

**GENERAL SERVICES ADMINISTRATION**

**FEDERAL ACQUISITION SERVICE**

*Authorized Federal Supply Schedule (FSS) 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 is available through **GSA Advantage!**<sup>TM</sup>, a menu-driven database system. The INTERNET address for **GSA Advantage!**<sup>TM</sup> is: <https://www.GSAAdvantage.gov>.

**MULTIPLE AWARD SCHEDULE (MAS)**

**FEDERAL SUPPLY GROUP: PROFESSIONAL SERVICES**

**Contract Number: GS00F199GA**

**EFFECTIVE DATES: MARCH 23, 2022 THROUGH MAY 29, 2027 (BASE)**

**PRICE LIST CURRENT AS OF MODIFICATION #PS-0013 EFFECTIVE 3/23/2022**

For more information on ordering go to the following website:

<https://www.gsa.gov/schedules>.



**COMPANY INFORMATION:**

**J. Terry & Associates, Inc.**  
[www.jterryco.com](http://www.jterryco.com)

**Contract Administrator:** Justin Terry  
[justinterry@jterryco.com](mailto:justinterry@jterryco.com)  
[jsterry@jterryassociates.com](mailto:jsterry@jterryassociates.com)

17985 Dumfries Shopping Plaza  
Suite 201E  
Dumfries, Virginia 22026-2396  
**Mobile 1: (703) 887-4943**  
Mobile 2: (703) 887-4941

Office: (703) 445-9550  
Fax: (703) 783-0472

**BUSINESS INFORMATION:**

**Business Size:** Small Business, Black American Owned, Minority-Owned Business, S Corporation, Service-Related Disabled Veteran Owned, Historically Underutilized Business Zone (HUBZone), Small disadvantaged business concern, Veteran Owned Business (SDVOSB), Women Owned Small Business (WOSB).

**Table of Contents**

Corporate Overview..... 1  
Contract Overview..... 1  
Customer Information ..... 1  
Price List and Terms ..... 4



## CORPORATE OVERVIEW

J Terry & Associates, Inc. (JTA) is a CVE-certified Service Disabled Veteran Owned Small Business (SDVOSB), Historically Underutilized Business Zone (HUBZone) business, and Woman Owned Small Business (WOSB) that has provided quality service to federal customers since 2007. We have provided multiple customers with a range of professional services, earning us a reputation as a dependable small business that can satisfy diverse and emerging requirements, on time and within budget. Some of the contract requirements that we have recently supported include: organizational assessments (manpower and force structure planning); business process reengineering and continuous process improvement for supply chain and life-cycle management; cost and budget analysis; acquisition/procurement support; database management; information assurance/cybersecurity; and program management and office administration. Bottom line, JTA is a dependable resource, on which you can rely.

## CONTRACT OVERVIEW

JTA’s business consulting solutions and overall program management services are available through our professional services contract (**GS00F199GA**). Since 2008, our management and consulting services have assisted agency-level customers within the Department of Defense, Department of State, and the Department of Homeland Security to improve and optimize their organizational performance, all while meeting their operational goals. These services have encompassed a variety of functions, to include: research; evaluations; studies; quality assurance analysis; scenarios/simulations; reporting; business policy and regulatory development assistance and strategy formulation; facilitation and related decision support services; survey services, using a variety of methodologies (including survey planning, design, and development, survey administration, data validation and analysis, reporting, and stakeholder briefings); program and project management; administrative support; and other advisory and assistance services.

## CUSTOMER INFORMATION

**1a.** Table of awarded special item number(s) with appropriate cross reference to item descriptions and awarded price(s):

SIN	Recovery	State and Local Cooperative Purchasing	SIN Description
541611	541611RC		Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
OLM	OLMRC	OLMSTLOC	Order-Level Materials

**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. Pricing list begins on page 4.

- 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. Labor category descriptions begin on page 4.
2. Maximum Order: \$1,000,000
3. Minimum Order: \$100.00
4. Geographic Coverage (delivery Area): Worldwide
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: Discounts already applied to price list rates.
7. Quantity discounts:
  - 1.5% for orders over \$150,000.00;
  - 2.5% for orders between \$250,000.00 and \$500,000.00; and
  - 4% for orders over \$500,000.00
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 (list items by country of origin): None.
- 10a. Time of Delivery (Contractor insert number of days): Specified within 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): 17985 Dumfries Shopping Plaza, Suite 201E, Dumfries, VA 22026
- 12b. Ordering procedures: See Federal Acquisition Regulation (FAR) 8.405-3.
13. Payment address(es): 11659 Chanceford Drive, Woodbridge, VA 22192
14. Warranty provision.: Contractor's 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. Preventive 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 on Information and Communications Technology (ICT) supplies and services and show where full details can be found (e.g. contactor's website or other location.) The ICT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/). – Not applicable.
23. Unique Entity Identifier (UEI) Number: MH7LXKACHJM6
24. Notification regarding registration in System for Award Management (SAM) database: Contractor is registered.



## PRICE LIST AND TERMS

Our pricing supports the deployment of seasoned subject matter experts who also serve as functional managers for program, project, and office administrative requirements. Therefore, the price list below consists of four broad labor categories that can be tailored to our customers' needs depending upon project scope and requirements as well as budgeting and scheduling constraints. Although we generally prefer to undertake projects that have a minimum duration of three months, we will work with customers to meet their needs within budgeting and scheduling constraints. Notably, *the rates shown below include the Industrial Funding Fee (IFF) of 0.75%.*; also, any Economic Price Adjustment for this contract is handled in accordance with Clause I-FSS-969(b)(1).

LCAT*	Description	Min Edu.**	Min Exp.	5/30/21	5/30/22	5/30/23	5/30/24	5/30/25	5/30/26
				- 5/29/22	- 5/29/23	- 5/29/24	- 5/29/25	- 5/29/26	- 5/29/27
<b>Professional Services Consultant</b>	Serves as a client engagement leader and subject matter expert at the project and operational levels of an organization, providing specialized knowledge of issues based on experience, a certified knowledge-base, and other academic qualifications in various management consulting domains (e.g., business/organizational strategy; operations management; program management; change management; human capital management; financial management; acquisitions and grants management; records and data management; information systems management). Develops approaches and methodologies for gathering and analyzing data that will inform project and operational level decisions, developing relevant project and operational level documentation and reports along the way. May support the implementation of planned solutions, taking responsibility for technical soundness of solutions and process documentation, deploying quality assurance and quality control practices along the way to ensure completion and accuracy of milestone deliverables	Master's Degree	12	\$221.66	\$221.66	\$226.09	\$230.61	\$235.22	\$239.92
<b>Professional Services Program Manager</b>	Serves as a client engagement leader in the planning and deployment of program-level solutions related to management consulting requirements (e.g.,	Master's Degree	10	\$171.07	\$171.07	\$174.49	\$177.98	181.54	\$185.17



LCAT*	Description	Min Edu.**	Min Exp.	5/30/21 -5/29/22	5/30/22 -5/29/23	5/30/23 -5/29/24	5/30/24 -5/29/25	5/30/25 -5/29/26	5/30/26 -5/29/27
	business/organizational strategy; operations management; program management; change management; human capital management; financial management; acquisitions and grants management; records and data management; information systems management). Applies program management experience, tools and methodologies as well as any technical subject matter experience to deliver program-level guidance, monitoring and controlling performance as relates to key metrics (i.e., scope, quality of processes and deliverables, schedule maintenance, and cost/budget management). May engage in and shall remain abreast of program-level activities through periodic inspections, meetings, and reporting.								
<b>Professional Services Project Manager</b>	Serves as a client engagement leader in the planning and deployment of project-level solutions related to management consulting requirements (e.g., business/organizational strategy; operations management; program management; change management; human capital management; financial management; acquisitions and grants management; records and data management; information systems management). Applies project management experience, tools and methodologies as well as any technical subject matter experience to deliver project-level guidance, monitoring and controlling performance as relates to key metrics (i.e., scope, quality of processes and deliverables, schedule maintenance, and cost/budget management). May engage in and shall remain abreast of project-level activities through periodic inspections, meetings, and reporting.	Bachelor's Degree	8	\$162.00	\$162.00	\$165.24	\$168.54	\$171.91	\$175.35
<b>Professional Services</b>	Works independently and collaboratively as part of a team, taking responsibility for the completion of key	Bachelor's Degree	8	\$142.00	\$142.00	\$144.84	\$147.74	\$150.69	\$153.70



LCAT*	Description	Min Edu.**	Min Exp.	5/30/21	5/30/22	5/30/23	5/30/24	5/30/25	5/30/26
				- 5/29/22	- 5/29/23	- 5/29/24	- 5/29/25	- 5/29/26	- 5/29/27
<b>Senior Analyst</b>	program-level milestone deliverables. Draws upon a wide range of specific relevant experience, a certified knowledge-base, and verified tools and methodologies to provide accurate analysis of issues and activities.								
<b>Professional Services Analyst</b>	Works independently and collaboratively, taking responsibility for the completion of project-level analysis and evaluation activities related to management consulting requirements. Draws upon a set of specific relevant experience, a certified knowledge-base, and verified tools and methodologies to provide accurate analysis of issues and activities.	Bachelor's Degree	4	\$108.57	\$108.57	\$110.74	\$112.95	\$115.21	\$117.51
<b>Professional Services Junior Analyst</b>	Works with guidance and oversight within collaborative teams to complete assigned tasks related to management consulting requirements. Draws upon broad academic theory and some experience to provide accurate analysis of issues and activities.	Bachelor's Degree	1	\$88.95	\$88.95	\$90.73	\$92.54	\$94.39	\$96.28
<b>Professional Services Senior Administrator</b>	Works independently and collaboratively, taking responsibility for complex administrative tasks and overseeing routine tasks. Draws upon relevant experience to provide timely and quality support.	Associates Degree	5	\$58.44	\$58.44	\$59.61	\$60.80	\$62.02	\$63.26
<b>Professional Services Administrator</b>	Works with guidance and oversight, taking responsibility for routine administrative tasks. Draws upon relevant experience to provide timely and quality support.	High School Diploma	0	\$40.30	\$40.30	\$41.11	\$41.93	\$42.77	\$43.63

\* 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). While no specific labor category has been identified as being subject to SCLS/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 SCLS/SCA eligible labor categories. If and/or when the Contractor adds SCLS/SCA labor categories/employees 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 applicable wage determination (WD) number. Failure to do so may result in cancellation of the contract





**\*\* Equivalencies**

H.S. Diploma + 3 years additional experience	Equals	Associates Degree
H.S. Diploma + 5 years additional experience	Equals	Bachelor's Degree (e.g., BA, BS)
Associates Degree + 3 years of additional experience	Equals	Bachelor's Degree (e.g., BA, BS)
Bachelor's Degree + 3 years of additional experience	Equals	Master's Degree (e.g., MS, MA)