GENERAL SERVICES ADMINISTRATION

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    FSC Class: R408

Contract number: GS-00F-395GA

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

Contract period: September 13, 2017 - September 12, 2022
McManis Associates, Inc.
(d.b.a.) McManis & Monsalve Associates
20400 Observation Drive Suite 204
Germantown, MD 20876
Phone 301-540-8864
Fax: 301-540-5819

www.mcmanis-monsalve.com

Contract administration source:
Larry Johns
(240) 443-4933 Direct
(240) 674-2339 Cell
ljohns@mcmanis-monsalve.com

Business size: Small, Woman Owned

Price list current as of Modification PS-A839 effective 12/20/21

Prices Shown Herein are Net (discount deducted)
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>SINs</th>
<th>Recovery</th>
<th>SIN Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541511</td>
<td>541511RC</td>
<td>Web Based Marketing</td>
</tr>
<tr>
<td>541611</td>
<td>541611RC</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>OLMRC</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 pricing table.

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 Labor category descriptions.

2. Maximum order: $1,000,000

3. Minimum order: $100

4. Geographic coverage (delivery area). Domestic only

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. 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: To Be Determined at the Task Order level

10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. Contact Contractor.
10c. Overnight and 2-day delivery. Contact Contractor

10d. Urgent Requirements. Contact Contractor

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

12a. Ordering address(es). Same as Company Address

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 Company Address

14. Warranty provision. Standard Commercial Warranty Terms & Conditions

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/. Not Applicable

23. Unique Entity Identifier (UEI) number. DUNS Number 072637457 UEI Number VJ5GAPQ3PN45

24. Notification regarding registration in System for Award Management (SAM) database. Contractor registered and active in SAM
Final Pricing: 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 Experience</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611, 541511, OLM /RC</td>
<td>VICE PRESIDENT</td>
<td>Bachelors</td>
<td>25</td>
<td>$237.16</td>
</tr>
<tr>
<td>541611, 541511, OLM /RC</td>
<td>SME</td>
<td>Bachelors</td>
<td>20</td>
<td>$164.74</td>
</tr>
<tr>
<td>541611, 541511, OLM /RC</td>
<td>PRINCIPAL</td>
<td>Bachelors</td>
<td>12</td>
<td>$214.19</td>
</tr>
<tr>
<td>541611, 541511, OLM /RC</td>
<td>PROGRAM MANAGER</td>
<td>Bachelors</td>
<td>10</td>
<td>$118.47</td>
</tr>
<tr>
<td>541611, 541511, OLM /RC</td>
<td>SR. PROJECT MANAGER</td>
<td>Bachelors</td>
<td>6</td>
<td>$93.27</td>
</tr>
<tr>
<td>541611, 541511, OLM /RC</td>
<td>PROGRAM ANALYST</td>
<td>Bachelors</td>
<td>5</td>
<td>$98.00</td>
</tr>
<tr>
<td>541611, 541511, OLM /RC</td>
<td>MANAGING ASSOCIATE</td>
<td>Bachelors</td>
<td>10</td>
<td>$173.08</td>
</tr>
<tr>
<td>541611, 541511, OLM /RC</td>
<td>SR. ASSOCIATE</td>
<td>Bachelors</td>
<td>6</td>
<td>$129.74</td>
</tr>
<tr>
<td>541611, 541511, OLM /RC</td>
<td>ASSOCIATE</td>
<td>Bachelors</td>
<td>2</td>
<td>$78.55</td>
</tr>
<tr>
<td>541611, 541511, OLM /RC</td>
<td>BUS ANALYST/TECH</td>
<td>Bachelors</td>
<td>2</td>
<td>$91.35</td>
</tr>
<tr>
<td>541611, 541511, OLM /RC</td>
<td>SECURITY ANALYST/ASSISTANT</td>
<td>Bachelors</td>
<td>2</td>
<td>$43.19</td>
</tr>
<tr>
<td>541611, 541511, OLM /RC</td>
<td>ADMINISTRATIVE SUPPORT</td>
<td>Associates</td>
<td>4</td>
<td>$40.90</td>
</tr>
</tbody>
</table>

**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 CRF 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.

**McManis & Monsalve Associates**  
**Labor Category Descriptions**  
**Updated 6/4/19**

Labor categories for McManis & Monsalve Associates have been developed to match the appropriate credentials and experience of our associates to the requirements and needs of our clients. These categories recognize an individual associate’s unique blend of education, firsthand experience in a work discipline, general consulting experience, certifications and associations, and consulting experience with specific categories of clients and specific types of consulting engagements.
Title: Vice President

Applicable SIN(s) 541611

Position Duties/Responsibilities: Provides executive expertise to support client requirements based on extensive relevant experience. Provides leadership and recommendations in areas of the expertise. Additional duties include but not limited to performing reviews of guidance regarding technical expertise, strategic posturing, risk and mitigation techniques, financial planning, market assessments, branding and messaging plans, high level program goals and objectives, performance metrics and requirement analysis. Typically supports multiple engagements concurrently in their area of expertise.

Minimum Education: Ph.D. and fifteen years subject matter experience, or Masters Degree and twenty years applicable subject matter experience, or Bachelor's Degree with twenty–five years subject matter experience.

Minimum Experience/Training: Senior level experience is focused in a professional sector and may include technical expertise as well as experience in management and leadership positions and familiarity with internal organization issues and drivers from the external environment.

Title: Subject Matter Expert

Applicable SIN(s) 541611

Position Duties/Responsibilities: Provides subject matter expertise to support client requirements based on extensive relevant experience. Provides leadership and recommendations in areas of the expertise. Additional duties include but not limited to performing reviews of guidance regarding technical expertise, strategic posturing, risk and mitigation techniques, financial planning, market assessments, branding and messaging plans, high level program goals and objectives, performance metrics and requirement analysis. Typically supports multiple engagements concurrently in their area of expertise.

Minimum Education: Masters Degree and fifteen years applicable subject matter experience, or Bachelor's Degree with twenty years subject matter experience.

Minimum Experience/Training: Senior level experience is focused in a professional sector and may include technical expertise as well as experience in management and leadership positions and familiarity with internal organization issues and drivers from the external environment.

Title: Principal

Applicable SIN(s) 541611

Position Duties/Responsibilities: Provides specialized expertise to support client requirements based on extensive relevant experience. Provides leadership and recommendations in areas of the expertise. Additional duties include but not limited to performing reviews of guidance regarding technical expertise, strategic posturing, risk and mitigation techniques, financial planning, market assessments, branding and messaging plans, high level program goals and objectives, performance metrics and requirement analysis. Typically supports multiple engagements concurrently in their area of expertise.
Minimum Education: Masters Degree and ten years applicable subject matter experience, or Bachelor's Degree with twelve years subject matter or management experience, which should include four years specialized experience. Principal is experienced and proficient with a range of consulting tools and techniques.

Minimum Experience/Training: Principal has significant, first-hand management experience in a variety of functional areas without necessarily having the level of subject matter mastery expected of a Subject Matter Expert. Understands senior management corporate concerns and is experienced in clarifying and mapping issues, identifying root cause problems, facilitating group problem solving and planning sessions, and assisting in piloting, measuring and evaluating change initiatives.

Title: Managing Associate

Applicable SIN(s) 541611

Position Duties/Responsibilities: Possesses significant demonstrated knowledge and extensive experience in the development of solutions and implementation of methodologies across multiple programs in multiple organizations. Additional duties may include but not limited to performing reviews of guidance regarding technical expertise, strategic posturing, risk and mitigation techniques, financial planning, market assessments, branding and messaging plans, high level program goals and objectives, performance metrics and requirement analysis.

Minimum Education: Masters degree and 8 years relevant experience or a Bachelor’s degree with 10 years experience.

Minimum Experience/Training: Managing Associate is an experienced manager and consultant with a successful record of managing client relationships, independently meeting project deliverables, and leading project teams in successful consulting engagements. Managing Associate is experienced and proficient in a variety of consulting tools and techniques

Title: Senior Associate II/I

Applicable SIN(s) 541611

Position Duties/Responsibilities: Senior Associate is experienced in working independently with the client to deliver a broad range of consulting services. Senior Associate is experienced in team building, analysis, and problem solving and employs effective communications and interpersonal skills. Additional duties may include but not limited to performing strategic planning, organizational development, facilitation, risk and mitigation techniques, financial planning, market assessments, branding and messaging plans, program goals and objectives, performance metrics and requirement analysis.

Senior Associates may be designated as either a level I or level II depending upon a combination of factors, including level of education, relevant subject matter experience, and consulting experience.
**Minimum Education:** Masters degree and four to six years relevant experience or a Bachelor’s degree with 6 to eight years experience for Senior Associate II. Bachelor’s degree and three years of experience for a Senior Associate I.

**Minimum Experience/Training:** In addition to the education requirements of a Senior Associate II/I should possess a minimum of 2 to 4 years specialized experience.

**Title: Associate II/I**

**Applicable SIN(s) 541611**

**Position Duties/Responsibilities:** Associate is skilled in the use of diagnostic problem solving tools and techniques. Associate is experienced in a variety of software applications for the collection, analysis, and presentation and reporting of data.

Associates may be designated as either a level I or level II depending upon a combination of factors, including level of education, relevant subject mater experience, and consulting experience.

**Minimum Education:** Bachelor’s degree and 2 years of experience.

**Minimum Experience/Training:** In addition to the education requirements knowledge of various software applications is essential.

**Title: Senior Project Manager**

**Applicable SIN(s) 541611 & 541511**

**Position Duties/Responsibilities:** Possesses demonstrated experience in project management and knowledge of project management methodologies. Responsible for project planning, project scope management and necessary staff and financial management.

**Minimum Education:** Bachelor’s degree and 6 years of experience.

**Minimum Experience/Training:** In addition to the education requirements 3 of the years of experience should be specialized in project management.

**Title: Business Analyst II/I/Technical Consultant**

**Applicable SIN(s) 541611 & 541511**

**Position Duties/Responsibilities:** Performs professional duties related to the review, assessment, and development of business processes. Perform professional duties related to the review, assessment, and development of business processes.

Business Analyst may be designated as either a level I or level II depending upon a combination of factors, including level of education, relevant subject mater experience, and consulting experience.
**Minimum Education:** Bachelor’s degree and 2 to 4 years of experience.

**Minimum Experience/Training:** 2 years

**Title:** Administrative Support

**Applicable SIN(s) 541611**

**Position Duties/Responsibilities** Perform a variety of administrative and support functions necessary for the smooth operation of the department. They perform administrative and bookkeeping tasks, aid clients and staff in preparing forms and reports, and transfer information into a digital format as necessary. (Afterward, the digital information is often entered into the department database, and the administrative specialist is in charge of maintaining the records and the database.) Additionally, the administrative specialist schedules events and appointments for the department. To facilitate these appointments and events, the specialist contacts clients and vendors on a regular basis to coordinate activities, meetings, and calls.

**Minimum Education:** Bachelor’s degree and 2 year of experience or an Associates degree and 4 years experience.

**Minimum Experience/Training:** 2 to 4 years experience.

**Program Title: Program Manager**

**Applicable SIN(s) 541611**

**Position Duties/Responsibilities:** Possesses significant program management experience. Responsible for program management planning, scope management, necessary staff and financial management on large complex engagements and capable of managing multiple programs concurrently.

**Minimum Education:** Bachelor’s degree and ten years relevant experience.

**Minimum Experience/Training:** Program Manager has significant, first-hand management experience in a variety of functional areas to effectively perform mission oriented business programs from planning to closeout as well as achieving mission performance objectives.

**Title:** Security, Investigative Analyst/Assistant

**Applicable SIN(s) 541611**
**Position Duties/Responsibilities:** Initiate, coordinate and conduct research efforts. Gather, analyze, and evaluate information from a variety of sources. Determine the significance and reliability of incoming information. Establish and maintain intelligence records and files.

**Minimum Education:** Bachelors and 2 years’ experience

**Minimum Experience/Training:** 2 and appropriate security clearance where required.

**Title:** Program Analyst

**Applicable SIN(s) 541611**

**Position Duties/Responsibilities:** Performs professional duties related to related to the review, assessment, and development of program support.

Program Analyst may be designated as either a level I or level II depending upon a combination of factors, including level of education, relevant subject matter experience, and consulting experience.

**Minimum Education:** Bachelor’s degree and 5 years of experience.

**Minimum Experience/Training:** 5 years

<table>
<thead>
<tr>
<th>Education/Experience</th>
<th>Equivalency</th>
</tr>
</thead>
<tbody>
<tr>
<td>High School Degree</td>
<td>• A High School Diploma and (4) years of additional experience equals a Bachelor’s degree. A High School Diploma and (2) years of additional experience equals and Associate’s Degree.</td>
</tr>
<tr>
<td></td>
<td>• A High School Diploma and the completion of (2) years of additional higher education, which may or may not have resulted in a degree, may be counted as a year of experience.</td>
</tr>
<tr>
<td>Associate’s Degree</td>
<td>• Associate’s degree can be substituted for (2) years of related experience. An Associate Degree and (2) years of related experience can be substituted for a Bachelor’s degree.</td>
</tr>
<tr>
<td>Bachelor’s Degree</td>
<td>• A Bachelor’s Degree and (2) years of additional experience equals a Master’s degree. A Bachelor’s degree can be substitute for (4) years of related experience.</td>
</tr>
<tr>
<td>Master’s Degree</td>
<td>• A Master’s Degree can be substituted for (8) years of related experience. A Master’s Degree and (4) years of related experience can be substituted for a Doctorate degree.</td>
</tr>
<tr>
<td>-----------------</td>
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</tr>
<tr>
<td>Doctorate Degree</td>
<td>• A Doctorate Degree may be substituted for (4) years of experience with Master’s Degree or (6) years with a Bachelor’s Degree. A Doctorate Degree may be substituted for (12) years of related experience.</td>
</tr>
</tbody>
</table>

Note: Relevant professional certifications and unique experience in specializing or emerging technologies may be substituted for (1) year of experience. Experience recognized in any relevant experience, both management and non-management, for the labor category.