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 Category
FSC CLASS: R408
CONTRACT NUMBER: GS-00F-198DA

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

CONTRACT PERIOD: June 23, 2021 – June 22, 2026
CONTRACTOR: Elder Research, Inc.
300 West Main St., Suite 301
Charlottesville, VA 22903 5575

Web Site: www.elderresearch.com

Contract Administrator: Jeff Deal, Chief Operating Officer
Telephone: (434) 973-7673
FAX Number: (703) 995-0387
E-mail: jeff.deal@elderresearch.com

BUSINESS SIZE: Small Business (SB)

Pricelist current as of Modification #PO-0014 effective June 23, 2021

Prices Shown Herein are Net (discount deducted)
CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s):

<table>
<thead>
<tr>
<th>SINs</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>541611/RC</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>OLM</td>
<td>OLM/RC/STLLOC</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. Refer to GSA Pricing Section.

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. Refer to GSA Pricing Section.

2. Maximum Order:

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

3. Minimum Order: $100.00

4. Geographic Coverage (delivery Area): Domestic only

5. Point(s) of production (city, county, and state or foreign country): Same as company address

6. Discount from list prices or statement of net price: Government net prices (discounts already deducted). Refer to GSA Pricing Section.

7. Quantity discounts: None Offered

8. Prompt payment terms: Net 30 days

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

10a. Time of Delivery (Contractor insert number of days): Specified on the Task Order

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 list that have expedited delivery: Contact Contractor

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: Contact Contractor
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: Contact Contractor

11. F.O.B Points(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), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).

13. Payment address(es): Same as company address

14. Warranty provision.: Contractor’s standard commercial warranty.

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. 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., contactor’s website or other location.) The EIT standards can be found at: www.Section508.gov/. N/A

23. Unique Entity Identifier (UEI) Number: 028211527

24. Notification regarding registration in SAM.gov database: Contractor registered and active in SAM
GSA Pricing (541611 / 541611RC):

<table>
<thead>
<tr>
<th>SIN</th>
<th>Labor Category</th>
<th>06/21/2021 - 06/22/2022</th>
<th>06/21/2022 - 06/22/2023</th>
<th>06/21/2023 - 06/22/2024</th>
<th>06/21/2024 - 06/22/2025</th>
<th>06/21/2025 - 06/22/2026</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Principal Chief Scientist</td>
<td>$369.88</td>
<td>$377.28</td>
<td>$384.82</td>
<td>$392.52</td>
<td>$400.37</td>
</tr>
<tr>
<td>541611</td>
<td>Senior Scientist I</td>
<td>$237.78</td>
<td>$242.54</td>
<td>$247.39</td>
<td>$252.33</td>
<td>$257.38</td>
</tr>
<tr>
<td>541611</td>
<td>Senior Scientist II</td>
<td>$317.04</td>
<td>$323.38</td>
<td>$329.85</td>
<td>$336.45</td>
<td>$343.18</td>
</tr>
<tr>
<td>541611</td>
<td>Data Scientist</td>
<td>$195.51</td>
<td>$199.42</td>
<td>$203.41</td>
<td>$207.48</td>
<td>$211.62</td>
</tr>
<tr>
<td>541611</td>
<td>Data Analyst I</td>
<td>$157.96</td>
<td>$161.12</td>
<td>$164.34</td>
<td>$167.63</td>
<td>$170.98</td>
</tr>
</tbody>
</table>

The rates shown above include the Industrial Funding Fee (IFF) of 0.75%.

**Service Contract Act:** 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.

**Labor Category Descriptions**

**Principal Chief Scientist**

**Minimum/General Experience:**
- A minimum of seventeen(17) years of experience in program leadership and subject matter expertise is required.

**Responsibility:**
- The Chief Scientist possesses subject matter expertise in functional area(s) related to the project.
- Plans and directs the business strategy approach and implementation for complex projects.
- Develops analytical and computational techniques and methods for problem solving.
- Performs strategic project planning and analysis.
- Serves as subject matter expert in areas relevant to the project or product; produces and reviews substantive or complex documentation reflecting detailed knowledge of areas as identified by the customer.
- Maintains subject matter excellence within the company and shares this excellence with customers.
- Advises the project manager on technical matters.
- Develops and delivers advanced training in complex functional domains related to the project.
- Participates in contract negotiations.

**Education:**
- Ph.D. in a discipline related to the project’s functional area.
## Senior Scientist I

**Minimum/General Experience:**
- A minimum of six (6) years of experience in project-specific subject matter expertise is required.

**Responsibility:**
- The Senior Scientist may plan and direct the business strategy approach and implementation for complex projects.
- Develops analytical and computational techniques and methods for problem solving.
- Performs enterprise wide strategic project planning and analysis.
- Provides subject matter expertise in areas relevant to the project or product; produces and reviews substantive or complex documentation reflecting detailed knowledge of technical areas as identified by the customer.

**Education:**
- Masters Degree in a discipline related to the project’s functional area.

## Senior Scientist II

**Minimum/General Experience:**
- A minimum of eleven (11) years experience in project-specific subject matter expertise is required.

**Responsibility:**
- The Senior Scientist may plan and direct the business strategy approach and implementation for complex projects.
- Develops analytical and computational techniques and methods for problem solving.
- Performs enterprise wide strategic project planning and analysis.
- Provides subject matter expertise in areas relevant to the project or product; produces and reviews substantive or complex documentation reflecting detailed knowledge of technical areas as identified by the customer.

**Education:**
- Masters Degree in a discipline related to the project’s functional area.

## Data Scientist

**Minimum/General Experience:**
- A minimum of five (5) years of experience in project-specific subject matter expertise is required.

**Responsibility:**
- Responsible for and direct the business strategy approach and implementation for complex projects including information gathering, project definition, and project execution.
- Develops and applies analytic business processes and methods for problem solving including data transformation, model development, and solution deployment.
- Performs enterprise wide strategic project planning and analysis including budget and schedule.
- Provides subject matter expertise in areas relevant to the project or product; produces and reviews substantive or complex documentation reflecting detailed knowledge of technical areas as identified by the customer.

**Education:** Bachelor’s Degree or equivalent.
Data Analyst I

**Minimum/General Experience:** A minimum of two (2) years of experience in project-specific subject matter(161,176),(838,193) expertise is required.

**Responsibility:** Supports the business strategy approach and implementation for complex projects including information gathering, project definition, and project execution. Supports other senior consultants with analysis and evaluation and with the preparation of recommendations for the application of advanced analytics to support the client organization. Applies analytic business processes and methods for problem solving including data transformation, model development, and solution deployment.

**Education:** Bachelor’s Degree or equivalent

**Experience Substitutions:**

| Bachelors Degree + 2 years additional experience | Equals | Masters Degree |
| Masters Degree + 3 years additional experience | Equals | PhD |

**Education Substitutions:**

- A Ph.D. may be substituted for 3 years of required experience with a Masters Degree or 5 years with a Bachelors Degree.
- A Masters Degree may be substituted for 2 years of required experience with a Bachelors Degree.
- A Bachelors Degree may be substituted for 4 years of required experience with a High School Diploma.