



**GSA Schedule: Multiple
Award Schedule**
Federal Supply Group: MAS
Contract: GS-00F-231DA
Contract Period:
July 20, 2016 - July 19, 2021



BARROW WISE CONSULTING, LLC



WOSB/SDB/8(a)
DUNS: 078422704
CAGE: 6RFR5

Barrow Wise Consulting, LLC
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Rockville, MD 20850
240.660.2087
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GENERAL SERVICES ADMINISTRATION

Federal Acquisition 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 is available through **GSA Advantage!**TM, a menu-driven database system. The INTERNET address for **GSA Advantage!**TM is: <http://www.GSAAdvantage.gov>.

Schedule for – Multiple Award Schedule (MAS)

Federal Supply Group: MAS Class: D399

Contract Number: GS-00F-231DA

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

Contract Period: July 20, 2016 – July 19, 2021

Contractor: BARROW WISE CONSULTING, LLC
1390 Piccard Drive Ste. 305
Rockville, MD 20850

Business Size: Small, Disadvantaged, Woman Owned, 8(a)

In accordance with 13 C.F.R. 121.404, the Contractor is ineligible to participate in any RFQ that is set aside for small business where the subject contract’s awarded size status for the preponderance NAICS designated in the RFQ is “other than small”.

Price list current as of Modification #PS-A812 effective February 3, 2020.

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Contract Administration: Tanesia Barrow

CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

SIN	Recovery	SIN Description
54151S	54151SRC	Information Technology Professional Services
541611	541611RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
OLM	OLMRC	Order-Level Materials (OLM)

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.

- 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.
2. **Maximum Order:** \$1,000,000.00
3. **Minimum Order:** \$100.00
4. **Geographic Coverage (delivery Area):** Domestic and Overseas
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). See Attachment.
7. **Quantity discounts:** A discount of one percent (1%) will be provided for orders of \$2,500,000 or more.
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
- 9a. **Notification that Government purchase cards are accepted up to the micro-purchase threshold:** Yes
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Yes
10. **Foreign items (list items by country of origin):** None
- 11a. **Time of Delivery (Contractor insert number of days):** Specified on the Task Order
- 11b. **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
- 11c. **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
- 11d. **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
12. **F.O.B Points(s):** Destination
- 13a. **Ordering Address(es):** Same as Contractor
- 13b. **Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s), and a sample BPA are found in Federal Acquisition Regulation (FAR) 8.405-3.



- 14. **Payment address(es):** Same as company address
- 15. **Warranty provision.:** Contractor’s standard commercial warranty.
- 16. **Export Packing Charges (if applicable):** N/A
- 17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact Contractor
- 18. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
- 19. **Terms and conditions of installation (if applicable):** N/A
- 20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a. **Terms and conditions for any other services (if applicable):** N/A
- 21. **List of service and distribution points (if applicable):** N/A
- 22. **List of participating dealers (if applicable):** N/A
- 23. **Preventive maintenance (if applicable):** N/A
- 24a. **Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** N/A
- 24b. **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/.
- 25. **Data Universal Numbering System (DUNS) number:** 078422704
- 26. **Notification regarding registration in System for Award Management (SAM) database:** Registered
- 27. **Final Pricing:** The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

Item	SIN	Awarded Labor Category	Site	Year 1	Year 2	Year 3	Year 4	Year 5
1	541611	Senior Director	Both	\$287.78	\$296.12	\$304.71	\$313.55	\$322.64
2	541611	Director	Both	\$243.88	\$250.95	\$258.23	\$265.72	\$273.42
3	541611	Senior Consulting Manager	Both	\$219.49	\$225.86	\$232.41	\$239.15	\$246.08
4	541611	Consulting Manager	Both	\$180.47	\$185.70	\$191.09	\$196.63	\$202.33
5	541611	Senior Consultant	Both	\$160.96	\$165.63	\$170.43	\$175.37	\$180.46
6	541611	Consultant	Both	\$146.33	\$150.57	\$154.94	\$159.43	\$164.05
7	541611	Jr. Consultant	Both	\$102.43	\$105.40	\$108.46	\$111.60	\$114.84
8	541611	Business Analyst	Both	\$92.67	\$95.36	\$98.13	\$100.97	\$103.90
9	541611	Systems Analyst	Both	\$84.91	\$87.37	\$89.91	\$92.51	\$95.20
10	541611	Sr. Project Manager	Both	\$170.72	\$175.67	\$180.76	\$186.00	\$191.40
11	541611	Project Manager	Both	\$156.08	\$160.61	\$165.27	\$170.06	\$174.99



12	541611	Sr. Acquisition Specialist	Both	\$146.33	\$150.57	\$154.94	\$159.43	\$164.05
13	541611	Acquisition Specialist	Both	\$121.94	\$125.48	\$129.11	\$132.86	\$136.71
14	541611	Jr. Acquisition Specialist	Both	\$92.67	\$95.36	\$98.13	\$100.97	\$103.90
15	541611	Procurement Analyst	Both	\$101.67	\$104.62	\$107.65	\$110.77	\$113.99
16	54151S	Enterprise Architect	Both	\$146.33	\$150.57	\$154.94	\$159.43	\$164.05
17	54151S	Information Technologist	Both	\$219.49	\$225.86	\$232.41	\$239.15	\$246.08
18	54151S	Sr. SME	Both	\$190.23	\$195.74	\$201.42	\$207.26	\$213.27
19	54151S	SME	Both	\$160.96	\$165.63	\$170.43	\$175.37	\$180.46
20	54151S	Sr. Systems Engineer	Both	\$170.72	\$175.67	\$180.76	\$186.00	\$191.40
21	54151S	Systems Engineer	Both	\$146.33	\$150.57	\$154.94	\$159.43	\$164.05
22	54151S	Jr. Systems Engineer	Both	\$107.31	\$110.42	\$113.62	\$116.92	\$120.31
23	54151S	Sr. Software Engineer	Both	\$170.72	\$175.67	\$180.76	\$186.00	\$191.40
24	54151S	Software Engineer	Both	\$146.33	\$150.57	\$154.94	\$159.43	\$164.05
25	54151S	Jr. Software Engineer	Both	\$107.31	\$110.42	\$113.62	\$116.92	\$120.31
26	54151S	Master Data Manager	Both	\$144.86	\$149.07	\$153.39	\$157.84	\$162.41
27	54151S	Data Analyst	Both	\$109.75	\$112.93	\$116.20	\$119.57	\$123.04

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

29. Labor Category Descriptions:

Labor categories and descriptions for SIN 541611

<u>Labor Category</u>	<u>Job Description</u>
Senior Director	Senior leader responsible for providing subject matter expertise, and leadership among multiple projects. An expert in varying fields to consult senior clients of strategic direction. Possesses at least a Master’s degree and 12 years relevant experience.
Director	Executive leader responsible for providing subject matter expertise, and leadership among multiple projects. An expert in varying fields to consult senior clients of strategic direction. Possesses at least a Bachelor’s degree and ten years relevant experience.
Senior Consulting Manager	Senior executive responsible for providing strategic director, vision, leadership, and program management to the team. Contributes to the organizational direction through regular involvement with senior level client leadership and team members. Maintains productive and effective client relationship with the most senior levels of



	the client organization. Possesses at least a Bachelor’s degree with eight years relevant experience.
Consulting Manager/Project Manager	Senior Expert/Team Leader of varying fields. Possess knowledge and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks. Supports the development of solutions to address the organization’s challenges. Support project objectives and helps access the impact of industry trends, policy, or methodologies. Conducts other activities within the project. Possesses at least a Bachelor’s degree with six years relevant experience.
Senior Consultant	Senior expert of varying fields. Possess knowledge and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks. Supports the development of solutions to address the organization’s challenges. Support project objectives and helps access the impact of industry trends, policy, or methodologies. Conducts other activities within the project. Possesses at least a Bachelor’s degree with five years relevant experience.
Consultant	Possess knowledge and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks. Supports the development of solutions to address the organization’s challenges. Support project objectives and helps access the impact of industry trends, policy, or methodologies. Conducts other activities within the project. Possesses at least a Bachelor’s degree with four years relevant experience.
Jr. Consultant	Possess knowledge and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks. Supports the development of solutions to address the organization’s challenges. Support project objectives and helps access the impact of industry trends, policy, or methodologies. Conducts other activities within the project. Possesses at least a Bachelor’s degree with one year relevant experience.
Business Analyst	Possesses knowledge of varying business systems, methodologies, and processes. Applies analytical methodologies to address client’s needs. Functions include data analysis, collection, modeling, testing, performance metrics development, and other project activities. Possesses at least a Bachelor’s degree with one year relevant experience.
Systems Analyst	Possesses knowledge of varying IT systems. Applies analytical methodologies to address client’s needs. Functions include data analysis, collection, modeling, testing, performance metrics development, and other project activities. Possesses at least a Bachelor’s degree with one year relevant experience.

Labor categories and descriptions for SIN 541611

<u>Labor Category</u>	<u>Job Description</u>
Sr. Project Manager	Senior leader responsible for providing FAR subject matter expertise, and leadership among multiple projects. An expert in acquisition management and project management. Motivates and drives team performance and reviews all work products. Guides team with standard processes. Lead client communicator on the status of projects and results. Possesses at least a Master’s degree with ten years relevant experience.



Project Manager	Executive leader responsible for providing FAR subject matter expertise, and leadership among projects. An expert in acquisition management and project management. Motivates and drives team performance and reviews all work products. Guides team with standard processes. Lead client communicator on the status of projects and results. Possesses at least a Bachelor’s degree with five years relevant experience.
Jr. Project Manager	Manager with knowledge of the FAR is responsible for providing strategic direction, vision, leadership, and program management to the team. Maintains and drives team performance. Knowledgeable of Project management methodologies and techniques. Contributes to the organizational direction through regular involvement with senior level client leadership and team members. Maintains productive and effective client relationship with all levels of the client organization. Possesses at least a Bachelor’s degree with one year relevant experience.
Sr. Acquisition Specialist	Senior expert and experience professional with knowledge of the FAR. Provides acquisition planning, draft IGCEs, audit support, contract administration, contract close out support, cost/pricing analysis, develops evaluation plans, develops quality assurance surveillance plans, develops solicitation packages, provides FOIA request support, invoice processing, post award conference support, preparation of files and correspondence, prepares Statements of Works (SOW), Statements of Objectives (SOO), and Performance Work Statements (PWS), and additional acquisition management activities. May also serve as a Subject Matter Expert. Possesses at least a Bachelor’s degree with eight years relevant experience.
Acquisition Specialist	Experienced professional with knowledge of the FAR. Provides acquisition planning, draft IGCEs, audit support, contract administration, contract close-out support, cost/pricing analysis, develops evaluation plans, develops quality assurance surveillance plans, develops solicitation packages, provides FOIA request support, invoice processing, post award conference support, preparation of files and correspondence, prepares Statements of Works (SOW), Statements of Objectives (SOO), and Performance Work Statements (PWS), and additional acquisition management activities. Possesses at least a Bachelor’s degree with five years relevant experience.
Jr. Acquisition Specialist	Possess knowledge of the FAR. Provides acquisition planning, draft IGCEs, audit support, contract administration, contract closeout support, cost/pricing analysis, develops evaluation plans, develops quality assurance surveillance plans, develops solicitation packages, provides FOIA request support, invoice processing, post award conference support, preparation of files and correspondence, prepares Statements of Works (SOW), Statements of Objectives (SOO), and Performance Work Statements (PWS), and additional acquisition management activities. Possesses at least a Bachelor’s degree with one year relevant experience.
Procurement Analyst	Possess knowledge of the FAR. Applies acquisition management analytical methodologies to address client’s needs. Functions include data analysis, collection, modeling, testing, performance metrics development, and other project activities. Possesses at least a Bachelor’s degree with one year relevant experience.

Labor categories and descriptions for 541611

<u>Labor Category</u>	<u>Job Description</u>
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Senior Director	Senior leader responsible for providing subject matter expertise, and leadership among multiple projects. An expert in varying fields to consult senior clients of strategic direction. Possesses at least a Master's degree and 12 years relevant experience.
Director	Executive leader responsible for providing subject matter expertise, and leadership among multiple projects. An expert in varying fields to consult senior clients of strategic direction. Possesses at least a Bachelor's degree and ten years relevant experience.
Senior Consulting Manager	Senior executive responsible for providing strategic director, vision, leadership, and program management to the team. Contributes to the organizational direction through regular involvement with senior level client leadership and team members. Maintains productive and effective client relationship with the most senior levels of the client organization. Possesses at least a Bachelor's degree with eight years relevant experience.
Consulting Manager	Senior Expert/Team Leader of varying fields. Possesses knowledge and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks. Supports the development of solutions to address the organization's challenges. Support project objectives and helps access the impact of industry trends, policy, or methodologies. Conducts other activities within the project. Possesses at least a Bachelor's degree with six years relevant experience.
Senior Consultant	Senior expert of varying fields. Possesses knowledge and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks. Supports the development of solutions to address the organization's challenges. Support project objectives and helps access the impact of industry trends, policy, or methodologies. Conducts other activities within the project. Possesses at least a Bachelor's degree with five years relevant experience.
Consultant	Possesses knowledge and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks. Supports the development of solutions to address the organization's challenges. Support project objectives and helps access the impact of industry trends, policy, or methodologies. Conducts other activities within the project. Possesses at least a Bachelor's degree with four years relevant experience.
Jr. Consultant	Possesses knowledge and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks. Supports the development of solutions to address the organization's challenges. Support project objectives and helps access the impact of industry trends, policy, or methodologies. Conducts other activities within the project. Possesses at least a Bachelor's degree with one year relevant experience.
Sr. Project Manager	Senior leader responsible for providing project management and business management subject matter expertise and leadership among multiple projects. An expert in acquisition management and project management. Motivates and drives team performance and reviews all work products. Guides team with standard processes. Lead client communicator on the status of projects and results. Possesses at least a Master's degree with ten years relevant experience.
Project Manager	Executive leader responsible for providing project management subject matter expertise, and leadership among projects. An expert in acquisition management and



	project management. Motivates and drives team performance and reviews all work products. Guides team with standard processes. Lead client communicator on the status of projects and results. Possesses at least a Bachelor’s degree with five years relevant experience.
Jr. Project Manager	Manager with knowledge of all aspects of project management is responsible for providing strategic direction, vision, leadership, and program management to the team. Maintains and drives team performance. Knowledgeable of Project management methodologies and techniques. Contributes to the organizational direction through regular involvement with senior level client leadership and team members. Maintains productive and effective client relationship with all levels of the client organization. Possesses at least a Bachelor’s degree with one year relevant experience.
Business Analyst	Possesses knowledge of varying business systems, methodologies, and processes. Applies analytical methodologies to address client’s needs. Functions include data analysis, collection, modeling, testing, performance metrics development, and other project activities. Possesses at least a Bachelor’s degree with one year relevant experience.

Labor categories and descriptions for SIN 54151S

<u>Labor Category</u>	<u>Job Description</u>
Enterprise Architect	Experienced enterprise architect with knowledge of various application and infrastructure components. Develops technology roadmaps, diagrams, system roadmaps based on client’s strategic direction. Recommends changes in infrastructure or applications to produce the most desirable results for the client. Possesses at least a Bachelor’s degree with five years relevant experience.
Information Technologist	Executive leader responsible for providing subject matter expertise, and leadership among multiple projects. An expert in varying Information Technology fields to consult senior clients of strategic direction. Possesses at least a Bachelor’s degree with eight years’ experience.
Sr. SME	Senior Executive/Expert of varying information Technology applications, programming languages, and infrastructure components. Knowledgeable of innovations within the field including emerging technologies. Responsible for providing strategic direction, vision, leadership, and program management to the team. Develops complex solutions with multiple applications and infrastructure components. Maintains productive and effective client relationship with the most senior levels of the client organization. Possesses at least a Master’s degree with 12 years’ experience.
SME	Senior Expert/Team Leader of varying Information Technology applications, programming languages, and infrastructure components. Knowledgeable of innovations within the field including emerging technologies. Often manages and motivates the team to drive performance. Acts as the lead client communicator. Addresses goals, issues, and results within the project. Recommends innovation and provides thought leadership to the client. Possesses at least a Master’ degree with ten years relevant experience.



Senior Systems Engineer	Experienced as a computer systems engineer on large-scale systems. An expert of many programming languages and infrastructure. Develops complex systems, develops diagrams and logic flow charts, tests, debugs, and refine systems, analyzes systems for desired results. Prepares documentation. Possesses at least a Master's degree with ten years relevant experience.
Systems Engineer	Experienced as a computer systems engineer on various systems. An expert of many programming languages and infrastructure. Develops complex systems, develops diagrams and logic flow charts, tests, debugs, and refine systems, analyzes systems for desired results. Prepares documentation. Possesses at least a Bachelor's degree with five years relevant experience.
Jr. Systems Engineer	A computer systems engineer certified in one or more programming languages and knowledgeable of infrastructure components. Develops complex systems, develops diagrams and logic flow charts, tests, debugs, and refine systems, analyzes systems for desired results. Prepares documentation. Possesses at least a Bachelor's degree with one year relevant experience.
Sr. Software Engineer	Experienced as an applications programmer on large-scale applications. An expert of many programming languages and infrastructure. Develops complex software applications, develops diagrams and logic flow charts, tests, debugs, and refine applications, analyzes applications for desired results. Prepares documentation and provides technical direction. Possesses at least a Master's degree and ten years relevant experience.
Software Engineer	Experienced as an applications programmer on various applications. An expert of many programming languages and infrastructure. Develops complex software applications, develops diagrams and logic flow charts, tests, debugs, and refine applications, analyzes applications for desired results. Prepares documentation and provides technical direction. Possesses at least a Bachelor's degree with five years relevant experience.
Jr. Software Engineer	An applications programmer certified on one or more programming languages. Develops functional software applications, develops diagrams and logic flow charts, tests, debugs, and refine applications, analyzes applications for desired results. Prepares documentation and manuals. Possesses at least a Bachelor's degree with one year relevant experience.
Master Data Manager	Experienced expert in database design and implementations. Knowledgeable in program management, systems design, and system analysis. Design master data strategies to include field definitions. Designs To-Be architecture of new database to include aggregating various data sources. Ensures appropriate linkages to existing data types and other data processing system and application. Ensures adequate recovery procedures are included in all database designs. Develops and monitors procedures for updating data dictionaries. Directs training of user groups in the protocols involved in updating and accessing the database. Monitors database transactions to ensure correct usage. Synchronizes the disparate source master data, the managed master data extracted from the master data management hub is again transformed and loaded into the disparate source data system as the master data is updated. Configures systems to Extract, Transform, and Load-based data movement. Utilizes data networks, file systems, a data warehouse, data marts, an operational data store, data mining, data analysis, data visualization, data federation and data virtualization. Implements a multi-level automated master data



	management hierarchy. Guides data analysts. Possesses at least a Bachelor's degree with five years' experience.
Data Analyst	Applies analytical methodologies to address clients' needs. Duties include data analysis, collection, modeling, testing, performance metrics development, and other project activities. Inspects, transforms, and models data with the goal of discovering useful information, suggesting conclusions, and supporting decision-making. Develops descriptive statistics, performs exploratory data analysis (EDA), and confirmatory data analysis (CDA). Focuses on discovering new features in the data and CDA on confirming or falsifying existing hypotheses. Possesses at least a Bachelor's degree with one year experience.

The tables above describe the functional responsibilities and education and experience requirements for each labor category. These requirements are a guide to the types of experience and educational background of typical personnel in each labor category. Education and experience may be substituted for each other. Each year of relevant experience may be substituted for one year of education, and vice versa, In addition, certifications, professional licenses, and vocational technical training may be substituted for experience or education.

Other Equivalence & Degree Substitution

<u>Degree</u>	<u>Equivalent Experience</u>	<u>Other Equivalence</u>
Bachelor's Degree	Associate's Degree + 2 years relevant experience, or 4 years relevant experience, Professional Certification per FPR	Professional certification
Master's Degree	Bachelor's Degree + 2 years relevant experience, or Associate's Degree + 4 years relevant experience, Professional Certification per FPR	Professional License
Doctoral Degree	No Equivalence	No Equivalence

*Successful completion of higher education which has not yet resulted in a degree may be counted as 1 for 1 years of experience for each year of college completed.