Federal Supply 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 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

Contract number: GS-00F-242DA

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

Contract period: August 9, 2016 – August 8, 2021

Emerging Sun, LLC
6900 Wisconsin Avenue
Suite 300
Bethesda, MD 20815
(202) 320-3680 (phone)
(202) 449-4109 (fax)
mark@emergingsun.com
www.emergingsun.com

Contract Administrator: Mark D. Ball, Managing Director
Business Size: Small Business – Disadvantaged Business

Modification #PS-A812 effective February 5, 2020
CUSTOMER INFORMATION

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

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>611430</td>
<td>Professional and Management Development Training</td>
</tr>
<tr>
<td>611512</td>
<td>Flight Training</td>
</tr>
<tr>
<td>OLM</td>
<td>Order-Level Materials</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. See Page 6

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. See pages 5-6

2. Maximum order: $1,000,000.00

3. Minimum order: $100.00


5. Point(s) of production (city, county, and State or foreign country). N/A for Services

6. Discount from list prices or statement of net 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 (list items by country of origin). Not Applicable

10a. Time of delivery. 30 days
10b. **Expedited Delivery.** Items available for expedited delivery are noted in this price list or negotiated at the task order level.

10c. **Overnight and 2-day delivery.** Contact Contractor

10d. **Urgent Requirements.** Agencies can contact the Contractor’s representative to affect a faster delivery.

11. **F.O.B. point(s).** Destination

12a. **Ordering address(es).**
Emerging Sun, LLC  
6900 Wisconsin Avenue, Suite 300  
Bethesda, MD 20815

12b. **Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.

13. **Payment address(es).** Same as Ordering Address. Bank account information for ACH or EFT payments will be shown on the invoice

14. **Warranty provision.** Not Applicable

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 Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor’s website or other location.)** The EIT standards can be found at: [www.Section508.gov](http://www.Section508.gov/). Not Applicable
23. **Data Universal Number System (DUNS) number.** 830612664

24. **Notification regarding registration in System for Award Management (SAM) database.**
Contractor registered and active in SAM

**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 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 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.
<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Description</th>
<th>Minimum Education</th>
<th>Minimum Years of Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>SME - Senior Strategic Advisor</td>
<td>Provides senior subject matter expertise specifically related to client strategic advisory services and policy development. Thought leader capable of facilitating strategy discussions with senior leadership.</td>
<td>BS/BA</td>
<td>15</td>
</tr>
<tr>
<td>Director</td>
<td>Responsible for executive-level oversight on client engagements, aligning firm objectives with client needs. Provides overall project supervision and ongoing support to the project team by confirming the soundness of analytical approach and strategic direction, and is able to suggest alternatives. Manages project resources, facilitates meetings with client executives, champions firm initiatives, and leads new business development.</td>
<td>BS/BA</td>
<td>12</td>
</tr>
<tr>
<td>Manager</td>
<td>Maintains the day-to-day interaction with the client, fostering successful program management through diligent assessment of opportunities, development of solutions, resolution of issues, and implementation of recommendations. Thought leader capable of identifying creative solutions to complex problems.</td>
<td>BS/BA</td>
<td>7</td>
</tr>
<tr>
<td>Training Specialist</td>
<td>Facilitates training sessions with client. Works with client to understand training requirements, audience, communication styles, schedules and other dynamics to ensure success. Produces and distributes training materials.</td>
<td>BS/BA</td>
<td>7</td>
</tr>
<tr>
<td>SME – Spend Analytics</td>
<td>Provides subject matter expertise specific to spend management and data analysis. Able to produce detailed review of client cost structure and commodity spend data. Conducts spend analysis for commodity procurement strategy development, execution &amp; support. Identifying and prioritizing sourcing opportunities.</td>
<td>BS/BA</td>
<td>7</td>
</tr>
<tr>
<td>Associate</td>
<td>Supports program management and leadership of client teams, analyzes project data, and develops appropriate deliverables. Produces project status reports, verifies work plan completeness, and communicates with clients and project team members.</td>
<td>BS/BA</td>
<td>5</td>
</tr>
<tr>
<td>Sr. Analyst</td>
<td>Analyzes relevant data and information, conducts benchmarking research, conducts financial analysis, and provides assistance on producing client deliverables.</td>
<td>BS/BA</td>
<td>3</td>
</tr>
<tr>
<td>Business Analyst</td>
<td>Analyzes relevant data and information, conducts benchmarking research, conducts financial analysis, and provides assistance on producing client deliverables.</td>
<td>BS/BA</td>
<td>1</td>
</tr>
</tbody>
</table>
Labor Rates – IT Professional Services

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Hourly Rates</th>
</tr>
</thead>
<tbody>
<tr>
<td>SME - Senior Strategic Advisor</td>
<td>$548.61</td>
</tr>
<tr>
<td>Director</td>
<td>$244.38</td>
</tr>
<tr>
<td>Manager</td>
<td>$199.50</td>
</tr>
<tr>
<td>Training Specialist</td>
<td>$199.50</td>
</tr>
<tr>
<td>SME – Spend Analytics</td>
<td>$199.50</td>
</tr>
<tr>
<td>Associate</td>
<td>$164.58</td>
</tr>
<tr>
<td>Sr. Analyst</td>
<td>$124.69</td>
</tr>
<tr>
<td>Business Analyst</td>
<td>$84.79</td>
</tr>
</tbody>
</table>

Training

<table>
<thead>
<tr>
<th>Category</th>
<th>Course Title</th>
<th>Course Length</th>
<th>Minimum Participants</th>
<th>Maximum Participants</th>
<th>Unit of Issue</th>
<th>GSA Price (w/IFF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>611430</td>
<td>Teambuilding Training</td>
<td>4 days</td>
<td>10</td>
<td>35</td>
<td>Per Class</td>
<td>$19,949.62</td>
</tr>
<tr>
<td>611430</td>
<td>Proofpoint Training</td>
<td>1 day</td>
<td>5</td>
<td>40</td>
<td>Per Class</td>
<td>$3,984.94</td>
</tr>
</tbody>
</table>

**Teambuilding Training**

4 Days / 10 – 35 Participants
Includes delivery of (4) full day facilitated Teambuilding Facilitation sessions typically administered at Customer site locations (but Emerging Sun can arrange facilities if necessary).
The teambuilding sessions include the following elements:

- The importance of a team
- Effective communication
- Collaboration
- Accountability
- How to manage conflict

**Program Management Training (Proofpoint)**

1 Day / 5 – 40 Participants
Includes delivery of (1) full day facilitated Program Management Facilitation sessions typically administered at Customer site locations (but Emerging Sun can arrange facilities if necessary).
The Program Management (Proofpoint) training includes the following elements:

- Proofpoint Tool Overview
- Project Management Dashboard
- Project Review and Analysis
- Cross Unit Collaboration
- Project Results and Reporting
- Case Examples
- Team Building Exercises