

**GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SERVICES**

*Authorized Federal Supply Schedule Pricelist for Big Sky Associates, Inc.*

**GENERAL SERVICES ADMINISTRATION INFORMATION**

**Effective Date: March 27, 2017**

Online 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 for GSA Advantage!™ is:

<http://www.gsa.gov>

Schedule title: Professional Services Schedule (PSS) 00CORP

Special item numbers (SINs) offered:

**874-1 Integrated Consulting Services**

**Contract number:** GS00F147GA

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at <http://www.fss.gsa.gov>

**Contract period:** March 27, 2017 through March 26, 2022

**Contractor's name and contact information:**

Big Sky Associates, Inc.  
2101 L Street NW #800, Washington, DC 20037;  
phone (202) 903-0790; fax (202) 857-3977

**Type of contractor:** Small HUBZone Business

**CUSTOMER INFORMATION**

**1a. Awarded SIN**

SIN	Recovery	SIN Description
874-1	874-1RC	Integrated Consulting Services

About Big Sky Associates, Inc.

When the U.S. Army, the U.S. Air Force, U.S. intelligence agencies, and other public and private sector organizations with high-priority missions need organizational efficiency specialists to improve essential security processes, they turn to Big Sky.

Why? Our experience speaks for itself. We're industry-leading experts in security, suitability, and insider threat. We take an iterative, data-driven approach that makes federal agencies more secure, in a shorter time frame. And our team's extensive expertise allows us to tackle the toughest operations improvement challenges. From risk mitigation to building a trusted workforce, our organizational efficiency specialists have solved many of the most crucial process puzzles in today's tumultuous security landscape.

Big Sky is certified as a HUBZone (Historically Underutilized Business Zone) firm, making us a high-value partner for both federal agencies and prime contractors.

**1b. Awarded GSA Pricing:**

Below is Big Sky's team-based pricing for services awarded under the SIN shown above. Awarded prices include the 0.75% IFF.

	<b>GSA Weekly Price</b>				
<b>Service</b>	<b>Base Year 1</b> (3/27/17-3/26/18)	<b>Base Year 2</b> (3/27/18-3/26/19)	<b>Base Year 3</b> (3/27/19-3/26/20)	<b>Base Year 4</b> (3/27/20-3/26/21)	<b>Base Year 5</b> (3/27/21-3/26/22)
Team 1	\$ 11,235.19	\$11,459.89	\$11,689.09	\$11,922.87	\$12,161.33
Team 2	\$ 14,317.38	\$14,603.73	\$14,895.80	\$15,193.72	\$15,497.59
Team 3	\$ 20,588.17	\$20,999.93	\$21,419.93	\$21,848.33	\$22,285.30
Team 4	\$ 28,285.76	\$28,851.48	\$29,428.50	\$30,017.07	\$30,617.42

**Economic Price Adjustments:**

In accordance with GSA clause I-FSS-969(b)(1) Economic Price Adjustment – FSS Multiple Award Schedules, the above price list has an approved annual escalation rate for all services and weekly prices, which shall be automatically effective on the dates shown:

March 27, 2018 and after: Fixed rate annual escalation of 2.00%

**1c. Labor category descriptions:** See Appendix A

- 1d. **Hourly rates:** not applicable
2. **Maximum order:** \$1,000,000.00
3. **Minimum order:** \$100.00
4. **Geographic coverage:** domestic
5. **Point(s) of production (city, county, and state or foreign country):** not applicable
6. **Discount from list prices:** discounts are reflected in the prices shown in 1b
7. **Quantity discount(s):** none
8. **Prompt payment terms:** none
- 9a. **Credit card acceptance:** Big Sky will accept payment by government purchase card for purchases at or below the micro-purchase threshold of \$3,500
- 9b. **Credit card acceptance:** Big Sky verifies that the Firm will not accept payment by purchase card in accordance with Clause 552.232-77, Payment by Government Commercial Purchase Card for purchases over the micro-purchase threshold of \$3,500
10. **Foreign items:** none
- 11a. **Time of delivery:** specified on each Task Order
- 11b. **Expedited delivery:** not applicable
- 11c. **Overnight and 2-day delivery:** not applicable
- 11d. **Urgent requirements:** not applicable
12. **FOB points:** destination
- 13a. **Ordering address:** Big Sky Associates, Inc. Washington D.C. 2101 L St NW Suite 800  
Washington, DC 20037 Attention: Greg Cullison or April Resnick  
Telephone: 202-903-0790  
Fax: (202) 857-3977  
Email: bigsky-GSA@bigskyassociates.com  
Website: www.bigskyassociates.com
- 13b. **Ordering procedures:** for supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules))
14. **Payment information:** wire transfer payment information available upon request
15. **Warranty:** not applicable
16. **Export packing changes:** not applicable
17. **Terms and conditions of government purchase card acceptance (any thresholds above the micro-purchase level):** not applicable
18. **Terms and conditions of rental, maintenance, and repair:** not applicable
19. **Terms and conditions of installation:** not applicable
- 20a. **Terms and conditions of repairs parts indicating date of parts price lists and any discounts from list prices:** not applicable
- 20b. **Terms and conditions for any other services:** not applicable
21. **List of service and distribution points:** not applicable
22. **List of participating dealers:** not applicable
23. **Preventive maintenance:** not applicable
- 24a. **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** not applicable

**24b. Section 508 compliance:** not applicable

**25. Data Universal Number (DUNS):** 078592634

**26. Registration in System for Award Management (SAM) database:** Big Sky Associates, Inc. is registered in the SAM database.

**27. Uncompensated overtime:** not used for offered services

**28. Service Contract Act:** The Service Contract Act (SCA) is applicable to this contract as it applies to the entire Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when the contractor adds SCA labor categories/employees to the contract through the modification process, the contractor must inform the CO and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

### TEAM SERVICE DESCRIPTIONS

Team	Team Composition	Team Description
Team 1	Team Leader + 1 Consultant	Team 1 includes a Team Leader and a Consultant. They receive regular guidance and support from an Account Leader and other Executives as necessary and have access to other members of the firm in order to complete project requirements.
Team 2	Team Leader + 2 Consultants	Team 2 includes a Team Leader and two Consultants. They receive regular guidance and support from an Account Leader and other Executives as necessary and have access to other members of the firm in order to complete project requirements.
Team 3	Team Leader + 3 Consultants	Team 3 includes a Team Leader and three Consultants. They receive regular guidance and support from an Account Leader and other Executives as necessary and have access to other members of the firm in order to complete project requirements.
Team 4	Team Leader + 4 Consultants	Team 4 includes a Team Leader and four Consultants. They receive regular guidance and support from an Account Leader and other Executives as necessary and have access to other members of the firm in order

		to complete project requirements.
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**APPENDIX A  
LABOR CATEGORY DESCRIPTIONS**

<b>Personnel Category</b>	<b>Job Description</b>	<b>Education</b>	<b>Experience</b>
Team Leader	<p>Serves in the role of team leader managing the tasks, key deliverables, and subprojects as well as directing and monitoring the work of others. Manages client relations and assumes responsibility and accountability for high quality work product.</p> <p>Identifies and implements appropriate tools to enhance overall program management effectiveness.</p>	<p>MBA or other graduate degrees. May possess certifications in specialized work areas such as Project Management Professional, Lean Six Sigma, Business Continuity Planning, etc.</p>	<p>Minimum of 5 years of consulting and/or directly relevant industry experience.</p> <p>May possess functional or industry expertise in certain domains.</p>
Consultant	<p>Provides outstanding project support, including the management of specific project tasks. Assists and may lead the development of deliverables and contributes to status reporting. Maintains responsibility and accountability for the high quality work</p>	<p>At a minimum, possesses a Bachelor degree. Some may possess MBA or other graduate degrees.</p>	<p>Minimum of 2 years of research &amp; analysis, consulting and/or directly relevant industry experience.</p>

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