General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Price List

Multiple Award Schedule
FSCGroup: Professional Services

ContractNumber: GS-00F-272CA

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™, a menu-driven database system. The INTERNET address for GSA Advantage™ is: http://www.GSAAdvantage.gov.

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

Contract Period: August 26, 2015 through August 25, 2025

Contractor: Falcona Management & Technology, LLC
3242 Mid Hollow Drive
San Antonio, TX 78230 4072

Business Size: 8(a) Certified Small Disadvantaged Business

Telephone: (210) 704-1486
Web Site: www.falcona.net
E-mail: jayala@falcona.net
Contract Administration: Dr. John F. Ayala, PE, PMP, LBBP

Price list current as of Modification #PS-0030 effective May 13 2020
CUSTOMER INFORMATION:

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

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Integrated Consulting Services</td>
</tr>
<tr>
<td>611430</td>
<td>Training Services: Instructor Led &amp; Web Based Training, Education Courses,</td>
</tr>
<tr>
<td>611512</td>
<td>Course Development &amp; Test Administration</td>
</tr>
<tr>
<td>541611</td>
<td>Integrated Business Program Support Services</td>
</tr>
<tr>
<td>541715</td>
<td>Strategic Planning For Technology Programs</td>
</tr>
<tr>
<td>541614SVC</td>
<td>Supply and Value Chain Management</td>
</tr>
<tr>
<td>541620</td>
<td>Environmental Consulting Services</td>
</tr>
<tr>
<td>562112</td>
<td>Materials and Waste Recycling and Disposal Services</td>
</tr>
<tr>
<td>541330ENG</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>OLM</td>
<td>Order-Level Materials (OLM)</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 Price List

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 only

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


7. Quantity discounts: 1% for orders over $500,000

8. Prompt payment terms: 1% - 10 days, 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: GPC Cards accepted.

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 sample BPAs 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. contractor’s website or other location.) The EIT standards can be found at: www.Section508.gov/

25. Data Universal Numbering System (DUNS) number: 828417134

26. Notification regarding registration in the System For Award Management (SAM) database: Registered

27. Final Pricing: The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>GSA Price w/IFF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consultant Junior</td>
<td>$90.93</td>
</tr>
<tr>
<td>Consultant Mid</td>
<td>$100.50</td>
</tr>
<tr>
<td>Consultant Senior</td>
<td>$110.08</td>
</tr>
<tr>
<td>Subject Matter Expert - Junior</td>
<td>$119.65</td>
</tr>
<tr>
<td>Subject Matter Expert - Mid</td>
<td>$138.79</td>
</tr>
<tr>
<td>Subject Matter Expert - Senior</td>
<td>$157.93</td>
</tr>
<tr>
<td>Analyst I</td>
<td>$71.79</td>
</tr>
<tr>
<td>Analyst II</td>
<td>$81.36</td>
</tr>
<tr>
<td>Analyst III</td>
<td>$90.93</td>
</tr>
<tr>
<td>Program Manager</td>
<td>$119.65</td>
</tr>
<tr>
<td>Project Manager</td>
<td>$90.93</td>
</tr>
<tr>
<td>Engineer I</td>
<td>$81.36</td>
</tr>
<tr>
<td>Engineer II</td>
<td>$90.93</td>
</tr>
<tr>
<td>Engineer III</td>
<td>$100.50</td>
</tr>
<tr>
<td>Program Manager - Senior</td>
<td>$134.01</td>
</tr>
<tr>
<td>Project Manager - Senior</td>
<td>$110.08</td>
</tr>
<tr>
<td>Technical Writer**</td>
<td>$81.36</td>
</tr>
<tr>
<td>Subject Matter Expert I</td>
<td>$100.50</td>
</tr>
<tr>
<td>Subject Matter Expert II</td>
<td>$110.08</td>
</tr>
<tr>
<td>Subject Matter Expert III</td>
<td>$129.22</td>
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<tr>
<td>Executive Principal</td>
<td>$152.44</td>
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<tr>
<td>Vice Principal</td>
<td>$134.39</td>
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<tr>
<td>Functional Expert V</td>
<td>$127.99</td>
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<tr>
<td>Functional Expert IV</td>
<td>$106.19</td>
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<tr>
<td>Functional Expert III</td>
<td>$96.15</td>
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<tr>
<td>Functional Expert II</td>
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<tr>
<td>Analyst IV</td>
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<tr>
<td>Technician I**</td>
<td>$50.32</td>
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<tr>
<td>Technician II**</td>
<td>$94.60</td>
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<tr>
<td>Programmer I</td>
<td>$106.49</td>
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<tr>
<td>Programmer II</td>
<td>$135.86</td>
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<tr>
<td>Project Coordinator**</td>
<td>$36.97</td>
</tr>
</tbody>
</table>
Service Contract Labor Standards

<table>
<thead>
<tr>
<th>SCA Eligible Contract Labor Category</th>
<th>SCA Equivalent Code Title</th>
<th>WD Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Writer**</td>
<td>30461  Technical Writer I</td>
<td>2015-5254</td>
</tr>
<tr>
<td>Project Coordinator**</td>
<td>01020 Administrative Assistant</td>
<td>2015-5254</td>
</tr>
<tr>
<td>Technician I**</td>
<td>30081 Engineering Technician I</td>
<td>2015-5254</td>
</tr>
<tr>
<td>Technician II**</td>
<td>30082 Engineering Technician II</td>
<td>2015-5254</td>
</tr>
</tbody>
</table>

www.wdol.gov

"The Service Contract Labor Standards (SCLS) is applicable to this contract and it includes SCLS applicable labor categories. The prices for the indicated (**) SCLS labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e. nationwide)."

LABOR CATEGORY DESCRIPTIONS

Labor Category Title: Analyst I
Minimum Education: Bachelors Degree in related field
Minimum Experience: 1 Year of Related Experience
Functional Responsibilities: Supports a variety of environmental, managerial, organizational, logistical and technological tasks which are broad in nature and are concerned with project support activities. Supports project-specific research and other assignments in conformance with customer specifications. Can perform basic tasks under general supervision.

Labor Category Title: Analyst II
Minimum Education: Bachelors Degree in related field
Minimum Experience: 3 Years of Related Experience
Functional Responsibilities: Supports a variety of environmental, managerial, organizational, logistical and technological tasks which are broad in nature and are concerned with project support activities. Supports project-specific research and other assignments in conformance with customer specifications. Can perform more complex tasks under minimal supervision.

Labor Category Title: Analyst III
Minimum Education: Bachelors Degree in related field
Minimum Experience: 5 Years of Related Experience
Functional Responsibilities: Leads a variety of environmental, managerial, organizational, logistical and technological tasks which are broad in nature and are concerned with project-specific support activities. Supervises team of support personnel through project completion. Plans basic research, design and other assignments in conformance with customer specifications. Responsible for conduct of projects of high complexity. Can perform more complex tasks under minimal supervision. May supervise junior personnel.
**Labor Category Title: Analyst IV**
Minimum Education: Bachelors Degree in related field
Minimum/General Experience: 8 Years of related Technical Experience
Functional Responsibility: The Analyst IV is responsible for research and analysis leading to the formulation of the opinions, decisions and ultimate performance of the task specified in the statement of work contained in the task order. This labor category requires experience and the ability to perform detailed and complex research and analysis on environmental, managerial, organizational, logistical and technological tasks, while possessing the knowledge of practices/principles necessary to assess advanced systems concepts, assess specifications and perform system integration. Can perform all tasks with no supervision required. Shall supervise junior personnel.

**Labor Category Title: Consultant- Junior**
Minimum Education: Bachelors Degree in related field
Minimum Experience: 1 Year of related experience
Functional Responsibilities: Provides support on multiple environmental, managerial, organizational, logistical and technological consulting projects or a single, large, complex project. Researches and evaluates emerging business process re-engineering methods and briefs client management. Possess demonstrated knowledge, experience, and ability in the development of solutions, recommendations, or outcomes across multiple complex tasks and/or organizations. Evaluates option in the context of project objectives and contributes to the implementation of strategic direction. Supports project objectives through activities such as conducting interviews, gathering data, and developing recommendations in support of project objectives. Generally works under the supervision of more senior consultants.

**Labor Category Title: Consultant-Mid**
Minimum Education: Bachelors Degree in related field
Minimum Experience: 3 Years of related experience
Functional Responsibilities: Provides support on multiple environmental, managerial, organizational, logistical and technological consulting projects or a single, large, complex project. Researches and evaluates emerging business process re-engineering methods and briefs client management. Possess demonstrated knowledge, experience, and ability in the development of solutions, recommendations, or outcomes across multiple complex tasks and/or organizations. Evaluates option in the context of project objectives and contributes to the implementation of strategic direction. Supports project objectives through activities such as conducting interviews, gathering data, and developing recommendations in support of project objectives. May work under the supervision of more senior consultants.

**Labor Category Title: Consultant- Senior**
Minimum Education: Bachelors Degree in related field
Minimum Experience: 5 Years of related experience
Functional Responsibilities: Provides support on multiple environmental, managerial, organizational, logistical and technological consulting projects or a single, large, complex project. Researches and evaluates emerging business process re-engineering methods and briefs client management. Possess demonstrated knowledge, experience, and ability in the development of solutions, recommendations, or outcomes across multiple complex tasks and/or organizations. Evaluates option in the context of project objectives and contributes to the implementation of strategic direction. Supports project objectives through activities such as conducting interviews, gathering data, and developing recommendations in support of project objectives. Does not require supervision. Supervises more junior personnel.
Labor Category Title: Engineer I
Minimum Education: Bachelors Degree in related field
Minimum Experience: 1 Year of Related Experience
Functional Responsibilities: Typical activities include but are not limited to supporting technical and public outreach meetings; supporting policy development; supporting regulatory reviews and conducting compliance audits. Applies scientific concepts, theories, and practices in creative and innovative ways. Develops or directs the development of research findings, drawing conclusions, and making recommendations. Recommends changes in procedures and devise new approaches to deal with problems encountered. Reviews progress and evaluates results on research projects related to environmental, organizational, managerial, logistical and technological functional areas. Can perform basic tasks under general supervision.

Labor Category Title: Engineer II
Minimum Education: Bachelors Degree in related field
Minimum Experience: 3 Years of Related Experience
Functional Responsibilities: Typical activities include but are not limited to supporting technical and public outreach meetings; supporting policy development; supporting regulatory reviews and conducting compliance audits. Applies scientific concepts, theories, and practices in creative and innovative ways. Develops or directs the development of research findings, drawing conclusions, and making recommendations. Recommends changes in procedures and devise new approaches to deal with problems encountered. Reviews progress and evaluates results on research projects related to environmental, organizational, managerial, logistical and technological functional areas. Can perform more complex tasks under minimal supervision.

Labor Category Title: Engineer III
Minimum Education: Bachelors Degree in related field
Minimum Experience: 5 Years of Related Experience
Functional Responsibilities: Typical activities include but are not limited to supporting technical and public outreach meetings; supporting policy development; supporting regulatory reviews and conducting compliance audits. Applies scientific concepts, theories, and practices in creative and innovative ways. Develops or directs the development of research findings, drawing conclusions, and making recommendations. Recommends changes in procedures and devise new approaches to deal with problems encountered. Reviews progress and evaluates results on research projects related to environmental, organizational, managerial, logistical and technological functional areas. Can perform more complex tasks under minimal supervision. May supervise junior personnel.

Labor Category Title: Program Manager
Minimum Education: Bachelors Degree in related field
Minimum Experience: 3 Years of Related Experience
Functional Responsibilities: Coordinates and monitors the scheduling, pricing, and technical performance of program. Responsibilities include aiding in the negotiation of contracts and contractual changes and coordinating preparations of proposals, plans, specifications, and financial conditions of contracts. Familiar with quality concepts, practices, and procedures. Develops strategic business approaches. Ensures adherence to master plans and schedules; develops solutions to program problems; and directs work of incumbents assigned to program from various departments. Ensures projects are completed on time and within budget. Supervises and acts as advisor to program teams regarding projects, tasks, and operations. Relies on experience and judgment to plan and accomplish goals. Formulates, communicates, and enforces quality work standards. Serves as primary point-of-contact with government contract management staff for reporting project status and negotiating change orders.
Labor Category Title: Program Manager – Senior  
Minimum Education: Bachelors Degree in related field  
Minimum Experience: 5 Years of Related Experience  
Functional Responsibilities: Possesses professional experience in managing and conducting multi-project/multi-task contract assignments. Monitors the scheduling, pricing, and technical performance of programs. Responsibilities include aiding in the negotiation of contracts and contractual changes and coordinating preparations of proposals, plans, specifications, and financial conditions of contracts. Familiar with quality concepts, practices, and procedures. Develops strategic business approaches. Ensures adherence to master plans and schedules; develops solutions to program problems; and directs work of incumbents assigned to program from various departments. Ensures projects are completed on time and within budget. Supervises and advises program teams regarding projects, tasks, and operations. Relies on experience and judgment to plan and accomplish goals. Formulates, communicates, and enforces quality work standards. Serves as primary point-of-contact with government contract management staff for reporting project status and negotiating change orders. Creativity and latitude is required.

Labor Category Title: Project Manager  
Minimum Education: Bachelors Degree in related field  
Minimum Experience: 3 Years of Related Experience  
Functional Responsibilities: Responsible for handling the day to day management and administration of project tasks. Develops detailed work plans and schedules in response to support service requests. Assigns staff responsibilities and supervises all staff efforts. Utilizes, maintains control over, and redirects available resources as necessary to complete taskings in accordance with scheduled milestones and budgetary constraints. Performs quality checks of all work products. Interacts continually with government technical representatives to present interim results, discuss concerns, and ensure total product/service satisfaction. Assists, coordinates with and supports the Program Manager. Stays informed of the day-to-day status of the program, projects, and staff.

Labor Category Title: Project Manager – Senior  
Minimum Education: Bachelors Degree in related field  
Minimum Experience: 5 Years of Related Experience  
Functional Responsibilities: Responsible for the coordination and completion of projects and tasks. Oversees all aspects of the assigned area of responsibility. Sets deadlines, assigns work, and monitors, summarizes and reports progress. Prepares reports for upper management regarding task order status. Position requires familiarity with the assigned subject matter area concepts, practices, and procedures. Relies on experience and judgment to plan and accomplish goals. Performs a wide range of work and management tasks. Supervises and directs the work of others. Administers personnel functions including candidate interviews, project staff hiring, review and approval of job descriptions, selection and placement of personnel, conduct of performance evaluations, and recommending salary adjustments.

Labor Category Title: Subject Matter Expert I  
Minimum Education: Bachelors Degree in related field  
Minimum Experience: 3 Years of related experience  
Functional Responsibilities: Provides specialized environmental, organizational, managerial, logistical and technological related support required to complete various technical tasks. Provides troubleshooting, integration, research, design, development, testing, modeling, simulation and training on the most complex work requirements. Participates as needed in all phases of environmental, organizational, managerial, logistical and technological projects with emphasis on the planning, analysis, testing, integration, documentation, training and presentation phases. Applies principles, methods, and knowledge of specific functional areas of expertise to specific task order requirements. Can perform basic tasks under general supervision.
**Labor Category Title: Subject Matter Expert II**
Minimum Education: Bachelors Degree in related field
Minimum Experience: 5 Years of related experience
Functional Responsibilities: Provides specialized environmental, organizational, managerial, logistical and technological related support required to complete various technical tasks. Provides troubleshooting, integration, research, design, development, testing, modeling, simulation and training on the most complex work requirements. Participates as needed in all phases of environmental, organizational, managerial, logistical and technological projects with emphasis on the planning, analysis, testing, integration, documentation, training and presentation phases. Applies principles, methods, and knowledge of specific functional areas of expertise to specific task order requirements. Can perform more complex tasks under minimal supervision.

**Labor Category Title: Subject Matter Expert III**
Minimum Education: Bachelors Degree in related field
Minimum Experience: 7 Years of related experience
Functional Responsibilities: Provides specialized environmental, organizational, managerial, logistical and technological related support required to complete various technical tasks. Provides troubleshooting, integration, research, design, development, testing, modeling, simulation and training on the most complex work requirements. Participates as needed in all phases of environmental, organizational, managerial, logistical and technological projects with emphasis on the planning, analysis, testing, integration, documentation, training and presentation phases. Applies principles, methods, and knowledge of specific functional areas of expertise to specific task order requirements. Can perform more complex tasks under minimal supervision. May supervise junior personnel.

**Labor Category Title: Subject Matter Expert Junior**
Minimum Education: Bachelors Degree in related field
Minimum Experience: 3 Years of related experience
Functional Responsibilities: Provides expert consultative support to a functional technical area on projects that are environmental, organizational, managerial, logistical and technological in nature. Develops solutions to complex problems. Works closely with the management team to identify the best solution to managerial issues. Can perform minor tasks with minimal supervision.

**Labor Category Title: Subject Matter Expert Mid**
Minimum Education: Bachelors Degree in related field
Minimum Experience: 5 Years of related experience
Functional Responsibilities: Provides expert consultative support to a functional technical area on projects that are environmental, organizational, managerial, logistical and technological in nature. Develops solutions to complex problems. Works closely with the management team to identify the best solution to managerial issues. Can resolve more complex issues with minimal supervision.

**Labor Category Title: Subject Matter Expert Senior**
Minimum Education: Bachelors Degree in computer science or related field
Minimum Experience: 7 Years of related experience
Functional Responsibilities: Provides expert consultative support to a functional technical area on projects that are environmental, organizational, managerial, logistical and technological in nature. Develops solutions to complex problems. Works closely with the management team to identify the best solution to managerial issues. Can resolve all issues with minimal supervision. Can perform supervisory duties of junior personnel.


**Labor Category Title: Technical Writer**
Minimum Education: Bachelors Degree in Related Field  
Minimum Experience: 3 Years of related experience  
Functional Responsibilities: Prepares various types of publications by integrating original writing with inputs from technical and non-technical professionals. Analyzes industry standards and interprets client requirements for documentation. Researches and translates complex technical information, and rewrites it for clarity and readability. Proofreads and performs editorial reviews on all forms of technical documentation. Maintains version control over documents and supporting graphics. Designs and updates communications programs/plans in support of clients.

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**Labor Category Title: Executive Principal**  
Minimum Education: Bachelors Degree in related field  
Minimum/General Experience: 15 Years of related Technical Experience  
Functional Responsibility: The Executive Principal is a senior level manager within the company who has a minimum of fifteen (15) years experience, including ten (10) years of demonstrated management experience or project level management in major systems. The Executive Principal must show completion of a full four year course of study in an accredited college or university leading to a bachelors or higher degree in environmental, organizational, managerial, logistical and technological areas and 10 years experience in Senior positions in Government Program Offices or other non-government organizations closely related to the Defense Acquisition Process. This position also requires knowledge of the Federal Acquisition Regulations (FAR), Department of Defense (DoD) regulations, requirements, policies and procedures, cost and schedule estimating, systems disciplines, engineering specifications and commercial practices relating to weapon systems procurement and production. Shall be knowledgeable of overall organization, direction, and requirements of the contract efforts. Experience in interfacing directly with the government designated representatives and supervising various task order activities is also required.

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**Labor Category Title: Vice Principal**  
Minimum Education: Bachelors Degree in related field  
Minimum/General Experience: 12 Years of related Technical Experience  
Functional Responsibility: The Vice Principal must have a minimum of 12 years experience in directing large environmental, organizational, managerial, logistical and technological efforts in defense acquisition and sustainment programs. This individual must have completed a full four year course of study in an accredited college or university leading to a bachelors or higher degree in either IT, Supply Chain, or Organizational Management to successfully support task order requirements.

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**Labor Category Title: Functional Expert V**  
Minimum Education: Bachelors Degree in related field  
Minimum/General Experience: 20 Years of related Technical Experience  
Functional Responsibility: The Functional Expert V shall have over 20 years of experience in supporting complex environmental, organizational, managerial, logistical and technological projects. This individual must possess at least 2 years of managerial/supervisory experience sufficient to ensure positive direction of subordinates. The individual shall be used in those requirements where an extremely high level of expertise is necessary to perform designated tasks.
Labor Category Title: Functional Expert IV
Minimum Education: Bachelors Degree in related field
Minimum/General Experience: 15 Years of related Technical Experience
Functional Responsibility: The Functional Expert IV is responsible for formulation of the opinions, decisions and ultimate performance of the task specified in the statement of work contained in the task order. The position requires experience and the ability to provide complex environmental, organizational, managerial, logistical and technological solutions plus knowledge of practices/principles necessary to assess advanced environmental, organizational, managerial, logistical and technological systems concepts, assess specifications and perform system integration.

Labor Category Title: Functional Expert III
Minimum Education: Bachelors Degree in related field
Minimum/General Experience: 10 Years of related Technical Experience
Functional Responsibility: The Functional Expert must have appropriate education and experience to receive guidance from senior level personnel and work independently to accomplish assigned tasks. This individual shall possess a minimum of 10 years of related job experience in environmental, organizational, managerial, logistical and technological areas.

Labor Category Title: Functional Expert II
Minimum Education: Bachelors Degree in related field
Minimum/General Experience: 4 Years of related Technical Experience
Functional Responsibility: The Functional Expert II must have appropriate education and experience to receive guidance from higher level personnel and work independently to accomplish assigned tasks. The Functional Expert II must have a minimum of 4 years of related job experience in environmental, organizational, managerial, logistical and technological areas.

Labor Category Title: Functional Expert I
Minimum Education: Bachelors Degree in related field
Minimum/General Experience: 1 Year of related Technical Experience
Functional Responsibility: The Functional Expert I must have appropriate education and experience to receive guidance from higher level personnel and work independently to accomplish assigned tasks. The Functional Expert I must have a minimum of 1 year of related job experience in environmental, organizational, managerial, logistical and technological areas.

Labor Category Title: Technician II
Minimum Education: HS Diploma
Minimum/General Experience: 10 Years of related Technical Experience
Functional Responsibility: High school graduate with technical/military school experience in environmental, organizational, managerial, logistical and technological related disciplines with 10 years experience directly related to task order requirements. Can perform more complex tasks under minimal supervision.

Labor Category Title: Technician I
Minimum Education: HS Diploma
Minimum/General Experience: 5 Years of related Technical Experience
Functional Responsibility: High school graduate with technical/military school experience in environmental, organizational, managerial, logistical and technological related disciplines with 5 years of experience directly related to requirements. Works to perform detailed environmental, organizational, managerial, logistical and technological related support services under supervision of more senior personnel.
Labor Category Title: Programmer II
Minimum Education: Bachelors Degree in related field
Minimum/General Experience: 8 Years of related Technical Experience
Functional Responsibility: The Programmer II is responsible for providing computer programming support to include software and application development services in a professional manner. This labor category requires experience and the ability to complete complex tasks with no supervision required. This individual must have a minimum of 8 years experience and show completion of a full 4 year course of study in an accredited college or university leading to a bachelors or higher degree appropriate to the task stated in the task order.

Labor Category Title: Programmer I
Minimum Education: Bachelors Degree in related field
Minimum/General Experience: 3 Years of related Technical Experience
Functional Responsibility: The Programmer I is responsible for providing computer programming support to include software and application development services in a professional manner. This labor category requires experience and the ability to complete general tasks with minimal supervision required. This individual must have a minimum of 3 years experience and show completion of a full 4 year course of study in an accredited college or university leading to a bachelors or higher degree appropriate to the task stated in the task order.

Labor Category Title: Project Coordinator
Minimum Education: HS Diploma
Minimum/General Experience: 1 Year of related Technical Experience
Functional Responsibility: Works closely with the project team to perform basic IT and administrative functions as needed. Has the ability to prepare reports, briefings and other communication based on information gathered for presentation.

EDUCATION/EXPERIENCE SUBSTITUTION TABLE

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Min Edu</th>
<th>Min Exp</th>
<th>PhD</th>
<th>Masters</th>
<th>Bachelors</th>
<th>Associate</th>
<th>High School</th>
</tr>
</thead>
<tbody>
<tr>
<td>Analyst I</td>
<td>Bachelors</td>
<td>1</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
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<td>5</td>
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<tr>
<td>Analyst II</td>
<td>Bachelors</td>
<td>3</td>
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<td>N/A</td>
<td>N/A</td>
<td>5</td>
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<tr>
<td>Analyst III</td>
<td>Bachelors</td>
<td>5</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>7</td>
<td>9</td>
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<tr>
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COURSE DESCRIPTIONS

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LEAN SIX SIGMA MANAGEMENT OVERVIEW
DURATION: 2 DAYS
MIN: 5 STUDENTS
MAX: 12 STUDENTS

Course Overview: The Lean Six Sigma Yellow Management Overview provides an overall insight into the techniques of Lean Six Sigma, its metrics, and its basic improvement methodologies. Lean Six Sigma training provides an introduction to process management and the basic tools of Six Sigma, giving you a stronger understanding of processes, enabling each individual to provide meaningful assistance in achieving the organization’s overall objectives.

LEAN SIX SIGMA YELLOW BELT CERTIFICATION
DURATION: .5 DAYS
MIN: 5 STUDENTS
MAX: 12 STUDENTS

Course Overview: The Six-Sigma Yellow Belt certification provides an overall insight into the techniques of Six Sigma, its metrics, and basic improvement methodologies. Six Sigma Yellow Belt training provides an introduction to process management and the basic tools of Six Sigma, giving employees a stronger understanding of processes, enabling each individual to provide meaningful assistance in achieving the organization's overall objectives.
LEAN SIX SIGMA GREEN BELT CERTIFICATION
DURATION: 2 DAYS
MIN: 5 STUDENTS
MAX: 12 STUDENTS

Course Overview: The Six Sigma Green Belt course gives the student a solid understanding of Six Sigma principles and teaches you how to effectively work within a Six Sigma team. Learn how to integrate principles of business, statistics and engineering to achieve tangible results by improving quality and reduce defects within your organization. Master the use of Six Sigma to quantify the critical quality issues in your company. Once the issues have been quantified, statistics can be applied to provide probabilities of success and failure. As a Six Sigma green belt, you will be equipped to support and champion Six Sigma implementation in your organization.

LEAN MANUFACTURING TOOLS CERTIFICATION
DURATION: 1 DAY
MIN: 5 STUDENTS
MAX: 12 STUDENTS

Course Overview: The Lean Manufacturing Tools Certification provides an overall insight into the techniques of Lean Manufacturing, its tools, and waste reduction techniques. These tools work for any type of business, be it a for profit organization, non-profit organizations or some other type of business. These tools are a powerful and proven set of tools that have saved customers millions of dollars.

PMP BOOT CAMP
DURATION: 4 DAYS
MIN: 5 STUDENTS
MAX: 12 STUDENTS

Falcona’s staff follows a systematic approach to project management consisting of balanced integration of knowledge areas:

- Communication – Efficiently manage the flow of information.
- Resource Management – Proficient team building program maintains a highly motivated team.
- Procurement Management – Understanding of contract vehicles and contract types.
- Risk Management – Proactively identify threats and opportunities (RISKS) and develop risk response strategies.
- Performance Baseline – Perform Earned Value Analysis.
- Monitor and Control - Scope, Cost, Schedule.
- Quality – Monitor, control, and evaluate all aspects of a project to ensure alignment with the scope.
Lean Six Sigma Overview Certification

Course Overview:

The Lean Six Sigma Overview provides an overall insight into the techniques of Lean Six Sigma, its metrics, and basic improvement methodologies. Lean Six Sigma training provides an introduction to process management and the basic tools of Lean Six Sigma, giving you a stronger understanding of processes, enabling each individual to provide meaningful assistance in achieving the organization’s overall objectives.

Topics:

- Introduction
- History
- Roadmap
- Taxonomy
- Managing Quality
- Types of Waste
- Communication
- Waste Audit
- DMAIC Method
- Roles and Responsibilities
- List of Tools
- Project Charter
- Flowchart
- Process Maps
- Value Stream Maps
- Root Cause

Benefits:

An individual who receives Lean Six Sigma Overview training has received introductory training in the fundamentals of Lean Six Sigma. The student gathers data, participates in problem-solving exercises and adds their personal experiences to the exploration process. Not only does the student gain the skills necessary to identify, monitor and control profit-eating practices in their own processes, but they are also prepared to feed that information to Process Improvement Experts working on larger system projects.

Role of the Team Member:

- Assisting in the gathering of measurements and metrics during the Measure stage.
- Acting as a subject matter expert on the process being reviewed.
- Ensuring the Lean Six Sigma Project uses correct terminology relevant to the business in describing the process.
- Working with the Process Improvement Experts to devise the communications that will explain the improvements and process changes to the employees and departments being effected by the project.
- Communicating with work colleagues and acting as a change agent.
- General collation of metrics following the implementation of the improvement in support of validating metrics and data gathering to validate verify and control implemented changes.
- Other ad-hoc communications and process roles, as well as an explanation to be part of the representation of the process owner within the project, thus requiring regular communications with the process owner and colleagues.

Prerequisites: None.

Duration: 6 classroom hours.

Completion: Certificate and Transcript.
Lean Six-Sigma Yellow Belt Certification

**Course Overview:**

The Six-Sigma Yellow Belt certification provides an overall insight into the techniques of Six Sigma, its metrics, and basic improvement methodologies. Six Sigma Yellow Belt training provides an introduction to process management and the basic tools of Six Sigma, giving employees a stronger understanding of processes, enabling each individual to provide meaningful assistance in achieving the organization’s overall objectives.

**Topics:**

- Needs Analysis
- Belts and Members
- Communication
- DMAIC
- Project Definition
- Process Definition
- Objective Setting
- Yellow Belt Exam
- Lean Six Sigma Methodology
- Management’s Role
- Key Techniques and Tools
- Process Variances
- TQM and Others
- Recognizing Opportunities
- Framing Opportunities
- Deciding on a Project

**Benefits:**

An individual who receives Six Sigma Yellow Belt training has received introductory training in the fundamentals of Six Sigma. The Yellow Belt gathers data, participates in problem-solving exercises and adds their personal experiences to the exploration process. Not only do Yellow Belts gain the skills necessary to identify, monitor and control profit-eating practices in their own processes, but they are also prepared to feed that information to Black Belts and Green Belts working on larger system projects.

**Prerequisites:** None.

**Duration:** 4 classroom hours.

**Completion:** Certification Certificate and Transcript.

**Role of the Yellow Belt:**

- Assisting in the gathering of measurements and metrics during the Measure stage.
- Acting as a subject matter expert on the process being reviewed.
- Ensuring the Six Sigma Project uses correct terminology relevant to the business in describing the process.
- Working with the Green Belts to devise the communications that will explain the improvements and process changes to the employees and departments being effected by the project.
- Communicating with work colleagues and acting as a change agent for Six-Sigma.
- General collation of metrics following the implementation of the improvement in support of validating metrics and data gathering to validate verify and control implemented changes.
- Other ad-hoc communications and process roles, as well as an explanation to be part of the representation of the process owner within the project, thus requiring regular communications with the process owner and colleagues.
Course Overview:
The Six Sigma Green Belt course gives the student a solid understanding of Six Sigma principles and teaches you how to effectively work within a Six Sigma team. Learn how to integrate principles of business, statistics and engineering to achieve tangible results by improving quality and reduce defects within your organization. Master the use of Six Sigma to quantify the critical quality issues in your company. Once the issues have been quantified, statistics can be applied to provide probabilities of success and failure. As a Six Sigma green belt, you will be equipped to support and champion Six Sigma implementation in your organization.

Topics:
- Six Sigma Methodology
- Variation, Histograms
- SPC, Process Capability
- Six Sigma Philosophy
- DMAIC
- Six Sigma Organization
- Six Sigma Implementation
- Six Sigma Projects
- Break Even Analysis
- Root Cause Analysis
  - Flow Charts, Check Sheets
  - Pareto Analysis
  - Cause and Effect Diagrams
- Case Studies
- Audit/Post Investment Analysis
- Six Sigma Green Belt Exam

Benefits: You will walk away with the following skills:
- Design and develop Six-Sigma projects
- Determine process capability
- Employ the DMAIC process
- Perform basic statistical analysis on process measurements
- Prepare root cause analysis
- Support/champion Six-Sigma implementation in your organization
- Understand the Six-Sigma philosophy

Prerequisites: Lean Six-Sigma Yellow Belt.

Duration: 12 classroom hours.

Completion: Certification Certificate and Transcript.
Lean Six Sigma Tools Certification

Course Overview:
The Lean Manufacturing Tools Certification provides an overall insight into the techniques of Lean Manufacturing, its tools, and waste reduction techniques. The tools work for any type of business, be it a for profit organization, non-profit organization or some other type of business. These are a powerful and proven set of tools that have saved customers millions of dollars.

Topics:
- LSS Review
- Cost Reduction Principle
- Implementation
- DMAIC Process
- 8 Types of Waste
- Kaizen Workshop
- 5s Process
- Takt Time & Cycle Time
- Line Balancing
- Standard Work
- Value Stream Mapping
- New Processes
- Benefits
- Verification
- Exercises Using Your Data
- Product Review

Benefits:
An individual who receives Lean Manufacturing Tools Certification has received introductory training in the fundamentals of Lean Manufacturing. The student participates in problem-solving exercises and adds their personal experiences to the exploration process. Not only does the student gain the skills necessary to identify, monitor and control profit-eating practices in their own processes, but they are also prepared to feed that information to Process Improvement Professionals working on larger system projects.

Prerequisites: Lean Six Sigma Overview or Yellow Belt Certified.

Duration: 6 classroom hours.

Completion: Certificate and Transcript.

Process Improvement Model:
- Innovation: dramatic improvements in current processes
- Kaizen: small continuous improvements in current processes
- Maintenance: activities directed to maintaining current technological, managerial, & operating standards

CPI Model:
- Operating System: the physical tools to create value and minimize loss.
- Management Infrastructure: formal structures, processes and systems through which the operating system is managed to deliver capability
- Mindsets and Capability: the way people think, feel and conduct themselves in the workplace, both individually and collectively.
Project Management Professional (PMP®) Overview

**Boot Camp:** Falcona’s boot camp is designed to maximize your staff to pass the PMP® exam on the first attempt. Our boot camp focuses on study structure and test taking. With this method, you get what you put into it. If you’re confident you can learn and assimilate all the material you need to know, and you can put in several hours per day, you will succeed. Our boot camp consists of a pre-assessment test followed by two practice exams on three consecutive Saturdays covering material from the PMBOK. We monitor and track each candidate’s progress and provide individual feedback on strengths and weaknesses after each exam. This enables each candidate to make adjustments in their studies.

- Life Cycle
- Management Processes
- Management Knowledge Areas
- Integration Management
- Scope Management
- Time Management
- Cost Management

**Other Training:** Falcona provides project management training and workshops that ensure project managers, project team members and project support personnel have the skills required to deal with real-world challenges. Our courses provide our clients with a solid understanding of project principles and how to effectively work within teams.

- Resource Loaded Scheduling
- Risk Management Techniques
- Project Evaluation
- Lessons Learned

**Benefits:** Besides the obvious of making you a better program manager, PMP® Certification and training will set you/the company above your peers/your competitors; and it affords your company more flexibility in your job assignments as you grow and expand into new market areas.

**Completion:** Certificate and Transcript.

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**Obtaining Your PMP®:**

1. **Game Time:** Once you have gotten through the eligibility process, and have scheduled your exam, it is now time to focus on obtaining your PMP®.

2. **Stay in Peak Performing Condition:** Many times when people try to reach an academic goal they throw their health to the wayside and pull all nighters, drink too much coffee, and skip out on healthy eating and exercise. One must have a balanced approach towards reaching your PMP® goal so that you have a Peak Performing mind and have the best chance to pass the PMP® exam.

3. **No Excuses:** Many people want to get their PMP someday, but that someday never comes because life gets in the way. Remember that while you are waiting for that someday, someone else is getting their PMP® right now and is becoming more competitive in the marketplace. You have the right to make it a priority to improve your career outlook, don’t put your PMP® off!

4. **Your PMP Exam Prep Is a Project:** Our boot camp focuses on study structure and we take it very seriously. Hold yourself accountable. Treat the endeavor like any other professional project, and get it done!

5. **Take the Long-Term View:** You have the power to improve your career. When looking at the cost of obtaining your PMP, remember the benefits that you will reap throughout your career. The return is definitely worth the initial investment.

6. **Use Your Momentum:** Capitalize on the study time invested in your pursuit of this designation. Take the PMP® exam only once in your life!