

General Services Administration

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Federal Supply Service

Authorized Federal Supply Schedule Price List

Schedule for:

Multiple Award Schedule (MAS)
Federal Supply Group: Professional Services
FSC/PSC Code : R425, R414, R408
Contract Number GS-10F-0007V

Contract Period:
October 3, 2008 through October 2, 2023

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

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Modification #PS-0031, Effective 11.19.2020

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About Exostrategies

Exostrategies is a small company that provides:

- **Specialized management consulting and strategic planning services.** This practice area focuses on near-, mid-, and long-term strategic planning with an emphasis on organizational transitions to different business models. We specialize in agencies with distributed organizations and technological missions such as the Department of Energy, NASA, the US Geological Survey, National Oceanographic and Atmospheric Administration's National Environmental Satellite and Data Information Service, and the Department of Defense.
- **Analysis and development of integrated operational architectures for mission support.** Exostrategies has developed a process for the transition to a new concept of operations and associated integrated architecture bridged by an implementation strategy. This process addresses budgetary limitations, transition risk, and recapitalization planning all wrapped together by an integrated acquisition strategy.
- **High-end contingency response and crisis management services.** The founder of Exostrategies has a long history of high-visibility national and international programs, from participation on the independent Columbia Accident Investigation Board's analysis team, Space Shuttle safety reviews, Joint US/Russia Commission on Space Shuttle/Russian Mir Space Station Operational Readiness, International Space Station Safety and Operational Readiness Task Force, and International Space Station Advisory Panel. We bring this experience to other federal customers with highly visible programs that require for contingency planning and management processes.
- **Technology assessments for technology insertion and commercialization.** Exostrategies has developed a practice to identify technologies for federal agency "spin in" and "spin out" opportunities. Exostrategies has specialized in the commercialization of government technologies, in particular those associated with providing satellite command, control, and telemetry as well as data collection, processing, distribution, and management.
- **Mission affordability analyses.** Federal agencies go through cycles of budgetary expansion and contraction. We have developed a process associated with the analysis of agency-wide contracting practices to identify areas for improved purchasing power including strategic realignments, contract consolidations, small business utilization, and analysis of synchronous acquisition strategies for more effective multi-contractor alignments.
- **Unique analytical tools.** Our firm invests in the development of tools and databases to provide rigor in our analyses. Our company and staff have developed tools for analysis of demand for satellite network services, database collection and visualization, 3-D immersive environment for space system visualization, and a variety of models using Monte-Carlo processes for operations modeling and cost estimation.

Customer Information:

1a. Table of Awarded Special Item Numbers with appropriate cross-reference to page numbers:

- 541330ENG:**Engineering Services
- 541715:** Engineering Research and Development Strategic Planning
- 541611:** Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
- 54151S:** Information Technology Professional Services
- OLM:** Order Level Materials

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.

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.

GSA Rates

SIN	Labor Categories	Year 11: 10/3/18- 10/2/19	Year 12: 10/3/19- 10/2/20	Year 13: 10/3/20- 10/2/21	Year 14: 10/3/21- 10/2/22	Year 15: 10/3/22- 10/2/23
541330ENG, 541611, 541715	Project Support 1	\$76.77	\$78.31	\$79.87	\$81.47	\$83.10
541330ENG, 541611, 541715	Project Support 2	\$122.82	\$125.28	\$127.78	\$130.34	\$132.94
541330ENG, 541611, 541715	Analyst 1	\$129.92	\$132.52	\$135.17	\$137.87	\$140.63
541330ENG, 541611, 541715	Analyst 2	\$149.52	\$152.51	\$155.56	\$158.67	\$161.85

541330ENG, 541611, 541715	Program Manager 1	\$184.24	\$187.92	\$191.68	\$195.52	\$199.43
541330ENG, 541611, 541715	Program Manager 2	\$245.65	\$250.56	\$255.57	\$260.69	\$265.90
541330ENG, 541611, 541715	Management Consultant 1	\$167.45	\$170.80	\$174.21	\$177.70	\$181.25
541330ENG, 541611, 541715	Management Consultant 2	\$221.29	\$225.72	\$230.23	\$234.83	\$239.53
541330ENG, 541611, 541715	Management Consultant 3	\$295.25	\$301.16	\$307.18	\$313.32	\$319.59
541330ENG, 541611, 541715	Subject Matter Expert - Technical	\$307.06	\$313.20	\$319.47	\$325.85	\$332.37
541330ENG, 541611, 541715	Subject Matter Expert - Executive Management Consultant/	\$307.06	\$313.20	\$319.47	\$325.85	\$332.37
54151S	System Architect I	N/A	\$90.18	\$91.98	\$93.82	\$95.70
54151S	System Architect II	N/A	\$110.82	\$113.04	\$115.30	\$117.60
54151S	System Architect III	N/A	\$139.26	\$142.05	\$144.89	\$147.78
54151S	System Architect IV	N/A	\$153.00	\$156.06	\$159.18	\$162.36
54151S	System Architect V	N/A	\$194.96	\$198.86	\$202.84	\$206.89

54151S	System Architect SME1	N/A	\$194.40	\$198.29	\$202.25	\$206.30
54151S	System Architect SME2	N/A	\$339.27	\$346.06	\$352.98	\$360.04
54151S	System Engineer I	N/A	\$71.65	\$73.08	\$74.54	\$76.04
54151S	System Engineer II	N/A	\$85.58	\$87.29	\$89.04	\$90.82
54151S	System Engineer III	N/A	\$101.77	\$103.81	\$105.88	\$108.00
54151S	System Engineer IV	N/A	\$130.00	\$132.60	\$135.25	\$137.96
54151S	System Engineer V	N/A	\$143.00	\$145.86	\$148.78	\$151.75
54151S	System Engineer SME1	N/A	\$176.42	\$179.95	\$183.55	\$187.22
54151S	System Engineer SME2	N/A	\$271.00	\$276.42	\$281.95	\$287.59

2. **Maximum Order:** OLM: \$250,000, 54151S: \$500,000 All other SINS: \$1,000,000.00
3. **Minimum Order:** \$100.00
4. **Geographic Coverage (delivery area):** Worldwide
5. **Points 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 offered.
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):** None.
- 10a. **Time of Delivery (Contractor insert number of days):** Specified on the Task Order.
- 10b. **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.
- 10c. **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.
- 10d. **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. Points:** Destination.
- 12a. **Ordering Address:** Same as company address.
- 12b. **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:** Same as company address.
14. **Warranty Provision:** Contractor’s standard commercial warranty.
15. **Export Packing Charges (if applicable):** N/A
16. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
17. **Terms and conditions of installation (if applicable):** N/A
18. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A

- 18b. Terms and conditions for any other services (if applicable): N/A
- 19. List of service and distribution points (if applicable): N/A
- 20. List of participating dealers (if applicable): N/A
- 21. Preventive maintenance (if applicable): N/A
- 22a. Special attributes such as environmental attributes, (e.g., recycled content, energy efficiency, and/or reduced pollutants): N/A
- 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. N/A
- 23. Data Universal Number System (DUNS) number: 79-2870920
- 24. Notification regarding registration in System for Award Management(SAM) database: registered.

Service Contract Labor Standards Act:

The Service Contract Labor Standards, formerly the Service Contract Act (SCA) is applicable to this contract as it applies to the entire Multiple Award Schedule and all services provided. While no specific 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.

Labor Category Descriptions

Project Support 1

Functional Responsibility: Project Support 1 requires specialization in either financial analysis, business development, multimedia and graphic arts, programming, or technical writing. Project Support 1 must be fluent in advanced application-specific computer programs required by the specialized domain expertise as well as be fluent in the use of documentation, spreadsheet, and presentation software. The Project Support 1 must have successfully demonstrated completion of complex tasks in their area of specialization without significant supervision. Project Support 1 must also be able to support complex project management tasks.

Experience/Education: Bachelors and 0 direct years of experience required.

Project Support II

Functional Responsibility: Project Support 2 requires specialization in either financial analysis, business development, multimedia and graphic arts, programming, or technical writing. Project Support 2 must be expert in advanced application-specific computer programs required by the specialized domain expertise as well as be expert in the use of documentation, spreadsheet, and presentation software. Programming skills, if required, require the ability to program in .html, .xml, and variants of the C programming language. The Project Support 2 must have successfully demonstrated the ability to independently manage complex tasks to a project schedule. Project Support 2 must also be able to manage other Project Support 1 and 2 personnel.

Experience/Education: Bachelors and 2 years of direct experience required.

Analyst I

Functional Responsibility: An Analyst 1 has demonstrated skills in self-management for project-related tasks. The Analyst 1 has developed some specialized skills in the development of overall system and project requirements and project planning documentation. The Analyst 1 can perform tasks involving data identification, data mining, and data analysis. The Analyst 1 can support the management and development of advanced mathematical and logic models, algorithms for complex process simulations, or cost models including associated cost estimating relationships. The Analyst 1 is expert in word processing, spreadsheet use, and presentation development.

Experience/Education: Bachelors and 4 years of direct experience required.

Analyst II

Functional Responsibility: An Analyst 2 has demonstrated leadership skills and demonstrated the general ability to perform independent task management of small teams. The Analyst 2 has developed specialized skills in the development of overall system and project requirements and project planning documentation. The Analyst 2 can perform highly complex data identification, data mining, and data analysis tasks including the use of scripts and programs for data sorting, mining, and management; in addition the Analyst 2 can independently manage and develop advanced mathematical and logic models, independently develop algorithms for complex process simulations, or the development of cost models including associated cost estimating relationships. The Analyst 2 is expert in word processing, spreadsheet use, and presentation development.

Experience/Education: Bachelors and 8 years of direct experience required.

Program Manager I

Functional Responsibility: The Program Manager 1 is an experienced program manager with at least five prior successfully managed projects in his/her management career. The Program Manager 1 independently manages medium sized projects or project subtasks of up to 15 people. The project scope spans all aspects of mission-oriented business improvement services. Principal tasks for a Program Manager 1 include the development of new business processes and major innovations in cost and mission analysis/modeling. The Task emphasis focuses on projects that may lack clarity or even defined processes. The Program Manager 1 may be required to develop completely new integrated operational architectures consisting of new objective operations concepts, associated architectures, and associated implementation (including acquisition) strategies necessary for achieving the objective operations concept and integrated architecture. The

Program Manager 1 is involved in the coordination and management of modeling and data analysis activities including cost and process modeling/analysis, requirements generation and analysis, project planning, operations analysis, and data collection/management.

Experience/Education: Masters and 4 years of direct experience required.

Program Manager II

Functional Responsibility: The Program Manager 2 is an experienced and independent program manager with at least eight prior successfully managed projects to his/her name. The Program Manager 2 has the responsibility for independent management of any sized project or program required for mission-oriented business services. Principal tasks for a Program Manager 2 include the development of new business processes, and major innovations in cost and mission analysis/modeling. The Program Manager 2 will lead completion and fixed price tasks that also require the development of wholly new processes, models, and simulations for successful completion. The Program Manager 2 may be required to develop completely new integrated operational architectures consisting of new objective operations concepts, associated architectures, and associated implementation (including acquisition) strategies. The Program Manager 2 manages modeling and data analysis activities including cost and process modeling/analysis, requirements generation and analysis, project planning, operations analysis, and data collection/management.

Experience/Education: Masters and 8 years of direct experience required.

Management Consultant I

Functional Responsibility: The Management Consultant 1 is an experienced in process and business line analysis including the development and analysis of requirements, program/project solutions to meet the requirements, program/project risk management, and the associated business case analysis. The Management Consultant 1 can support the development of business transformation studies, technology infusion and transfer, and management transition. The Management Consultant 1 can support management and technical root cause analyses as well as work with program management to provide project task element direction. The Management Consultant 2 has expertise in at least three technical and management areas in addition to project cost and budget analysis.

Experience/Education: Masters and 4 years of direct experience required.

Management Consultant II

Functional Responsibility: The Management Consultant 2 is experienced in process and business line analysis including the development and analysis of requirements, program/project solutions to meet the requirements, program/project risk management, and the associated business case analysis. The Management Consultant 2 can support the development of business transformation studies, technology infusion and transfer, and management transition. The Management Consultant 2 can support management and technical root cause analyses as well as work with program management to provide project task direction. The Management Consultant 2 has held prior program and project management positions within either the government or industry. The Management Consultant 2 has expertise in at least five technical and management areas in addition to project management, cost, and budget analysis.

Experience/Education: Masters and 8 years of direct experience required.

Management Consultant III

Functional Responsibility: The Management Consultant 3 is experienced in process and business line analysis including the development and analysis of requirements, program/project solutions to meet the requirements, program/project risk

management, and the associated business case analysis. The Management Consultant 3 can lead the development of business transformation studies, technology infusion and transfer, and management transition. The Management Consultant 3 can lead management and technical root cause analyses. The Management Consultant 3 has held prior program and project management positions within either the government or industry. Expertise in at least seven technical and management areas in addition to corporate finance and project management, cost, and budget analysis.

Experience/Education: Masters and 10 years of direct experience required.

Subject Matter Expert Technical

Functional Responsibility: The Subject Matter Expert - Technical has recognized expertise with some international exposure in a highly specialized field or related fields. The individual is characterized by progressive experience that may include teaching experience at the college or university level, in at least one highly specialized technical area. The Subject Matter Expert - Technical has received recognized awards from peers, has served on at least one expert panel, and continues to maintain peer credentials, or analysis track record. The Subject Matter Expert - Technical provides the highest level of systems and component analyses, risk management and mitigation planning, as well as detailed technical analyses that can support the generation of public policy. The Subject Matter Expert - Technical provides analytical and technical documentation, briefing capabilities and advice on exceptionally complex studies that require specialized domain expertise. The Subject Matter Expert - Technical participates in all phases of studies and analyses and can apply high-level mathematical principles and methods to problem at hand.

Experience/Education: Masters and 12 years of direct experience required.

Subject Matter Expert- Executive Management Consultant

Functional Responsibility: The Subject Matter Expert - Executive Management Consultant has either recognition in a highly specialized field requiring certification such as JD, CPA, or PE; a highly accomplished business or political achievement such as a corporate executive or member of the Senior Executive Service, or has recognized expertise in a highly specialized field or related set of fields. The individual is characterized by progressive leadership experience in at least one highly specialized management or technical area. The Subject Matter Expert - Executive Management Consultant has a recognized vitae consisting of prestigious peer awards or exceptional service. The Executive Management Consultant provides a high level of management, policy, or technical analysis and advisory services. The Subject Matter Expert - Executive Management Consultant provides management, technical, and public policy documentation, briefing capabilities and advice on exceptionally complex studies that require specialized domain expertise and peer recognition.

Experience/Education: Masters and 12 years of direct experience required.

System Engineer I

Functional Responsibility: Under general supervision responsible for performing a variety of engineering and technical tasks in support of operations. Assists with the planning and building of system infrastructure. Modifies and designs systems as well as monitors the performance of the system. Assists tasks related to the development, production, and support of various IDS2 projects.

Experience/Education: Bachelors and 0 years of direct experience required.

System Engineer II

Functional Responsibility: Under general supervision responsible for performing a variety of engineering and technical tasks in support of operations. Supports the planning and building of system infrastructure. Implements, modifies, and designs systems as well as monitors the performance of the system. Assists tasks related to the development, production, and support of various IDS2 projects.

Experience/Education: Bachelors and 4 years of direct experience required.

System Engineer III

Functional Responsibility: Leads the planning and building of system infrastructure. Implements, modifies, and designs systems as well as monitors the performance of the system. Assists tasks related to the development, production, and support of various IDS2 projects.

Experience/Education: Bachelors and 6 years of direct experience required.

System Engineer IV

Functional Responsibility: Ensure the stability, integrity, and efficient operation of the systems that support core organizational functions. Monitor, maintain, support, and optimize systems and associated operating systems and apply proven communication, analytical, and problem-solving skills to help identify, communicate, and resolve issues in order to maximize the benefit of the system.

Experience/Education: Bachelors and 8 years of direct experience required.

System Engineer V

Functional Responsibility: Leads and performs overall system design so it meets functional, performance and requirements then integrates with external systems. Establishes and enforces design patterns and coding standards. Oversees system verification and validation, as well as configuration management. Allocates requirements to elements within the system.

Experience/Education: Masters and 10 years of direct experience required.

System Engineer SME1

Functional Responsibility: Advise and assist the customer in providing expertise for systems to support systems and subsystems engineering, technical guidance, and support to the program offices to design, develop, manufacture, integrate, and test. Establishes and enforces design patterns and coding standards. Oversees system verification and validation, as well as configuration management. Allocates requirements to elements within the system.

Experience/Education: Bachelors and 16 years of direct experience required.

System Engineer SME2

Functional Responsibility: Advise and assist the customer in providing expertise for systems to support systems and subsystems engineering, technical guidance, and support to the program offices to design, develop, manufacture, integrate, and test. Establishes and enforces design patterns and coding standards. Oversees system verification and validation, as well as configuration management. Allocates requirements to elements within the system.

Experience/Education: Masters and 20 years of direct experience required.

System Architect I

Functional Responsibility: Under general supervision responsible for performing a variety of engineering and technical tasks in support of operations. Supports maintenance of architecture models and their lower level components. Controls information contained within architecture to assist with a range of improvement activities, particularly those involved in the design, development, enhancement and maintenance of systems.

Experience/Education: Bachelors and 0 years of direct experience required.

System Architect II

Functional Responsibility: Under general supervision responsible for performing a variety of engineering and technical tasks in support of operations. Assists with the creation, maintenance of architecture models and their lower level components. Required to interpret, use and apply information contained within architecture to assist with a range of improvement activities, particularly those involved in the design, development, enhancement and maintenance of systems.

Experience/Education: Bachelors and 4 years of direct experience required.

System Architect III

Functional Responsibility: Creates and maintains architecture models and their lower level components. Required to interpret, use and apply information contained within architecture to inform on a range of improvement activities, particularly those involved in the design, development, enhancement and maintenance of systems.

Experience/Education: Bachelors and 6 years of direct experience required.

System Architect IV

Functional Responsibility: Lead full spectrum technical support for various IDS2 (EA, Risk, Portfolio Management) programs. Lead Configuration and Data Management tasks related to the development, production, and support of various IDS2 projects. Lead a wide range of IDS2 configuration and data management tasks related to the development, production and support of projects.

Experience/Education: Bachelors and 8 years of direct experience required.

System Architect V

Functional Responsibility: Implements processes and management for various IDS2 (EA, Risk, Portfolio Management) programs. Lead Configuration and Data Management tasks related to the development, production, and support of various IDS2 projects. Lead a wide range of IDS2 configuration and data management tasks related to the development, production and support of projects.

Experience/Education: Masters and 10 years of direct experience required.

System Architect SME1

Functional Responsibility: Advise and assist the customer in providing expertise for various IDS2 (EA, Risk, Portfolio Management) programs. Lead Configuration and Data Management tasks related to the development, production, and support of various IDS2 projects. Lead a wide range of IDS2 configuration and data management tasks related to the development, production and support of projects. Oversees system verification and validation, as well as configuration management. Allocates requirements to elements within the system.

Experience/Education: Bachelors and 16 years of direct experience required.

System Architect SME2

Functional Responsibility: Advise and assist the customer in providing expertise for various IDS2 (EA, Risk, Portfolio Management) programs. Lead Configuration and Data Management tasks related to the development, production, and support of various IDS2 projects. Lead a wide range of IDS2 configuration and data management tasks related to the development, production and support of projects . Oversees system verification and validation, as well as configuration management. Allocates requirements to elements within the system.

Experience/Education: Masters and 20 years of direct experience required.

Educational/Experience Equivalency Charts

Required Education	Actual Education	Additional Years of Experience Credited
HS/GED	Associates Degree	2
HS/GED	Bachelor/Bachelor's (Technical)	4
Bachelor/Bachelor's (Technical)	Master's/ Master's (Technical)	2
Bachelor/Bachelor's (Technical)	Ph. D.	6
Master's/ Master's (Technical)	Ph. D.	4

Actual Education	Required Education	Additional Years of Experience Needed for Educational Requirements Equivalent (Full Time)
None	HS/GED	3
HS/GED	Associate's Degree	3
HS/GED	Bachelor's	6
HS/GED	Bachelor's (Technical)	No Equivalency
HS/GED	Master's/ Master's (Technical)	No Equivalency
HS/GED	Ph. D.	No Equivalency
Associate's Degree	Bachelor/Bachelor's (Technical)	3
Master's/ Master's (Technical)	Master's/ Master's (Technical)	4
Master's/ Master's (Technical)	Ph. D.	18
Master's/ Master's (Technical)	Ph. D.	16

