing

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Manager III</td>
<td>$176.62</td>
<td>$180.86</td>
<td>$185.20</td>
<td>$189.65</td>
<td>$194.20</td>
</tr>
<tr>
<td>Program Manager II</td>
<td>$158.95</td>
<td>$162.77</td>
<td>$166.67</td>
<td>$170.67</td>
<td>$174.77</td>
</tr>
<tr>
<td>Program Manager I</td>
<td>$150.13</td>
<td>$153.73</td>
<td>$157.42</td>
<td>$161.20</td>
<td>$165.07</td>
</tr>
<tr>
<td>Subject Matter Expert</td>
<td>$141.29</td>
<td>$144.68</td>
<td>$148.16</td>
<td>$151.71</td>
<td>$155.35</td>
</tr>
<tr>
<td>Subject Matter Expert - Technical Intelligence</td>
<td>$132.47</td>
<td>$135.65</td>
<td>$138.90</td>
<td>$142.24</td>
<td>$145.65</td>
</tr>
<tr>
<td>Intelligence Analyst III</td>
<td>$114.81</td>
<td>$117.56</td>
<td>$120.38</td>
<td>$123.27</td>
<td>$126.23</td>
</tr>
<tr>
<td>Intelligence Analyst II</td>
<td>$106.07</td>
<td>$108.62</td>
<td>$111.22</td>
<td>$113.89</td>
<td>$116.62</td>
</tr>
<tr>
<td>Intelligence Analyst I</td>
<td>$ 83.89</td>
<td>$ 85.91</td>
<td>$ 87.97</td>
<td>$ 90.08</td>
<td>$ 92.24</td>
</tr>
<tr>
<td>Training Coordinator III</td>
<td>$ 66.78</td>
<td>$ 68.38</td>
<td>$ 70.02</td>
<td>$ 71.71</td>
<td>$ 73.43</td>
</tr>
<tr>
<td>Training Coordinator II</td>
<td>$ 59.35</td>
<td>$ 60.78</td>
<td>$ 62.24</td>
<td>$ 63.73</td>
<td>$ 65.26</td>
</tr>
<tr>
<td>Training Coordinator I / QC</td>
<td>$ 55.65</td>
<td>$ 56.98</td>
<td>$ 58.35</td>
<td>$ 59.75</td>
<td>$ 61.19</td>
</tr>
<tr>
<td>Instructor III/ Team Lead</td>
<td>$ 51.94</td>
<td>$ 53.18</td>
<td>$ 54.46</td>
<td>$ 55.77</td>
<td>$ 57.10</td>
</tr>
<tr>
<td>Instructor II</td>
<td>$ 48.23</td>
<td>$ 49.39</td>
<td>$ 50.57</td>
<td>$ 51.79</td>
<td>$ 53.03</td>
</tr>
<tr>
<td>Instructor I</td>
<td>$ 44.52</td>
<td>$ 45.59</td>
<td>$ 46.68</td>
<td>$ 47.80</td>
<td>$ 48.95</td>
</tr>
</tbody>
</table>

### Service Contract Labor Standards Matrix:

<table>
<thead>
<tr>
<th>SCLS Eligible Contract Labor Category/Fixed Price Service</th>
<th>SCLS Equivalent Code Title</th>
<th>WD Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Training Coordinator II</td>
<td>15095 - Technical Instructor/Course Developer</td>
<td>2015-4281</td>
</tr>
<tr>
<td>Training Coordinator I / QC</td>
<td>15095 - Technical Instructor/Course Developer</td>
<td>2015-4281</td>
</tr>
<tr>
<td>Instructor II</td>
<td>15090 - Technical Instructor</td>
<td>2015-4281</td>
</tr>
<tr>
<td>Instructor I</td>
<td>15090 - Technical Instructor</td>
<td>2015-4281</td>
</tr>
</tbody>
</table>

The Service Contract Labor Standards, formerly the Service Contract Act (SCA), apply to this contract and it includes SCLS applicable labor categories. Labor categories and fixed price services marked with a (**) in this pricelist are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS/SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e., nationwide).
## Labor Category Descriptions

### Project Manager III

**Minimum/General Experience:** 14 years

**Functional Responsibility:** Responsible for coordinating all aspects of contract management and the PMs shall adequately supervise Contractor personnel in support of project objectives. Proven technical and management experience, from inception to deployment, of multiple complex projects. Demonstrated ability to provide guidance and direction in multiple tasks across several functional areas and including use of different technologies. Manages program/technical support operations potentially involving multiple projects/task orders and personnel at multiple locations. Organizes, directs, and coordinates planning and execution of all program/technical support activities. Shall have demonstrated ability to interface with management. Establishes and alters management structure as necessary to effectively direct program/technical support activities. Confers with appropriate Government management officials regarding the status of specific Contractor program/technical activities and problems, issues, or conflicts.

**Minimum Education:** Bachelor’s degree

### Project Manager II

**Minimum/General Experience:** 10 years

**Functional Responsibility:** Responsible for coordinating all aspects of contract management and the PMs shall adequately supervise Contractor personnel in support of project objectives. Shall Support the Project Manager III on projects requiring a deputy PM. Proven technical and management experience, from inception to deployment, of multiple complex projects. Demonstrated ability to provide guidance and direction in multiple tasks across several functional areas and including use of different technologies. Manages program/technical support operations potentially involving multiple projects/task orders and personnel at multiple locations. Organizes, directs, and coordinates planning and execution of all program/technical support activities. Shall have demonstrated ability to interface with management. Establishes and alters management structure as necessary to effectively direct program/technical support activities. Confers with appropriate Government management officials regarding the status of specific Contractor program/technical activities and problems, issues, or conflicts.

**Minimum Education:** Bachelor’s degree

### Project Manager I

**Minimum/General Experience:** 8 years

**Functional Responsibility:** Proven technical and management experience, from inception to deployment, of multiple complex projects. Demonstrated ability to provide guidance and direction in multiple tasks across several functional areas and including use of different technologies. Manages program/technical support operations potentially involving multiple projects/task orders and personnel at multiple locations. Organizes, directs, and coordinates planning and execution of all program/technical support activities. Shall have demonstrated ability to interface with management. Establishes and alters management structure as necessary to effectively direct program/technical support activities. Confers with appropriate Government management officials regarding the status of specific Contractor program/technical activities and problems, issues, or conflicts.

**Minimum Education:** Bachelor’s degree

### Subject Matter Expert

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5
Minimum/General Experience: 10 years

Functional Responsibility: Consults with client and Company to define needs, solutions and providing consulting service to government in field of specialization. Experience in a functional expertise that may include technical, engineering, scientific, math, computer, mod/sim/analysis, Intel & DoD experience, space control/cyber, policy, operations, integration, training, testing, logistics or planning related to the satisfaction of customer requirements and acquisitions. Recognized as an emerging Subject Matter Expert exhibiting high degree of ingenuity, creativity, and resourcefulness; applies and/or develops highly advanced technologies, scientific principles, theories, and concepts; often acts independently to resolve issues associated with the development and implementation of operational programs; plans programs and recommends technological application programs to accomplish long range objectives; may be self-supervised.

Minimum Education: Bachelor’s degree

Subject Matter Expert – Technical Intelligence

Minimum/General Experience: 10 years

Functional Responsibility: Recognized as a renowned expert within the Department of Defense (DoD) and Intelligence Community (IC) in Technical Intelligence, counter IED operations, and device exploitation. Possesses an US Joint Service EOD Master Badge qualification with experience at the GS-14/15 level or higher. Assists client leadership in the development of DoD and Intelligence Community policy and developing Government programs, and participates in senior level to include GO/SES briefings and engagements.

Minimum Education: Bachelor’s degree

INTELLIGENCE ANALYST III

Minimum/General Experience: 12 years.

Functional Responsibility: Apply a basic knowledge of a professional discipline, the principles and techniques of inductive and deductive reasoning, and a subject-matter knowledge of either a geographical area or a functional area to the production of finished intelligence reports and/or they apply a the knowledge of a professional discipline such as international relations, current history, military science or political science and a knowledge of the operations and resources of the organizations which make up the intelligence community to a subject-matter specialty in the field of intelligence operations.

Minimum Education: High School plus 4 years specialized training and experience (e.g. Military/Intelligence Community/State).

INTELLIGENCE ANALYST II

Minimum/General Experience: 7 years.

Functional Responsibility: Apply a basic knowledge of a professional discipline, the principles and techniques of inductive and deductive reasoning, and a subject-matter knowledge of either a geographical area or a functional area to the production of finished intelligence reports and/or they apply a the knowledge of a professional discipline such as international relations, current history, military science or political science and a knowledge of the operations and resources of the organizations which make up the intelligence community to a subject-matter specialty in the field of intelligence operations.

Minimum Education: High School plus 4 years specialized training and experience (e.g. Military/Intelligence Community/State).
### INTELLIGENCE ANALYST I

**Minimum/General Experience:** 4 years.

**Functional Responsibility:** Apply a basic knowledge of a professional discipline, the principles and techniques of inductive and deductive reasoning, and a subject-matter knowledge of either a geographical area or a functional area to the production of finished intelligence reports and/or they apply a the knowledge of a professional discipline such as international relations, current history, military science or political science and a knowledge of the operations and resources of the organizations which make up the intelligence community to a subject-matter specialty in the field of intelligence operations.

**Minimum Education:** High School plus 4 years specialized training and experience (e.g. Military/Intelligence Community/State).

### Training Coordinator III

**Minimum/General Experience:** 8 years.

**Functional Responsibility:** Organize and conduct moderately complex training and educational programs. Provides complete supervision in the areas of training development and evaluation. Oversees all training requirements under individual programs or projects. Experienced in conducting and managing training classes, and performing services in the industry or with the government agency. Maintain records of training activities, employee progress, and program effectiveness. Experience organizing complex training plans.

**Minimum Education:** Bachelor’s

### Training Coordinator II

**Minimum/General Experience:** 5 years

**Functional Responsibility:** Organize and conduct moderately complex training and educational programs. Provides complete supervision in the areas of training development and evaluation. Oversees all training requirements under individual programs or projects. Experienced in conducting and managing training classes, and performing services in the industry or with the government agency. Maintain records of training activities, employee progress, and program effectiveness. Experience organizing complex training plans.

**Minimum Education:** High School

### Training Coordinator I

**Minimum/General Experience:** 3 years

**Functional Responsibility:** Organize and conduct moderately complex training and educational programs. Provides complete supervision in the areas of training development and evaluation. Oversees all training requirements under individual programs or projects. Experienced in conducting and managing training classes, and performing services in the industry or with the government agency. Maintain records of training activities, employee progress, and program effectiveness. Experience organizing complex training plans.

**Minimum Education:** High School

### Instructor III

**Minimum/General Experience:** 5 years

**Functional Responsibility:** Instructs and assists other instructors in organizing, preparing, and conducting classroom technical training and development programs; delivers independent classroom training; assists in training analysis activities. Responsible for certain aspects of technical training programs.
Minimum Education:  High School

Instructor II

Minimum/General Experience:  4 years

Functional Responsibility: Instructs and assists other instructors in organizing, preparing, and conducting classroom technical training and development programs; delivers independent classroom training; assists in training analysis activities. Responsible for certain aspects of technical training programs.

Minimum Education:  High School

Instructor I

Minimum/General Experience:  2 years

Functional Responsibility: Instructs and assists other instructors in organizing, preparing, and conducting classroom technical training and development programs; delivers independent classroom training; assists in training analysis activities. Responsible for certain aspects of technical training programs.

Minimum Education:  High School

Substitution Policy
If the candidate does not have the requested degree, the equivalent work experience is acceptable, in addition to minimum/general experience requirements.

Degree/Experience Equivalency

<table>
<thead>
<tr>
<th>Degree</th>
<th>Experience Equivalence</th>
<th>Other Equivalence</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate’s</td>
<td>High School Diploma +2 years of relevant experience</td>
<td>2 years of experience; or 2 years Technical School</td>
</tr>
<tr>
<td>Bachelor’s</td>
<td>Associate’s degree or Technical School +2 years of relevant experience</td>
<td>4 years of experience</td>
</tr>
<tr>
<td>Master’s</td>
<td>Bachelors +2 years of relevant experience, or Associate degree + 4 years of relevant experience</td>
<td>6 years of experience</td>
</tr>
</tbody>
</table>
Instructions for Ordering Services

GSA provides a streamlined, efficient process for ordering the services you need. GSA has already determined that we meet the technical requirements and that our prices offered are fair and reasonable. Agencies may use written orders, facsimile orders, credit card orders, blanket purchase agreement orders, individual purchase orders under this contract or use the eBuy system.

| Orders under the Micro-Purchase Threshold | Select the contractor best suited for your needs and place the order. |
| Orders in-between the Micro-Purchase Threshold and the Simplified Acquisition Threshold | Prepare a SOW or Performance Work Statement (PWS) in accordance with FAR 8.405-2(b). Prepare and send the RFQ (including SOW and evaluation criteria) to at least three GSA Schedule contractors. Evaluate, then make a “Best Value” determination. **Note:** The ordering activity should request GSA Schedule contractors to submit firm-fixed prices to perform the services identified in the SOW. |
| Orders over the Simplified Acquisition Threshold | Prepare a SOW or Performance Work Statement (PWS) in accordance with FAR 8.405-2(b). Prepare and send the RFQ (including SOW and evaluation criteria) to at least three GSA Schedule contractors. Evaluate, then make a “Best Value” determination. **Note:** The ordering activity should request GSA Schedule contractors to submit firm-fixed prices to perform the services identified in the SOW. |

### Developing a Statement of Work (SOW)

In the SOW, include the following information:
- Work to be performed,
- Location of work,
- Period of performance;
- Deliverable schedule, and
- Special standards and any special requirements, where applicable.

### Preparing a Request for Quote (RFQ)

Include the SOW and evaluation criteria;
- Request fixed price, ceiling price, or, if not possible, labor hour or time and materials order;
- If preferred, request a performance plan from contractors and information on past experience; and include information on the basis for selection.
- May be posted on GSA’s electronic RFQ system, e-Buy

For more information related to ordering services, go to https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedule/schedule-buyers/contracting-officer-guidance-schedule-ordering-procedures.
SIN OLM Order Level Materials

OLMs are:
- Purchased under the authority of the FSS Program.
- Unknown until an order is placed.
- Defined and priced at the ordering activity level in accordance with GSAR clause 552.238-115 Special Ordering Procedures for the Acquisition of Order- Level Materials. (Price analysis for OLMs is not conducted when awarding the FSS contract or FSS BPA; therefore, GSAR 538.270 and 538.271 do not apply to OLMs).
- Only authorized for use in direct support of another awarded SIN.
- Only authorized for inclusion at the order level under a Time-and-Materials (T&M) or Labor-Hour (LH) Contract Line Item Number (CLIN).
- Subject to a Not To Exceed (NTE) ceiling price.

OLM Pricing:
- Prices for items provided under the Order-Level Materials SIN must be inclusive of the Industrial Funding Fee (IFF).
- The value of OLMs in a task or delivery order, or the cumulative value of OLMs in orders against an FSS BPA awarded under an FSS contract, cannot exceed 33.33%.

More Info on OLM