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: Information Technology

FSC Class: IT Software, IT Services

Contract number: 47QTCA22D0003

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

Contract period: October 1, 2021 – September 30, 2026

Mercury Studio LLC
1230 Cambria Dr
Troy, MI 48085
Phone: 248-444-4932

www.flip.training

Contract Administration Source:
Zachary Ball | zac@flip.app

Business size: Small

Price list current as of Modification #PA-0004 effective March 16, 2022

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>511210</td>
<td>511210RC</td>
<td>Software Licenses</td>
</tr>
<tr>
<td>54151S</td>
<td>54151SRC</td>
<td>Information Technology Professional Services</td>
</tr>
<tr>
<td>54151</td>
<td>54151RC</td>
<td>Software Maintenance Services</td>
</tr>
<tr>
<td>OLM</td>
<td>OLMSTLOC</td>
<td>Order-Level Materials (OLM’s)</td>
</tr>
<tr>
<td></td>
<td>OLMRC</td>
<td></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 pages 5 - 8 for all pricing information.

- **511210** – User - $5.74/ year
- **54151S** – Support Services & QA - $93.93/ hour
- **54151** - SSO Integration/Maintenance/support - $9,571.79/ year

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 pages 5-7 for labor category pricing.

2. Maximum order:

<table>
<thead>
<tr>
<th>SINs</th>
<th>Maximum Order</th>
</tr>
</thead>
<tbody>
<tr>
<td>511210</td>
<td>$500,000</td>
</tr>
<tr>
<td>54151</td>
<td>$500,000</td>
</tr>
<tr>
<td>54151S</td>
<td>$500,000</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). **1230 Cambria Dr, Troy, MI 48085**

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

9. Foreign items (list items by country of origin). N/A

10a. Time of delivery. (Contractor insert number of days.)
   511210 – 28-56 Days ARO
   54151S & 54151 – To be determined at Task Order Level

10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. Contact Contractor

10c. Overnight and 2-day delivery. Contact Contractor

10d. Urgent Requirements. Contact Contractor

11. F.O.B. point(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 Contractor.

14. Warranty provision. Standard Commercial Warranty Terms & Conditions

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/.

N/A

23. Unique Entity Identifier (UEI) Number. 829409130

24. Notification regarding registration in System for Award Management (SAM) database.

Contractor registered and active in SAM
### Labor Category Descriptions & Pricing

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Labor Category/Service Description</th>
<th>Minimum Education</th>
<th>Minimum Years of Experience</th>
<th>Price Offered to GSA (Including IFF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Manager</td>
<td>This position is a project management role, where you will work alongside director level partners and our customers to lead system implementation and other project-based initiatives. Your primary responsibility will be to see projects to completion, ensuring client needs are met and budgets/timelines are adhered to. You will be well versed in our platform and processes to make sure that both teams understand project goals and the best path to completion. You will mitigate risks during project development, and work with both client and internal teams to overcome any unexpected challenges. This position is also responsible for oversight of all project plans. You will be expected to complete the following tasks: assessing and noting client needs and presenting for team review; creating and updating project proposals or presentations; working with senior sales personnel to finalize SOW documents; Lead “kicking off” new projects with the client team once approved; developing and updating project timelines; leading client meetings and providing agendas/notes; drafting new content based on client provided assets; maintaining project resource libraries (various project documents, client assets, and process forms); inputting content into the FLIP learning system; assisting in the Quality Assurance process during project review; gathering and triaging client feedback during the review process; and communicating with clients as needs arise. Applicants should have a strong mastery of basic computer operations, SaaS/web-based application operations, and the Microsoft Office suite and demonstrate excellent verbal and written communication skills, as well as exceptional organizational habits and an attention to detail.</td>
<td>Bachelors</td>
<td>4</td>
<td>$124.43</td>
</tr>
<tr>
<td>Account Director</td>
<td>This position is a client management role, where you will work alongside director level partners to implement business development strategies, assist in onboarding and managing new clients, and maintain existing contracts/relationships. Your primary responsibility will be scoping, monitoring, and reporting on completed client projects, all while ensuring the relationship remains strong and is worked for potential new opportunities. You will be the client advocate among our internal team and be responsible for understanding their brand and their needs better than they do. You will be expected to complete the following tasks with minimal supervision: contacting and growing new relationships with prospects; facilitating FLIP platform demonstration sessions through teleconference or in person; performing needs assessments and documenting client intake requests; creating, reviewing, and helping to get final signatures on SOW documents; facilitating project kickoff calls with client and internal team; facilitating review sessions with client and internal team; running and editing analytics reports for clients, and any related follow-up; prospecting old/existing relationships for new engagement opportunities; and assisting in other sales or marketing tasks as your team determines (tradeshows, public communications, networking opportunities, etc.).</td>
<td>Bachelors</td>
<td>2</td>
<td>$134.01</td>
</tr>
</tbody>
</table>
The Solution Architect is responsible for developing solutions and systems architecture that will meet the needs of our internal products and customer programs. The Solution Architect's responsibilities include gathering requirements and functional specifications, assessing the existing software in order to identify areas in need of improvement, and overseeing development teams. The Solution Architect should be able to integrate any updated specifications and requirements into the systems architecture. The Solution Architect should also be able to communicate complex concepts to our customers and assist in pricing discussions as needed.

Solution Architect Responsibilities:
- Building and integrating information systems to meet the company's needs.
- Assessing the systems architecture currently in place and working with technical staff to recommend solutions to improve it.
- Resolving technical problems as they arise.
- Providing supervision and guidance to development teams.
- Continually researching current and emerging technologies and proposing changes where needed.
- Informing various stakeholders about any problems with the current technical solutions being implemented.
- Assessing the business impact that certain technical choices have.
- Providing updates to stakeholders on product development processes, costs, and budgets.

Solution Architect

This position should be considered as requiring a “full stack” knowledge of both frontend and backend resources required for web and mobile application development. Specifically, you need recent experience working in JavaScript and React. Your primary responsibility will be to help build and maintain a cross platform application using React Native (both mobile and web/desktop versions). This position reports directly to the Director of Software Engineering, who is responsible for overseeing day to day platform maintenance as well as enhancements and updates through an ongoing release cycle.

Related Tasks:
- Update and maintain the existing application using React Native
- Manage the complete development cycle including testing, integration, and publishing
- Plan and develop new features
- Lead the Quality Assurance and bug resolution efforts
- Document and triage bugs and client feedback requests as required
- Test application performance, usability, and hardware/software compatibility
- Participate in and at times lead the release process
- Help the larger engineering team while developing the product roadmap, overall design and UI, and information architecture enhancements or refinements.

Senior Developer

This position should be considered as requiring a “full stack” knowledge of both frontend and backend resources required for web and mobile application development. Specifically, you need recent experience working in JavaScript and React. Your primary responsibility will be to help build and maintain a cross platform application using React Native (both mobile and web/desktop versions). This position reports directly to the Director of Software Engineering, who is responsible for overseeing day to day platform maintenance as well as enhancements and updates through an ongoing release cycle.

Related Tasks:
- Update and maintain the existing application using React Native
- Manage the complete development cycle including testing, integration, and publishing
- Plan and develop new features
- Lead the Quality Assurance and bug resolution efforts
- Document and triage bugs and client feedback requests as required
- Test application performance, usability, and hardware/software compatibility
- Participate in and at times lead the release process
- Help the larger engineering team while developing the product roadmap, overall design and UI, and information architecture enhancements or refinements.

Bachelors 5 $210.58

Bachelors 5 $172.29
<table>
<thead>
<tr>
<th>Position</th>
<th>Responsibilities</th>
<th>Education</th>
<th>Experience</th>
<th>Salary</th>
</tr>
</thead>
</table>
| Junior Developer                 | This position should be considered as requiring “full stack” knowledge of both frontend and backend resources required for web and mobile application development. You need recent demonstrable experience working in JavaScript ES6+. Your primary responsibility will be to help build and maintain a cross-platform application using JavaScript, NodeJS, React/React Native, Postgres/SQL, and FlowJS. You should also be familiar with various backend services/tools such as AWS and Heroku, and extremely adept with version control through Git/GitHub. This position reports directly to the Director of Software Engineering, who is responsible for overseeing day-to-day platform maintenance as well as enhancements and updates through an ongoing release cycle. You will be expected to complete the following tasks with minimal instruction:  
• Update and maintain the existing application using React/React Native;  
• Manage the complete development cycle including testing, integration, and publishing;  
• Help plan and develop new features for the application;  
• Support the Quality Assurance and bug resolution efforts;  
• Document and triage bugs and client feedback requests as required;  
• Test application performance, usability, and hardware/software compatibility;  
• Participate in and support the release process;  
• Help the larger engineering team in developing the product roadmap, overall design and UI, and information architecture enhancements or refinements. | Bachelors  | 2          | $134.01 |
| Technical Designer               | The Technical Designer is an app and/or administration platform designer by training and is known for their technical skills. As part of a production design or multidisciplinary team, the designer will create and implement complex technical and/or system design elements into the platform. From collaboration with product managers and engineers, Technical Designers create visual concepts, to communicate ideas that inspire, inform, or captivate consumers. The designer develops the overall layout and production design for elements, like menus, tabs and widgets, focusing on the look and layout and ensuring the platform makes sense to the user by creating a path that logically flows from one step to the next. | Bachelors  | 4          | $143.58 |
| Visual/Graphic Designer          | This position is responsible for designing the visual interface for the web, mobile application and back-end administration using the Adobe Creative Suite or similar software. They also work on creating imagery within the application. Additionally, the visual/graphic designer contributes user experience updates based on consumer insights, best practices and research. Responsibilities include working with project managers and developers to take ideas from concept to implementation, interpreting client needs to create visual presentations, and maintaining an awareness of industry trends to insure the product remains best in class. | Bachelors  | 2          | $110.08 |
| Support Services & QA            | This service supports the Project and Account team with Application Testing, Content Proofing and other project related support tasks. The primary functions are Proofing, Quality Assurance of all deliverables and Testing of the FLIP system. | Bachelors  | 1          | $90.93  |
## Software Pricing Information

<table>
<thead>
<tr>
<th>SIN</th>
<th>MANUFACTURER NAME</th>
<th>MFR PART NO</th>
<th>PRODUCT NAME</th>
<th>PRODUCT DESCRIPTION</th>
<th>UOI</th>
<th>DISCOUNT PRICE OFFERED TO GSA (including IFF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>511210</td>
<td>Mercury Studio LLC</td>
<td>Shared - 500</td>
<td>Shared FLIP Sandbox Environment (Includes 500 Free app users)</td>
<td>Accesses to the FLIP Content Platform using our Shared Server environment. This ideal for small project teams and running pilot programs. Included with this service: Up to 500 App/End Users, 2 Content/report administrators, one content channel and 10 hours of support from the FLIP team.</td>
<td>YR</td>
<td>$19,143.58</td>
</tr>
<tr>
<td>511210</td>
<td>Mercury Studio LLC</td>
<td>AWS Heroku</td>
<td>Private AWS FLIP Instance with Heroku Security</td>
<td>Dedicated, geographically-isolated network topology for secure data storage, communication, and service operation. All data is encrypted in transit and at rest. Adheres to IL3 standards.</td>
<td>YR</td>
<td>$47,858.94</td>
</tr>
<tr>
<td>511210</td>
<td>Mercury Studio LLC</td>
<td>Admin</td>
<td>FLIP Platform Administrator</td>
<td>FLIP Platform Administrators are granted access to the FLIP content platform backend for the purpose of creating new content, assigning content to end users and monitoring/reporting on usage, etc.</td>
<td>YR</td>
<td>$2,392.95</td>
</tr>
<tr>
<td>511210</td>
<td>Mercury Studio LLC</td>
<td>User</td>
<td>FLIP Users</td>
<td>A FLIP user, has the ability to access content that has been assigned to them by the platform Administrators. Users can access through any device including, Android, iOS, Table or through a web browser.</td>
<td>YR</td>
<td>$5.74</td>
</tr>
<tr>
<td>511210</td>
<td>Mercury Studio LLC</td>
<td>Custom App</td>
<td>Custom Branded FLIP App - Enterprise</td>
<td>The FLIP app can be branded with the Licensing organizations Logo, Corporate Colors and can be made available through the organization’s internal Appstore.</td>
<td>EA</td>
<td>$23,929.47</td>
</tr>
<tr>
<td>511210</td>
<td>Mercury Studio LLC</td>
<td>Custom Web</td>
<td>Custom Branded FLIP Webview</td>
<td>The FLIP user website can be branded with the Licensing organizations Logo and corporate colors.</td>
<td>YR</td>
<td>$4,785.89</td>
</tr>
<tr>
<td>54151</td>
<td>Mercury Studio LLC</td>
<td>SSO</td>
<td>SSO Integration/Main tenance/support</td>
<td>Integration of single sign-on service such as Azure AD or SAML. Enables secure user authentication and authorization using the client’s existing trust infrastructure. Includes ongoing monitoring and troubleshooting of any challenges users encounter when signing into the system.</td>
<td>YR</td>
<td>$9,571.79</td>
</tr>
</tbody>
</table>