



**General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Pricelist**

**Mission Oriented Integrated Business (MOBIS)
Schedule 874**

Contract Number: GS-02F-0087U

**Special Item Number (SIN):
874-4, Training Services**

**Period Covered by Contract:
April 30, 2008 through April 29, 2018**

**H2O Partners, Inc.
260 Addie Roy Rd., Suite 150
Austin, Texas 78746-4107
Phone: (512) 328-8444 Fax: (512) 329-6612
Contract Administrator: Jane Bachick
jane@h2opartnersusa.com
<http://www.h2opartnersusa.com>**

Business Size: Small Business

Duns Number: 143688195

Pricelist current through: Modification #PA-0011, effective September 10, 2014

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 for GSA *Advantage!*™ is <http://www.fss.gsa.gov>. For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>.



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Customer Information

- 1a. Authorized Special Item Number (SIN)
SIN 874 4/ 874-4RC Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration

- 1b. Lowest priced model number and lowest unit price for that model for each SIN awarded in the contract.

<u>SIN</u>	<u>Item</u>	<u>Price</u>
874-4/ 874-4RC,	Training Services	See attached pricelist

- 1c. All hourly rates shown are firm-fixed-price. See the following price list for hourly rates for our preponderance of work location and labor categories. See the Job Descriptions provided after the pricing information.

- 2. Maximum order: **\$1,000,000 per SIN**

- 3. Minimum order: **\$100.00**

- 4. Geographic coverage (delivery area): **48 contiguous states, the District of Columbia, and Puerto Rico**

- 5. Point(s) of production (city, county, and state or foreign country): **Not Applicable**

- 6. Discount from list prices or statement of net price: **Prices are Net**

- 7. Quantity discounts: **An additional 3% volume dollar discount for purchases of \$25,000.00 and above**

- 8. Prompt payment terms: **NET 30 days ARO**

- 9a. Government purchase cards **are** accepted below the micropurchase threshold.

- 9b. Government purchase cards **are** accepted above the micropurchase threshold.

- 10. Foreign items (list items by country of origin). **Not Applicable**

- 11a. Time of delivery. (Contractor insert number of days.) **30 Days ARO**

- 11b. Items available for expedited delivery: **Not Applicable**

- 11c. Overnight and 2-day delivery: **Not Applicable**

- 11d. Urgent Requirements: **Not Applicable**

- 12. F.O.B. Point: **Destination**

13. Ordering address: **Same as contractor address.**
- 13b. Ordering Procedures: **For supplies and services, the ordering procedures, and information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS schedule homepage (fss.gsa.gov/schedules).**
14. Payment address: **Same as contractor address.**
15. Warranty provision. **Not Applicable**
16. Export packing charges, if applicable. **Not Applicable**
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micropurchase level): **Upon Receipt**
18. Terms and conditions of rental, maintenance, and repair (if applicable). **Not Applicable**
19. Terms and conditions of installation (if applicable). **Not Applicable**
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). **Not Applicable**
- 20a. Terms and conditions for any other services (if applicable) **Not Applicable**
21. List of service and distribution points (if applicable). **Not Applicable**
22. List of participating dealers (if applicable). **Not Applicable**
23. Preventive maintenance (if applicable). **Not Applicable**
24. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: **Not Applicable**
25. Data Universal Number System (DUNS) number: **143688195**
26. H2O Partners, Inc. is registered in the Systems for Award Management (SAM.gov) database. Cage Code: **4BX74**

H2O Partners, Inc.'s Authorized GSA Schedule Contract Pricing

Course Title	Prerequisites	Length	GSA Price
Public Assistance Training	None	6 Hours	\$6,714.96
Accounting Services in Connection with FEMA Public Assistance Program	None	6 Hours	\$7,316.37
NFIP 101 Flood Training for Flood Determination Companies	None	4 Hours	\$2,841.31
NFIP Floodplain Management Training	None	8 Hours	\$7,576.83

Director/Executive Program Manager GSA Price \$190.58

Functional Responsibilities:

Manages the education/ training,/consulting program to ensure successful completion of tasks, on time and within budget. Maintains relationships with high-level government customers to ensure customer satisfaction. Public speaking and presentation skills desirable.

Minimum Education and Experience:

A Bachelor's degree in business/ finance, accounting, floodplain management, insurance, computer science/systems, information systems/technology, education, communications, software engineering/programming, management, public administration, natural sciences, social sciences, mathematics, or statistics and 15 years related experience.

Education and experience requirements may be substituted with:

A Master's degree or higher graduate degree in the above identified subject areas or jurisprudence and 13 years directly related experience.

Division Leader GSA Price \$175.92

Functional Responsibilities:

Provides strategic vision and leadership for the implementation of technology and business improvement across the division, and at times the corporation. Has oversight of the infrastructure and knowledge of the processes required to produce results. Performs high level and complex advisory consulting work as the authority in the technical areas. Coordinates with corporate and divisional management on a regular basis to define business objectives, generate, and implement plans to meet those objectives. Coordinates with other division's staff as required, and provide regular status to top management. Must be able to communicate well to diverse groups.

Minimum Education and Experience:

A Bachelor's degree in business/ finance, accounting, floodplain management, insurance, computer science/systems, information systems/technology, education, communications, software engineering/programming, management, natural sciences, social sciences, mathematics, or statistics and 15 years directly related experience.

Education and experience requirements may be substituted with:

A Master's degree or higher graduate degree in the above identified subject areas or jurisprudence and 13 years directly related experience.

No degree and 19 years directly related experience.

Senior Program Manager**GSA Price \$190.58*****Functional Responsibilities:***

Supervises multiple large-scale, complex technical projects. Responsible for allocating resources among tasks and is the principal liaison with customer for business and technical matters and stakeholder groups for technical and informational matters. Communicates well in written and oral presentations.

Minimum Education and Experience:

Advanced degree with minimum 15 years of experience in insurance, finance, education, business, actuarial science, floodplain management, natural sciences, social sciences, mathematics, or statistics. Significant management experience with projects of increasing size and difficulty.

Education and experience requirements may be substituted with:

A Master's degree in the above identified subject areas and 10 years related experience.

No degree and 19 years directly related experience.

Program Manager**GSA Price \$146.60*****Functional Responsibilities:***

Responsible for business and technical execution of large, complex projects. Interacts with customer on directly related technical issues.

Minimum Education and Experience:

Advanced degree with minimum 12 years of experience in leading increasingly complex technical project areas including education, training, insurance, accounting, business, communications, social sciences or equivalent areas.

Education and experience requirements may be substituted with:

Advanced degree with minimum 12 years of experience in leading increasingly complex technical projects in the insurance, accounting, management, communications, software development or training areas..

Technical Writer**GSA Price \$146.60*****Functional Responsibilities:***

Serves as the lead technical writer on large complex projects involving synchronous web training or other web-delivered education, asynchronous training, re-purposing of instructional materials and assessment materials. Must be proficient in producing training materials for a variety of delivery methods.

Minimum Education and Experience:

Requires Bachelor's degree and 5 years' experience with preparation of technical documentation and training course materials, and instructional delivery.

Education and experience requirements may be substituted with:

No degree and 15 years directly related experience.

Analysis Manager**GSA Price \$171.03*****Functional Responsibilities:***

Works on complex problems where analysis of data or situations requires an in- depth evaluation of various factors. Exercises technical discretion within broadly defined practices and policies in selecting methods, techniques and evaluation criterion for obtaining results. Assembles, prepares and analyzes regulatory requirements and cost accounting. Prepares and implements statistical models of exposure for detailing learning techniques assessment in the workplace. May serve as the internal expert by providing knowledge

of data; evaluates and prepares assessments. Provides extensive technical expert advice and assistance. Prepares technical reports based on the expert interpretation of analyzed data. Provides leadership to other staff teams.

Minimum Education and Experience:

A Master's degree in accounting, education, business/finance, public policy administration, or jurisprudence and 5-7 years directly related experience.

Education and experience requirements may be substituted with:

A Bachelor's degree in the above identified subject areas and 7-15 years related experience.

Oversight Analyst 1

GSA Price \$97.73

Functional Responsibilities:

Works on problems of diverse scope and complexity where analysis of data requires evaluation of identifiable factors. Uses technical discretion within generally defined practices and policies in selecting methods and techniques for obtaining solutions. Assembles, prepares and analyzes data regarding, human risk assessment, regulatory affairs and litigation support. Prepares and implements models. May serve as the internal expert by providing technical and practical knowledge. Provides extensive technical advice and operating assistance in interpreting. May provide leadership to less experienced analysts and to technicians through work assignments, monitoring schedules and resolving.

Minimum Education and Experience:

A Master's degree in natural sciences, social sciences, business/finance, public policy administration, and 3-5 years related experience.

Education and experience requirements may be substituted with:

A Bachelor's degree in the above identified subject areas and 5-7 years related experience.

Senior Consultant

GSA Price \$146.60

Functional Responsibilities:

Responsible for directing operations. Includes start-up, control and efficient, economical and environmental standards. Directs maintenance updates, and operation of all assigned systems and supporting infrastructure. Includes responsibility for work control, planning, infrastructure, and facilities support. Responsible for directing the maintenance, repair, construction and operation of processes to insure cost effective and reliable support. Identifies all infrastructure work required. Direct management of support subcontractors.

Minimum Education and Experience:

A Master's degree in public policy administration, computer science/systems, information systems/technology, education, accounting, management, natural sciences, social sciences, jurisprudence or business/finance and 15 years experience in Government or Civilian operations management environment.

Education and experience requirements may be substituted with:

A Master's degree in the above identified subject areas and 10 years related experience in a Government or Civilian operations management environment.

No degree and 20 years in Government or Civilian operations management environment.

Consultant 1**GSA Price \$97.73*****Functional Responsibilities:***

Performs variety of policy or program assignments related to non-technical or public policy work. Provides technical support in performance measurement programs and database management. Analyzes data and provides interpretation to develop or prepare guidance, reports and other documents. Develops specifications or make recommendations to support policy function. Communications of technical data responsibilities.

Minimum Education and Experience:

A Master's degree in public policy, public administration, communication, education, information systems/technology, management, natural sciences, social sciences, mathematics, statistics or business/finance and 1– 3 years related experience, or PhD in jurisprudence.

Education and experience requirements may be substituted with:

A Bachelor's degree in the above identified subject areas and 3-5 years related experience

Administrative Support**GSA Price \$87.96*****Functional Responsibilities:***

Prepares graphical and print/production-ready materials, integrates material from various sources, and provides meeting/formatting support. Provides customer service and communication support.

Minimum Education and Experience:

Bachelor's degree and more than 5 years of experience in preparing and reviewing technical data, government regulations and instructional materials.

Education and experience requirements may be substituted with:

No degree and 7 years experience

Support Specialist 1**GSA Price \$83.07*****Functional Responsibilities:***

Designs, develops, implements, and maintains complex business, accounting, and management information systems. Works on complex assignments. Works with users to define existing or new system scope and objectives. Performs modifications to and maintenance of operational programs and procedures. Assists managers in technical support functions. Provides guidance to and may supervise less experienced staff.

Minimum Education and Experience:

A Bachelor's degree in education, floodplain management, insurance, information systems/technology, management, natural sciences, social sciences, mathematics, statistics or business/finance and 2-5 years related experience.

Education and experience requirements may be substituted with:

A Master's degree in the above identified subject areas and 1-2 years related experience.

No degree and 6-10 years directly related experience.

Support Specialist**GSA Price \$97.73*****Functional Responsibilities:***

Provides support and assistance in designing, developing, implementing, and maintaining complex business, accounting, and management information systems. Works on complex assignments. Works with users to define existing or new system scope and objectives. Performs modifications to and maintenance of operational programs and procedures. Assists managers in technical support functions.

Minimum Education and Experience:

At least two years of college work with courses in education, floodplain management, insurance, information systems/technology, management, natural sciences, social sciences, mathematics, statistics or business/finance and 1-2 years related experience.

Education and experience requirements may be substituted with:

5-10 years of related experience

Research Specialist

GSA Price \$63.53

Functional Responsibilities:

Assists with research and preparation of technical writing on complex projects involving training or other education, including web training, re-purposing of instructional materials and assessment materials. Must have excellent writing and research skills.

Minimum Education and Experience:

At least two years of college work with courses in education, English composition, floodplain management, insurance, information systems/technology, management, natural sciences, social sciences, mathematics, statistics or business/finance and 1-2 years related experience.

Education and experience requirements may be substituted with:

5-10 years of related experience

Research Assistant

GSA Price \$53.75

Functional Responsibilities:

Provides general research and communications support to projects.

Minimum Education and Experience:

Bachelor's degree with intern experience in business, communications, technical writing or government agencies.

Education and experience requirements may be substituted with:

College level courses in education, English composition, floodplain management, insurance, information systems/technology, management, natural sciences, social sciences, mathematics, statistics or business/finance and 1-2 years of experience.

Professional Services Manager

GSA Price \$149.84

Functional Responsibilities:

Professional Services Manager will typically provide a combination of the following:

- Demonstrated ability to provide guidance and direction at the project level.
- Manage complex projects.
- Significant subject matter knowledge in one or more H2O Partners areas.
- Implementation and management of business operations, improvements or strategy projects.
- Interfaces with the client on project issues.

Minimum Education and Experience:

15 years of relevant work experience.

Training Delivery Quality Control Manger**GSA Price \$149.84*****Functional Responsibilities:***

Training Delivery Quality Control Manager will typically provide a combination of the following:

- Ensures successful delivery of classroom and virtual training.
- Regularly observes and inspects training delivery.
- Has knowledge of the infrastructure and processes required to produce results.
- Coordinates with the Professional Services Manager on a regular basis to ensure attainment of desired business results.
- Provides regular status updates to government stakeholders.
- Must be able to communicate well to diverse groups.

Minimum Education and Experience:

12 years of relevant work experience.

Training Performance Consultant**GSA Price \$83.70*****Functional Responsibilities:***

Training Performance Consultant will typically provide a combination of the following:

- Responsible for the delivery of facilitated training of complex technical content via classroom or web-based delivery.
- Able to apply principles of adult learning in a classroom or virtual setting.
- Possesses specialized expertise in the technical content subject. Must be able to communicate well to diverse groups.

Minimum Education and Experience:

6 years of relevant work experience.

Continuing Education Coordinator**GSA Price \$89.19*****Functional Responsibilities:***

Continuing Education Coordinator will typically provide a combination of the following:

- Responsible for processing of continuing education credits for delivered training.
- Maintains relationships with states' Department of Insurance.
- Possesses specialized knowledge on how to maintain a Continuing Education providership and comply with the state and third party vendor requirements.
- Must be able to communicate well to diverse groups.

Minimum Education and Experience:

6 years of relevant work experience.

Project Support Specialist**GSA Price \$67.69*****Functional Responsibilities:***

Project Support Specialist will typically provide a combination of the following:

- Responsible for collaboration with project managers, other project team members, and external stakeholders in the coordination of training delivery.
- Handles all aspects of securing facilities and scheduling of sessions, delivery coordination for the sessions, the coordination of the materials management, and evaluation management for the sessions.

Minimum Education and Experience:

5 years of relevant work experience.

Project Manager / Designer

GSA Price \$146.60

Functional Responsibilities:

Project Manager/Designer will typically provide a combination of the following:

- Responsible for overseeing and managing every aspect of custom content development on specific projects including research, design, testing, development, production, product launch and maintenance.

Minimum Education and Experience:

12 years of relevant work experience.

Subject Matter Expert

GSA Price \$149.84

Functional Responsibilities:

Subject Matter Expert will typically provide a combination of the following:

- Responsible for provide technical expertise and transfer of knowledge in the creation of training materials.
- Possesses deep specialized technical expertise.

Minimum Education and Experience:

10 years of relevant work experience.

Editor

GSA Price \$146.60

Functional Responsibilities:

Editor will typically provide a combination of the following:

- Responsible for substantive editing, proofreading, re-write, and checking layout of training workbooks, facilitator guides, consulting guide, reports, presentations, and other visual media.

Minimum Education and Experience:

8 years of relevant work experience.

Publisher / Graphic Designer

GSA Price \$142.71

Functional Responsibilities:

Additionally, a Publisher/Graphic Designer will typically provide a combination of the following:

- Responsible for the layout, formatting and production of high page count training booklets, facilitator guides, consulting guides, reports and presentations.

Minimum Education and Experience:

8 years of relevant work experience.

Education & Outreach Specialist (Mid)

GSA Price \$87.96

Functional Responsibilities:

Education & Outreach Specialist (Mid) will typically provide a combination of the following:

- Provides support in planning, organizing, staffing, directing, and managing educational and training development task orders.

- Prepares coursework materials such as course outlines, presentation media, course manuals, test booklets, completion certificates, and survey forms.
- Provides training to individuals, teams, and groups on selected subject matter in formal classroom courses, workshops, and seminars.

Minimum Education and Experience:

4 years of relevant work experience.

Education & Outreach Specialist (Senior)

GSA Price \$108.97

Functional Responsibilities:

Education & Outreach Specialist (Senior) will typically provide a combination of the following:

- Responsible for planning, organizing, staffing, directing, and managing educational and training development task orders.
- Prepares coursework materials such as course outlines, presentation media, course manuals, test booklets, completion certificates, and survey forms.
- Provides training to individuals, teams, and groups on selected subject matter in formal classroom courses, workshops, and seminars.

Minimum Education and Experience:

6 years of relevant work experience.

Education & Outreach Specialist (Master)

GSA Price \$146.60

Functional Responsibilities:

Education & Outreach Specialist (Master) will typically provide a combination of the following:

- Responsible for planning, organizing, staffing, directing, and managing educational and training development task orders.
- Prepares coursework materials such as course outlines, presentation media, course manuals, test booklets, completion certificates, and survey forms.
- Provides training to individuals, teams, and groups on selected subject matter in formal classroom courses, workshops, and seminars.
- Undertakes assessing the quality of programs and instruction.

Minimum Education and Experience:

8 years of relevant work experience.

Environmental Planner

GSA Price \$115.64

Functional Responsibilities:

Additionally, an Environmental Planner will typically provide a combination of the following:

- Undertakes environmental studies, assessments, plans and consultations.
- Provides support in the areas of analysis, design and development.
- Demonstrated experience supporting project tasks.

Minimum Education and Experience:

8 years of relevant work experience.

***For all of the above, 1 year of experience may be substituted for 1 year of Education**