Schedule Title: Multiple Award Schedule
Federal Supply Group: Information Technology, Professional Services

Contract Number: GS-00F-292DA

Price list current as of Modification #PS-0014 effective April 29, 2021 and PO-0012 effective September 16, 2021

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

Contract Period: 09/16/2016 and ends 09/15/2026

M2 Strategy, Inc.
7900 Tysons One Place, Suite 240
McLean, VA 22102

Phone: (703) 822-5600 ext. 102   Fax: (703) 821-0908

Contact for Contract Administration: Helo Mustafa, Chief Operating Officer
Email for Contract Administration: hmustafa@m2strategy.com
Website: www.m2strategy.com
Business size: Certified Woman Owned Small Business (WOSB)

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.”
Customer Information

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

<table>
<thead>
<tr>
<th>SIN</th>
<th>Recovery</th>
<th>SIN Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>54151S-RC</td>
<td>Information Technology Professional Services</td>
</tr>
<tr>
<td>541611</td>
<td>541611-RC</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>OLM</td>
<td>OLM-RC</td>
<td>Order Level Materials</td>
</tr>
</tbody>
</table>

2. **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.

<table>
<thead>
<tr>
<th>SINs</th>
<th>Labor Category</th>
<th>GSA Awarded Hourly Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>Developer 2</td>
<td>118.70</td>
</tr>
<tr>
<td>541611</td>
<td>Junior Analyst</td>
<td>$42.62</td>
</tr>
</tbody>
</table>

3. **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.**
4. **If hourly rates are not applicable, indicate “not applicable” for this item.** Refer to Final Pricing.

2. **Maximum Order:**
   - For SIN 54151S - $500,000.00
   - For SIN 541611 - $1,000,000.00
   - For SIN OLM - $250,000.00

3. **Minimum Order:** $100.00

4. **Geographic Coverage (delivery area):** Domestic

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).

7. **Quantity discounts:** 1/2% for single orders over $300,000

8. **Prompt payment terms:** 1/2% 20 days, Net 30. 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
10. Time of Delivery (Contractor insert number of days): Specified on the Task Order
   a. 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
   b. 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
   c. 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. Point(s): Destination

12. Ordering Address(es): Same as Contractor
   a. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.

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

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

22. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: Not applicable
   a. 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. Not applicable

23.
23. **Unique Entity Identifier (UEI) Number**: 142893366

24. **Notification regarding registration in System for Award Management (SAM) database**: registered
GSA HOURLY RATES (W/ IFF)

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

<table>
<thead>
<tr>
<th>SINs</th>
<th>Labor Category</th>
<th>Minimum Education</th>
<th>Minimum Years of Experience</th>
<th>Contractor/ Customer Facility</th>
<th>GSA Awarded Hourly Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>Application Specialist</td>
<td>Bachelors</td>
<td>2</td>
<td>Both</td>
<td>$124.69</td>
</tr>
<tr>
<td>54151S</td>
<td>Developer 2</td>
<td>Bachelors</td>
<td>4</td>
<td>Both</td>
<td>$118.70</td>
</tr>
<tr>
<td>54151S</td>
<td>Developer 3</td>
<td>Bachelors</td>
<td>6</td>
<td>Both</td>
<td>$132.66</td>
</tr>
<tr>
<td>54151S &amp; 541611</td>
<td>Junior Analyst</td>
<td>High School</td>
<td>0</td>
<td>Both</td>
<td>$42.62</td>
</tr>
<tr>
<td>54151S &amp; 541611</td>
<td>Analyst</td>
<td>Bachelors</td>
<td>3</td>
<td>Both</td>
<td>$53.98</td>
</tr>
<tr>
<td>54151S &amp; 541611</td>
<td>Senior Analyst</td>
<td>Bachelors</td>
<td>6</td>
<td>Both</td>
<td>$80.50</td>
</tr>
<tr>
<td>54151S &amp; 541611</td>
<td>Principal Analyst</td>
<td>Bachelors</td>
<td>10</td>
<td>Both</td>
<td>$108.92</td>
</tr>
<tr>
<td>54151S &amp; 541611</td>
<td>Junior Management Consultant</td>
<td>Bachelors</td>
<td>2</td>
<td>Both</td>
<td>$85.24</td>
</tr>
<tr>
<td>54151S &amp; 541611</td>
<td>Management Consultant</td>
<td>Bachelors</td>
<td>4</td>
<td>Both</td>
<td>$114.60</td>
</tr>
<tr>
<td>54151S &amp; 541611</td>
<td>Senior Management Consultant</td>
<td>Bachelors</td>
<td>6</td>
<td>Both</td>
<td>$125.61</td>
</tr>
<tr>
<td>54151S &amp; 541611</td>
<td>Principal Management Consultant</td>
<td>Masters</td>
<td>10</td>
<td>Both</td>
<td>$141.31</td>
</tr>
<tr>
<td>54151S &amp; 541611</td>
<td>Project Manager</td>
<td>Bachelors</td>
<td>7</td>
<td>Both</td>
<td>$126.53</td>
</tr>
<tr>
<td>54151S &amp; 541611</td>
<td>Program Manager</td>
<td>Bachelors</td>
<td>10</td>
<td>Both</td>
<td>$145.85</td>
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<tr>
<td>54151S &amp; 541611</td>
<td>Systems Analyst</td>
<td>Bachelors</td>
<td>6</td>
<td>Both</td>
<td>$110.79</td>
</tr>
<tr>
<td>54151S &amp; 541611</td>
<td>Senior Systems Analyst</td>
<td>Bachelors</td>
<td>10</td>
<td>Both</td>
<td>$122.10</td>
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<tr>
<td>54151S &amp; 541611</td>
<td>Principal Systems Analyst</td>
<td>Masters</td>
<td>15</td>
<td>Both</td>
<td>$159.40</td>
</tr>
<tr>
<td>54151S &amp; 541611</td>
<td>Subject Matter Expert I</td>
<td>Bachelors</td>
<td>10</td>
<td>Both</td>
<td>$140.18</td>
</tr>
<tr>
<td>54151S &amp; 541611</td>
<td>Subject Matter Expert II</td>
<td>Masters</td>
<td>15</td>
<td>Both</td>
<td>$169.98</td>
</tr>
</tbody>
</table>
LABOR CATEGORY DESCRIPTIONS
SIN 54151S

**Job Title: Application Specialist**
**Minimum/General Experience:** 2 years of experience
**Fundamental Responsibility:** Utilizes custom-off-the-shelf (COTS) applications to design, develop, test, and deploy solutions. Works with technical staff to understand problems with application and develops specifications to resolve them. Resolves customer complaints and responds to suggestions for improvements and enhancements. Participates in the development of software user manuals and technical documentation.
**Minimum Education:** Bachelor’s degree

**Job Title: Developer 2**
**Minimum/General Experience:** 4 years of experience
**Fundamental Responsibility:** Responsible for developing software solutions based on client requirements with guidance from senior team members. Provides technical expertise and support to team members, monitors each phase of the project, coordinates output, and ensures the technical adequacy of the end product. Designs business and technical software solutions. Has strong business and technical knowledge of all necessary phases of the assigned project. Works with management to provide support and status. Interprets policies, guidelines, and procedures as appropriate for the purposes of the project. Uses sound technical development principles to ensure that developed applications are reliable, understandable, and fault tolerant.
**Minimum Education:** Bachelor’s degree

**Job Title: Developer 3**
**Minimum/General Experience:** 6 years of experience
**Fundamental Responsibility:** Responsible for developing software solutions based on client requirements with minimal supervision. Provides technical expertise and support to team members, monitors each phase of the project, coordinates output, and ensures the technical adequacy of the end product. Designs business and technical software solutions. Has strong business and technical knowledge of all necessary phases of the assigned project. Supports management to collect status from team members. Interprets policies, guidelines, and procedures as appropriate for the purposes of the project. Uses sound technical development principles to ensure that developed applications are reliable, understandable, and fault tolerant.
**Minimum Education:** Bachelor’s degree
The labor category definitions noted above describe the functional responsibilities and education and experience required for each labor category. These requirements are a guide to the types of experience and educational background of typical personnel in each labor category. It is routinely recognized in order to obtain the best individual for a task, education/experience equivalencies must be considered. Each year of relevant experience may be substituted for one year of education as described in the table below.

<table>
<thead>
<tr>
<th>Education/Degree</th>
<th>Work Experience Equivalence</th>
</tr>
</thead>
<tbody>
<tr>
<td>High School</td>
<td>1 year relevant experience</td>
</tr>
<tr>
<td>Associate’s Degree</td>
<td>High School or equivalent plus 2 years relevant experience</td>
</tr>
<tr>
<td>Bachelor’s Degree</td>
<td>4 years relevant experience OR Associate’s Degree + 2 years relevant experience</td>
</tr>
<tr>
<td>Master’s Degree</td>
<td>6 years of relevant experience OR Bachelor’s Degree + 2 years relevant experience OR Associate’s Degree + 4 years relevant experience</td>
</tr>
<tr>
<td>PhD</td>
<td>8 years of relevant experience OR Master’s Degree + 2 years relevant experience OR Bachelor’s Degree + 4 years relevant experience OR Associate’s Degree + 6 years relevant experience</td>
</tr>
</tbody>
</table>

**Service Contract Labor Standards:** The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Multiple Awards Schedule and all services provided. While no specific IT labor categories have been identified as being subject to SCLS 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 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.
SINs 54151S and 541611

**Job Title: Junior Analyst**

**Minimum/General Experience:** 0 years

**Fundamental Responsibility:** Provides meeting support; prepares graphical and related materials; types and edits letters, reports, and other documents. Provides analytical and writing support to team members as they prepare, edit, and develop professional deliverables. Assists teams with routine data gathering and research activities, organizes data and project documents, and assists project managers with project administrative activities. Works under immediate supervision.

**Minimum Education:** High school diploma

**Job Title: Analyst**

**Minimum/General Experience:** 3 years

**Fundamental Responsibility:** Provides meeting support; prepares graphical and related materials; types and edits letters, reports, and other documents; maintains files and reference materials. Provides analytical and writing support to prepare, edit, and develop professional deliverables. Assists teams with routine data gathering and research activities, organizes data and project documents, and assists project managers with project administrative activities.

**Minimum Education:** Bachelor’s degree

**Job Title: Senior Analyst**

**Minimum/General Experience:** 6 years

**Fundamental Responsibility:** Solves business, policy/compliance, and/or other discipline system/process problems. Performs analysis to assist organization to realize maximum benefit from solutions. Plans and designs new systems/processes or devises ways to apply existing resources to additional operations. Prepares, edits, and develops professional deliverables. Responsible for routine data gathering and research activities. Provides guidance to Junior Analyst and Analyst employees.

**Minimum Education:** Bachelor’s degree

**Job Title: Principal Analyst**

**Minimum/General Experience:** 10 years

**Fundamental Responsibility:** Solves business, policy/compliance, and/or other discipline system/process problems. Performs analysis to assist organization to realize maximum benefit from solutions. Plans and designs new systems/processes or devises ways to apply existing resources to additional operations. Prepares, edits, and develops professional deliverables. Responsible for routine data gathering and research activities. Provides guidance and oversight to team members.

**Minimum Education:** Bachelor’s degree
**Job Title: Junior Management Consultant**  
**Minimum/General Experience:** 2 years  
**Fundamental Responsibility:** Responsible for conducting activities in support of project team’s objectives. Supports team members in the delivery of business solutions through subject matter expertise. Interprets policies, guidelines, and procedures. Supports presentations and client meetings. Coordinates and supports the development of business process improvement efforts.  
**Minimum Education:** Bachelor’s degree

**Job Title: Management Consultant**  
**Minimum/General Experience:** 4 years  
**Fundamental Responsibility:** Responsible for providing guidance and consulting services for projects related to functional areas of expertise. Produces and reviews deliverables. Supports team members in the delivery of business solutions through specialized subject matter expertise. Coordinates and provides support on the development of business process improvement efforts.  
**Minimum Education:** Bachelor’s degree

**Job Title: Senior Management Consultant**  
**Minimum/General Experience:** 6 years  
**Fundamental Responsibility:** Responsible for providing guidance and consulting services for projects related to functional areas of expertise. Produces and reviews deliverables. Leads presentations and client meetings. Manages team members in the delivery of business solutions through specialized subject matter expertise. Coordinates and leads the development of business process improvement efforts.  
**Minimum Education:** Bachelor’s degree
Job Title: Principal Management Consultant
Minimum/General Experience: 10 years
Fundamental Responsibility: Responsible for providing guidance and consulting services for projects related to functional areas of expertise. Produces and reviews deliverables. Leads presentations and client meetings. Manages team members in the delivery of business solutions through specialized subject matter expertise. Coordinates and leads the development of business process improvement efforts.
Minimum Education: Master’s degree

Job Title: Project Manager
Minimum/General Experience: 7 years
Fundamental Responsibility: Responsible for providing project leadership, development and management of implementation plans, and directing levels of requirement initiatives for clients. Delegate/assign responsibilities to employees and oversight and direction of assigned task efforts through completion. Performs day-to-day management of contract support operations.
Minimum Education: Bachelor’s Degree

Job Title: Program Manager
Minimum/General Experience: 10 years
Fundamental Responsibility: Responsible for providing project leadership and directing levels of requirement initiatives for clients. Contributes to organizational direction through regular involvement with senior-level client leadership and teams. Responsible for managing multiple contract operations, ensure quality standards and work performance on all task orders and projects, plans, organizes and oversees work efforts, assigns resources, manages personnel, provides risk management, ensures quality management, monitors overall project and contract performance.
Minimum Education: Bachelor’s Degree
**Job Title: Systems Analyst**  
**Minimum/General Experience**: 6 years  
**Fundamental Responsibility**: Translates user requirements into functional requirements, solutions, and associated deliverables. Performs analysis for engineering and technical support functions. Performs system-related tasks and reviews deliverables for quality and accuracy. Adheres to quality standards, design frameworks, development protocols, and related system standards. Reviews program documentation to assure compliance with standards and requirements and adherence to program deliverables. Assists and coordinates with problem resolutions for system-related tasks.  
**Minimum Education**: Bachelor’s Degree

**Job Title: Senior Systems Analyst**  
**Minimum/General Experience**: 10 years  
**Fundamental Responsibility**: Translates user requirements into functional requirements, solutions, and associated deliverables. Leads analysis for engineering and technical support functions. Performs system-related tasks and reviews deliverables for quality and accuracy throughout the entire project lifecycle. Adheres to and recommends solutions for quality standards, design frameworks, development protocols, and related system standards. Reviews program documentation to assure compliance with standards and requirements and adherence to program deliverables. Provides oversight and guidance to System Analysts.  
**Minimum Education**: Bachelor’s Degree

**Job Title: Principal Systems Analyst**  
**Minimum/General Experience**: 15 years  
**Fundamental Responsibility**: Applies industry best-practices throughout the full project lifecycle to support system planning initiatives to include analysis, design, development, and maintenance. Leads analysis for engineering and technical support functions and provides recommendations based on proven methodologies. Leads system-related tasks and reviews deliverables for quality and accuracy throughout the entire project lifecycle. Adheres to and recommends solutions for quality standards, design frameworks, development protocols, and related system standards. Reviews program documentation to assure compliance with standards and requirements and adherence to program deliverables. Provides oversight and guidance to team members.  
**Minimum Education**: Master’s Degree

**Job Title: Subject Matter Expert I**  
**Minimum/General Experience**: 10 years  
**Fundamental Responsibility**: Provides expert support, analysis, and research into multifaceted problems and processes. Specialized in complex subject matter area with proven ability to provide expert functional/technical direction and guidance. Possesses a complete understanding and wide experience in the application of relevant principles, theories, and concepts. Independently develops solutions and provides industry-proven recommendations.  
**Minimum Education**: Bachelor’s Degree
**Job Title: Subject Matter Expert II**

**Minimum/General Experience:** 15 years

**Fundamental Responsibility:** Provides expert support, analysis, and research into multifaceted problems and processes. Specialized in complex subject matter area with proven ability to provide expert functional/technical direction and guidance. Possesses a complete understanding and wide experience in the application of relevant principles, theories, and concepts. Independently develops solutions and provides industry-proven recommendations.

**Minimum Education:** Master’s Degree

The labor category definitions noted above describe the functional responsibilities and education and experience required for each labor category. These requirements are a guide to the types of experience and educational background of typical personnel in each labor category. It is routinely recognized in order to obtain the best individual for a task, education/experience equivalencies must be considered. Each year of relevant experience may be substituted for one year of education as described in the table below.

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<td>High School or equivalent plus 2 years relevant experience</td>
</tr>
<tr>
<td>Bachelor’s Degree</td>
<td>4 years relevant experience</td>
</tr>
<tr>
<td></td>
<td>OR Associate’s Degree + 2 years relevant experience</td>
</tr>
<tr>
<td>Master’s Degree</td>
<td>6 years of relevant experience</td>
</tr>
<tr>
<td></td>
<td>OR Bachelor’s Degree + 2 years relevant experience</td>
</tr>
<tr>
<td></td>
<td>OR Associate’s Degree + 4 years relevant experience</td>
</tr>
<tr>
<td>PhD</td>
<td>8 years of relevant experience</td>
</tr>
<tr>
<td></td>
<td>OR Master’s Degree + 2 years relevant experience</td>
</tr>
<tr>
<td></td>
<td>OR Bachelor’s Degree + 4 years relevant experience</td>
</tr>
<tr>
<td></td>
<td>OR Associate’s Degree + 6 years relevant experience</td>
</tr>
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</table>

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