

**General Services Administration
Federal Acquisition Service
Authorized Federal Supply Schedule FSS Price List**

Online access to contract ordering information, terms and conditions, pricing, and the option to create an electronic delivery order are available through GSA Advantage!®. The website for GSA Advantage!® is: <https://www.GSAAdvantage.gov>.

Multiple Award Schedule (MAS)

**FSC Groups: Professional Services and Information Technology Categories
FSC Classes: R408, DA01**

Contract Number: 47QTCA23D005X

Contract Period: March 13, 2023 – March 12, 2028



**Tenacious Solutions LLC
200 North Glebe Road, Suite 314
Arlington, VA 22203-3761
Telephone: 703-380-5218
Fax: 703-382-1649**

www.tenacioussolutions.com

**Contract Administrator: Tariq Mehmood
tmehmood@tenacioussolutions.com**

Business Size/Status: Small

For more information on ordering go to the following website: <https://www.gsa.gov/schedules>.

Pricelist is current as of modification PO-0001, dated March 13, 2023

Prices shown herein are NET (discount deducted).



Contract Holder

TABLE OF CONTENTS

GENERAL CONTRACT INFORMATION	1
CONTRACT OVERVIEW	3
CONTRACT ADMINISTRATOR/ MARKETING AND TECHNICAL POINT OF CONTACT	3
BRIEF COMPANY OVERVIEW	3
CONTRACT USE	3
CONTRACT SCOPE	3
SPECIAL ITEM NUMBER (SIN) DESCRIPTIONS.....	3
INSTRUCTIONS FOR PLACING ORDERS FOR SERVICES BASED ON GSA SCHEDULE HOURLY RATES	4
BLANKET PURCHASE AGREEMENT	5
LABOR CATEGORY DESCRIPTIONS	6
HOURLY RATES FOR SERVICES.....	8

GENERAL CONTRACT INFORMATION

1a. Table of Awarded Special Item Numbers (SINs):

Please refer to GSA eLibrary (www.gsaelibrary.gsa.gov) for detailed SIN descriptions

SIN	Recovery	SIN Title
541611	541611RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
54151S	54151SRC 54151SSTLOC	Information Technology Professional Services

- 1b. Lowest Priced Model Number and Lowest Price: Please refer to our rates on [page #8](#)
- 1c. Labor Category Descriptions: Please refer to [page #6](#)
2. Maximum Order: SIN 541611: \$1,000,000
SIN 54151S: \$500,000
Note: Agencies may place, and Contractor may honor, orders exceeding this limit in accordance with FAR 8.404
3. Minimum Order: \$100.00
4. Geographic coverage (delivery area): Domestic
5. Point of Production: United States
6. Discount from List Price: Government net prices (discounts already deducted)
7. Quantity Discounts: None
8. Prompt Payment Terms: 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: Not Applicable
- 10a. Time of Delivery: As negotiated at the order level
- 10b. Expedited Delivery: Items available for expedited delivery are noted in this price list. Contact contractor for availability.
- 10c. Overnight and 2-Day Delivery: Contact contractor for availability. Ordering agencies may contact Tenacious for rates for overnight and two-day delivery.
- 10d. Urgent Requirement: Ordering agencies can request accelerated delivery for urgent requirements. Contact contractor for availability.
11. F.O.B. Point: Destination
- 12a. Ordering Address: Tenacious Solutions LLC
Attn: GSA Orders
200 North Glebe Road, Suite 314
Arlington, VA 22203
- 12b. Ordering Procedures: See Federal Acquisition Regulation (FAR) 8.405-3.
13. Payment Address: Tenacious Solutions LLC
Attn: Accounts Receivable
200 North Glebe Road, Suite 314
Arlington, VA 22203

- | | |
|---|------------------------------|
| 14. Warranty Provision: | Standard Commercial Warranty |
| 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. Preventative 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 for the information and communications technology (ICT) products and services offered and show where full details can be found (e.g., Contractor's website or other location). ICT accessibility standards can be found at www.section508.gov . | Not Applicable |
| 23. Unique Entity Identifier (UEI) Number: | PRCDFW62N182 |
| 24. Tenacious Solutions LLC is registered and active in the System for Award Management (SAM). | |

CONTRACT OVERVIEW

GSA awarded Tenacious Solutions LLC (Tenacious Solutions) Multiple Award Schedule (MAS) contract number 47QTCA23D005X on March 13, 2023. The base contract period is March 13, 2023 through March 12, 2028. GSA may exercise up to three 5-year option periods. The contract allows for the placement of Firm Fixed Price or Time and Materials task orders using the labor categories and ceiling rates defined in the contract.

CONTRACT ADMINISTRATOR, MARKETING, AND TECHNICAL POINT OF CONTACT

Tariq Mehmood, President and CEO
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BRIEF COMPANY OVERVIEW

Tenacious Solutions is a trusted business partner helping Federal CIO's achieve success with their top priorities and challenges. We are dedicated to quality results that stand the test of time. Our mission is to provide top-notch, quality professionals to our clients in order to help them achieve long-lasting, quality results. By applying decades of experience, we quickly understand what matters most to our clients and accompany them as they tackle some of the world's toughest challenges. With deep expertise in technology business management, data sciences, and developing ethical and responsible artificial intelligence (AI) solutions, Tenacious Solutions is a trusted partner to IT organizations.

CONTRACT USE

This contract is available for use by all federal government agencies, as a source for IT and management consulting services for domestic use. Executive agencies, other Federal agencies, mixed-ownership Government corporations, and the District of Columbia; government contractors authorized in writing by a Federal agency pursuant to 48 CFR 51.1; and other activities and organizations authorized by statute or regulation to use GSA as a source of supply may use this contract. Additionally, contractors are encouraged to accept orders received from activities within the Executive Branch of the Federal Government.

CONTRACT SCOPE

The contractor shall provide all resources including personnel, management, supplies, services, materials, equipment, facilities and transportation necessary to provide a wide range of professional services as specified in each task order. Services specified in a task order may be performed at the contractor's facilities or the ordering agencies' facilities. The government will determine the contractor's compensation by any of several different methods (to be specified at the task order level) e.g., a firm-fixed price for services with or without incentives, labor hours or time-and-material.

SPECIAL ITEM NUMBER (SIN) DESCRIPTIONS

The Special Item Numbers (SINs) available under this contract provide services across the full life cycle of a project. When task orders are placed, they must identify the SIN or SINs under which the task is being executed. Tenacious Solutions has been awarded a contract by GSA to provide services under the following SINs:

- 541611 – Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
- 54151S – Information Technology Professional Services

Please refer to GSA eLibrary (www.gsaelibrary.gsa.gov) for detailed SIN descriptions.

INSTRUCTIONS FOR PLACING ORDERS FOR SERVICES BASED ON GSA SCHEDULE HOURLY RATES

GSA provides a streamlined, efficient process for ordering the services you need. GSA has already determined that Tenacious Solutions LLC meets 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 or individual purchase orders under this contract.

If it is determined that your agency needs an outside source to provide services, follow these simple steps:

Orders under the Micro-Purchase Threshold	
<ul style="list-style-type: none"> · Select the contractor best suited for your needs and place the order. 	
Orders between the Micro-Purchase Threshold and the Simplified Acquisition Threshold	
<ul style="list-style-type: none"> · 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. <p>Note: The ordering activity should request GSA Schedule contractors to submit firm-fixed prices to perform the services identified in the SOW.</p>	
Orders over the Simplified Acquisition Threshold	
<ul style="list-style-type: none"> · Prepare the RFQ (including the SOW and evaluation criteria) and post on eBuy to afford all Schedule contractors the opportunity to respond, or provide the RFQ to as many Schedule contractors as practicable, consistent with market research, to reasonably ensure that quotes are received from at least three contractors. · Seek price reductions. · Evaluate all responses and place the order, or establish the BPA with the GSA Schedule contractor that represents the best value (refer to FAR 8.405-2(d)). <p>Note: The ordering activity should request GSA Schedule contractors to submit firm-fixed prices to perform the services identified in the SOW.</p>	
<p>Developing a Statement of Work (SOW)</p> <p>In the SOW, include the following information:</p> <ul style="list-style-type: none"> · Work to be performed, · Location of work, · Period of performance; · Deliverable schedule, and · Special standards and any special requirements, where applicable. 	<p>Preparing a Request for Quote (RFQ)</p> <ul style="list-style-type: none"> · 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 <http://www.gsa.gov/schedules-ordering> and see guidelines in the Multiple Award Schedule (MAS) Desk Reference Guide.

BLANKET PURCHASE AGREEMENT

Ordering activities may establish BPAs under any schedule contract to fill repetitive needs for supplies or services. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPAs and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). In determining how many BPAs to establish, consider:

- The scope and complexity of the requirement(s);
- The need to periodically compare multiple technical approaches or prices;
- The administrative costs of BPAs; and
- The technical qualifications of the schedule contractor(s).

Establishment of a single BPA, or multiple BPAs, shall be made using the same procedures outlined in 8.405-1 or 8.405-2. BPAs shall address the frequency of ordering, invoicing, discounts, requirements (e.g. estimated quantities, work to be performed), delivery locations, and time.

When establishing multiple BPAs, the ordering activity shall specify the procedures for placing orders under the BPAs.

Establishment of a multi-agency BPA against a Federal Supply Schedule contract is permitted if the multi-agency BPA identifies the participating agencies and their estimated requirements at the time the BPA is established.

Ordering from BPAs:

Single BPA. If the ordering activity establishes one BPA, authorized users may place the order directly under the established BPA when the need for the supply or service arises.

Multiple BPAs. If the ordering activity establishes multiple BPAs, before placing an order exceeding the micro-purchase threshold, the ordering activity shall:

- Forward the requirement, or statement of work and the evaluation criteria, to an appropriate number of BPA holders, as established in the BPA ordering procedures; and
- Evaluate the responses received, make a best value determination (see 8.404(d)), and place the order with the BPA holder that represents the best value.

BPAs for hourly rate services. If the BPA is for hourly rate services, the ordering activity shall develop a statement of work for requirements covered by the BPA. All orders under the BPA shall specify a price for the performance of the tasks identified in the statement of work.

Duration of BPAs. BPAs generally should not exceed five years in length, but may do so to meet program requirements. Contractors may be awarded BPAs that extend beyond the current term of their GSA Schedule contract, so long as there are option periods in their GSA Schedule contract that, if exercised, will cover the BPA's period of performance.

Review of BPAs:

The ordering activity that established the BPA shall review it at least once a year to determine whether:

- The schedule contract, upon which the BPA was established, is still in effect;
- The BPA still represents the best value (see 8.404(d)); and
- Estimated quantities/amounts have been exceeded and additional price reductions can be obtained.

The ordering activity shall document the results of its review.

LABOR CATEGORY DESCRIPTIONS

In accordance with its standard commercial practices, **Tenacious Solutions LLC** may utilize the education/ experience substitutions identified below when assigning personnel to work on a task order:

Experience Substitutions Methodology:

High School Diploma + 4 years additional experience	ç è	Bachelors Degree
Associates Degree + 2 years additional experience		
Bachelors Degree + 2 years additional experience	ç è	Masters Degree
Masters Degree + 3 years additional experience		
Bachelors Degree + 5 years additional experience	ç è	Ph.D.

Education Substitutions Methodology:

- A Ph.D. may be substituted for three (3) years of required experience for positions requiring a Masters Degree or five (5) years with positions requiring a Bachelors Degree.
- A Masters Degree may be substituted for two (2) years of required experience with positions requiring a Bachelors Degree.
- A Bachelors Degree may be substituted for four (4) years of required experience with positions requiring a High School Diploma.
- An Associates Degree may be substituted for two (2) years of required experience with positions requiring a High School Diploma.
- Specialized software certifications may be substituted for two (2) years of experience
- When not a requirement of the position, a Project Management Professional (PMP) certification may be substituted for two (2) years of experience

SIN 541611, Consulting Project Manager	
Functional Description	The Consulting Project Manager is responsible for planning and managing large-scale, complex consulting projects. Controls overall project scope, budgets, and schedules for multi-project engagements. Applies advanced management skills and experience, detailed knowledge of business processes, technical background, and supervisory skills to implement business solutions. Works cooperatively with client and staff to achieve project goals. Assesses the status of overall project initiatives and reports key performance indicators to project sponsors. Provides strategic guidance and subject matter expertise on variety of topics. Provides general oversight of assigned staff.
Minimum Education	Bachelor's Degree
Minimum Experience	Five (5) years

SIN 541611, Senior Consultant	
Functional Description	The Senior Consultant understands and applies appropriate consulting guidance, procedures, and techniques. Identifies and proposes solutions to client problems and suggests modifications to the approach during engagement, as appropriate. Demonstrates an understanding of client operations and management, and identifies key controls. Accurately assesses risks and develops a consulting approach that addresses those risks, as appropriate. Identifies opportunities to develop innovative solutions to bring to the client and/or to improve project performance.
Minimum Education	Bachelor's Degree
Minimum Experience	Five (5) years

SIN 54151S, Technology Advisory Project Lead	
Functional Description	The Technology Advisory Project Lead supports, manages, organizes, and directs all aspects of complex Information Technology (IT) projects or programs, including technology, business and IT financial management, and/or artificial intelligence. They modify procedures to solve complex problems, provide experience on technical solution and interface with customers to create and review project plans and deliverables. They are responsible for ensuring all aspects of planning, scheduling, estimating, and budgeting and maintain technical knowledge within industry and service. Assesses the status of overall project initiatives and reports key performance indicators to project sponsors. Provides strategic guidance and subject matter expertise on variety of topics. Provides general oversight of assigned staff.
Minimum Education	Bachelor's Degree
Minimum Experience	Seven (7) years

SIN 54151S, Technology Advisory Sr. Professional	
Functional Description	The Technology Advisory Sr. Professional understands and applies advisory expertise, appropriate consulting guidance and procedures and techniques to Information Technology (IT) projects, including technology, business and IT financial management, and/or artificial intelligence. Analyzes requirements impacted by information technology, and defines applicable tools and innovative solutions including technology, methodology, and solution components. Identifies and proposes solutions to technical problems, and suggests modifications to the approach during engagement as appropriate. Demonstrates an understanding of client information systems and identifies key controls. Accurately assesses risks and develops approaches that mitigate risk, as appropriate. Identifies opportunities to develop innovative IT solutions to improve performance.
Minimum Education	Bachelor's Degree
Minimum Experience	Seven (7) years

SIN 54151S, Technology Advisory Mid Professional	
Functional Description	The Technology Advisory Mid Professional is a member of project team who is responsible for implementing new Information Technology (IT) solutions and upgrading or maintaining existing solutions, including technology, business and IT financial management, and/or artificial intelligence. Applies information technology advisory expertise and leads small teams in providing application design, development, implementation, testing, and/or technical support for IT solutions. Actively engages tools and methodologies to meet objectives and complete activities. Collaborates on the implementation, support, upgrade, and/or optimization of IT systems.
Minimum Education	Bachelor's Degree
Minimum Experience	Four (4) years

SIN 54151S, Technology Operations Jr. Staff	
Functional Description	The Technology Operations Jr. Staff identifies and troubleshoots issues related to Information Technology (IT) systems. They analyze data and systems architecture, create designs, and implement information systems solutions. They determine potential risks, provide recommendations to mitigate risks, and respond to incidents. May provide support with design, development, implementation, testing, and/or technical support for IT solutions under the supervision of more senior professionals.
Minimum Education	Bachelor's Degree
Minimum Experience	Three (3) years

**HOURLY RATES FOR SERVICES
SINs 541611, 54151S**

SIN	Labor Category	Year 1 3/13/23- 3/12/24	Year 2 3/13/24- 3/12/25	Year 3 3/13/25- 3/12/26	Year 4 3/13/26- 3/12/27	Year 5 3/13/27- 3/12/28
541611	Consulting Project Manager	\$192.15	\$198.87	\$205.83	\$213.04	\$220.49
541611	Senior Consultant	\$174.52	\$180.62	\$186.94	\$193.48	\$200.25
54151S	Technology Advisory Project Lead	\$194.41	\$201.21	\$208.25	\$215.54	\$223.08
54151S	Technology Advisory Sr. Professional	\$173.15	\$179.20	\$185.48	\$191.97	\$198.69
54151S	Technology Advisory Mid Professional	\$150.86	\$156.14	\$161.60	\$167.25	\$173.11
54151S	Technology Operations Jr. Staff	\$87.58	\$90.64	\$93.81	\$97.10	\$100.49

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