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 GSAAAdvantage!®, a menu-driven database system. The INTERNET address GSAAAdvantage!® is: GSAAdvantage.gov.

Multiple Award Schedule

Kinaras Solutions, Inc.
17650 Possum Point Rd.
Ste C-6-C
Dumfries, VA 22026
Phone: (440) 315-6878
Website: www.kinarassolutions.com

Contract Administrator: Lawrence K. Massey, Jr.
E-Mail: larry.massey@kinarassolutions.com

FSC Group: DA01, R408     FSC Class:
Contract number: 47QTCA22D003H

Contract period: December 14, 2021 through December 13, 2026
Price list current as of Modification #PS-0003 effective July 15, 2022.

Business size: Small

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 with appropriate cross-reference to item descriptions and awarded prices.
   
   **SIN 54151S/STLOC/RC - Information Technology Professional Services**
   **SIN 541611/RC - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services**

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. **Hourly rates are not applicable.**

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. **See Approved GSA Pricing.**

2. Maximum order.
   **SIN 54151S - $500,000 / SIN541611 - $1,000,000**

3. Minimum order.
   **$100**

4. Geographic coverage.
   **Domestic**

5. Point of production.
   **17650 Possum Point Rd. Ste C-6-C Dumfries, VA 22026**

6. Discount from list prices or statement of net price.
   **Prices shown are NET Prices; Basic Discounts have been deducted.**

7. Quantity/volume discounts.
   **Additional 2% Discount on Single Task Orders over $300,000.**

8. Prompt payment terms.
   **0% - net 30 days from receipt of invoice or date of acceptance, whichever is later.**

   **All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.**
10a. Time of delivery.
   *As negotiated on the task order level.*

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 lists that have expedited delivery.
   *As negotiated on the task order level.*

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.
   *As negotiated on the task order level.*

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.
   *As negotiated on the task order level.*

11. F.O.B. point.
   *Destination*

12a. Ordering address.
   17650 Possum Point Rd. Ste C-6-C Dumfries, VA 22026

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.
   17650 Possum Point Rd. Ste C-6-C Dumfries, VA 22026

14. Warranty provision.
   *Standard Commercial Warranty*

15. Export packing charges, if applicable.
   *Not Applicable*

16. Terms and conditions of rental, maintenance, and repair.
   *Not Applicable*

17. Terms and conditions of installation.
   *Not Applicable*

18a. Terms and conditions of repair parts.
   *Not Applicable*
18b. Terms and conditions for any other services.
   Not Applicable

19. List of service and distribution points:
   Not Applicable

20. List of participating dealers.
   Not Applicable

   Not Applicable

22a. Special attributes such as environmental attributes.
   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 (e.g. contractor’s website or other location.) The EIT standards can be found at: www.Section508.gov/.

23. Unique Entity Identification (UEIN) number:
   N4ZMCU2XD687

24. Notification regarding registration in SAM.gov database:
   Registered. Cage Code: 8CDJ2

25. Service Contract Labor Standards: 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).

<table>
<thead>
<tr>
<th>SCA Eligible Labor Categories</th>
<th>SCA Equivalent Code Title</th>
<th>WD Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Senior Service Desk</td>
<td>14103 Computer System Analyst III</td>
<td>WD 2015-4281</td>
</tr>
<tr>
<td>Expert Software Developer</td>
<td>14045 Computer Operator V</td>
<td>WD 2015-4281</td>
</tr>
<tr>
<td>Technical Writer</td>
<td>30461 Technical Writer I</td>
<td>WD 2015-4281</td>
</tr>
</tbody>
</table>
# GSA PRICELIST

<table>
<thead>
<tr>
<th>SIN</th>
<th>Labor Category</th>
<th>GSA Price 12/14/21 – 12/16/22</th>
<th>GSA Price 12/14/22 – 12/16/23</th>
<th>GSA Price 12/14/23 – 12/16/24</th>
<th>GSA Price 12/14/24 – 12/16/25</th>
<th>GSA Price 12/14/25 – 12/16/26</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>Senior Project Manager</td>
<td>$108.61</td>
<td>$112.74</td>
<td>$117.02</td>
<td>$121.47</td>
<td>$126.08</td>
</tr>
<tr>
<td>54151S</td>
<td>Senior Service Desk</td>
<td>$64.47</td>
<td>$66.92</td>
<td>$69.46</td>
<td>$72.10</td>
<td>$74.84</td>
</tr>
<tr>
<td>54151S</td>
<td>Expert Software Developer</td>
<td>$105.87</td>
<td>$109.89</td>
<td>$114.07</td>
<td>$118.40</td>
<td>$122.90</td>
</tr>
<tr>
<td>541611</td>
<td>Communications SME</td>
<td>$118.49</td>
<td>$122.99</td>
<td>$127.67</td>
<td>$132.51</td>
<td>$137.55</td>
</tr>
<tr>
<td>541611</td>
<td>Executive Admin</td>
<td>$100.66</td>
<td>$104.49</td>
<td>$108.46</td>
<td>$112.58</td>
<td>$116.87</td>
</tr>
<tr>
<td>541611</td>
<td>Program Manager</td>
<td>$110.73</td>
<td>$114.94</td>
<td>$119.31</td>
<td>$123.85</td>
<td>$128.55</td>
</tr>
<tr>
<td>541611</td>
<td>Project Manager</td>
<td>$108.61</td>
<td>$112.75</td>
<td>$117.03</td>
<td>$121.47</td>
<td>$126.09</td>
</tr>
<tr>
<td>541611</td>
<td>Senior Policy Analyst</td>
<td>$93.80</td>
<td>$97.37</td>
<td>$101.07</td>
<td>$104.91</td>
<td>$108.90</td>
</tr>
<tr>
<td>541611</td>
<td>Technical Writer</td>
<td>$72.80</td>
<td>$75.57</td>
<td>$78.44</td>
<td>$81.42</td>
<td>$84.51</td>
</tr>
<tr>
<td>541611</td>
<td>Training Specialist</td>
<td>$99.73</td>
<td>$103.52</td>
<td>$107.45</td>
<td>$111.53</td>
<td>$115.77</td>
</tr>
</tbody>
</table>
LABOR CATEGORY DESCRIPTIONS

IT Professional Consulting Services

**Senior Project Manager**
Plan, initiate, and manage information technology (IT) projects. Lead and guide the work of technical staff. Serve as liaison between business and technical aspects of projects. Plan project stages and assess business implications for each stage. Monitor progress to assure deadlines, standards, and cost targets are met. Possesses and applies a comprehensive knowledge across key tasks and high impact assignments. Plans and leads major technology assignments. Evaluates performance results and recommends major changes affecting short-term project growth and success.

**Minimum Education/Experience:** Bachelors Degree and five years of experience. PMP

**Senior Service Desk**
Provide technical assistance to computer users. Answer questions or resolve computer problems for clients in person, or via telephone or electronically. May aid concerning the use of computer hardware and software, including printing, installation, word processing, electronic mail, and operating systems. Possesses and applies a comprehensive knowledge across key tasks and high impact assignments. Plans and leads major technology assignments. Evaluates performance results and recommends major changes affecting short-term project growth and success.

**Minimum Education/Experience:** Associates Degree and five years of experience.

**Expert Software Developer**
Design, create, and modify Web sites. Analyze user needs to implement Website content, graphics, performance, and capacity. May integrate Web sites with other computer applications. May convert written, graphic, audio, and video components to compatible Web formats by using software designed to facilitate the creation of Web and multimedia content. Provides technical/management leadership on major tasks or technology assignments. Establishes goals and plans that meet project objectives. Has domain and expert technical knowledge. Directs and controls activities for a client, having overall responsibility for financial management, methods, and staffing to ensure that technical requirements are met.

**Minimum Education/Experience:** Bachelors Degree and ten years of experience.

Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

**Communications SME**
Responsible for creating, managing, and communicating content to include speeches, social media, publications, newsletters, etc. Develops content and directs creative execution to provide a consistent, targeted, and impactful message. Builds and maintains solid partnerships with assigned internal clients to better develop, coordinate, direct, and facilitate strategic communications designed to meet business goals. Designs campaigns to target specific audiences, placing an emphasis and discipline on campaign performance to help with recommendations for future programs. Directs in-house and external graphic designers, photographers, and other media-production specialists integral to the completion of marketing projects. Contributes ideas for new programs, researching and
recommending innovative branding techniques. Researches and understands key business challenges, customer behavior, target audiences, competitive activity, and environmental factors that impacts programs within the business and assigned departments. Provides hands-on advertising support for assigned departments. Identifies and presents opportunities for consistency in messaging and customer experience across channels from in-store signage to digital to print. Develops an understanding of short- and long-term department goals and planned initiatives. Adjusts and communicates plan changes as necessary to ensure costs for materials, media, and labor are in line with the sales potential for a specific product or campaign.

**Minimum Education/Experience:** Bachelors Degree and ten years of experience.

**Executive Administration**

Provide administrative and logistics support to executive leadership focused on helping the organization obtain strategic goals. Manage multiple competing tasks, schedules, and deliverables that requires ample experience to meet the needs of a GS-15 or higher office. Able to counsel, provide technical expertise, and critical analysis. Possess excellent communication and interpersonal skills to handle highly sensitive situations without oversight. Evaluate and review written communication sent from the office of behalf of executive leadership. Create statistical reports for executives, oversee daily activities as the executives representative in their absence, develop meeting agendas for briefings.

**Minimum Education/Experience:** Bachelors Degree and eight years of experience.

**Program Manager**

Responsible for organizing, directing, and managing all aspects of contract operational support functions involving multiple complex and inter-related project tasks that often require managing teams of contractor personnel at multiple locations. Provide overall direction of program activities. Manage and maintain contractor interface with the senior levels of the customer’s organization. Consult with customer and contractor personnel to formulate and review task plans and deliverables, ensuring conformance with program and project task schedules and costs and contractual obligations. Establish and maintain technical and financial reports to show progress of projects to management and customers, organize and assign responsibilities to subordinates, oversee the successful completion of all assigned tasks, and assume the initiative and provide support to marketing personnel in identifying and acquiring potential business.

**Minimum Education/Experience:** Bachelors Degree and eight years of experience.

**Project Manager**

Plan, initiate, and manage projects. Lead and guide the work of technical staff. Serve as liaison between business and technical aspects of projects. Plan project stages and assess business implications for each stage. Monitor progress to assure deadlines, standards, and cost targets are met. Possesses and applies a comprehensive knowledge across key tasks and high impact assignments. Plans and leads major technology assignments. Evaluates performance results and recommends major changes affecting short-term project growth and success.

**Minimum Education/Experience:** Bachelors Degree and five years of experience.
Senior Policy Analyst
Provides senior technical support in the review, analysis, and development of processes, policy, doctrine, directives, regulations, and implementation of instructions for the client's enterprise; works independently of manager/supervisor; may manage/supervise junior analysts.
**Minimum Education/Experience:** Bachelors Degree and five years of experience.

Technical Writer
Write and/or edit technical documents, including business proposals, reports, user manuals, policies, briefings and presentations, SOPs, functional descriptions, system specifications, guidelines, special reports, and other project deliverables to meet contract requirements. Develop outlines and drafts for review and approval by technical specialists and project management ensuring that final documents meet applicable contract requirements and regulations. Research and gather technical and background information for inclusion in project documentation and deliverables. Consult relevant information sources, including library resources, technical and financial documents, and client and project personnel, to obtain background information, and verify pertinent guidelines and regulations governing project deliverables.
**Minimum Education/Experience:** Bachelors Degree and three years of experience.

Training Specialist
Conduct the research necessary to develop and revise training courses. Develop and revise courses and prepare appropriate training catalogs. Prepare instructor materials (course outline, background material, and training aids). Prepare student materials (course manuals, workbooks, handouts, completion certificates, and course critique forms). Train personnel by conducting formal classroom courses, workshops and seminars. Prepare reports and monitor training tasks in support of the goals of the Contractor Program Manager and the government sponsor(s) using standard training standards and software and hardware programs such as modeling and simulation and prototyping efforts. Evaluate current state of organizational training and ensure alignment with workforce needs. Complete workforce analysis and assessments in order to create training plan aligned with current and future needs.
**Minimum Education/Experience:** Bachelors Degree and five years of experience.