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 for GSA Advantage! is: www.GSAAdvantage.gov

MULTIPLE AWARD SCHEDULE

Federal Supply Group: Professional Services
FSC Class:

Contract Number: GS-10F-0038R
Contract Period: October 20, 2004 - October 19, 2024

Blue Sky Innovative Solutions, LLC
1025 Connecticut Ave., N.W.,
Suite 1000
Washington, DC 20036
Telephone: (202) 327-5415
Fax: (202) 857-9799
www.bsis-llc.com

Contract Administrator: Melissa Peterson

Blue Sky Innovative Solutions, LLC is a Small Business Administration (SBA) certified 8(a) Company, Woman-Owned Small Business (WOSB), Economically Disadvantaged Woman-Owned Small Business (EDWOSB), and Historically Underutilized Business Zone (HUBZone) Small Business.

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

Pricelist current as of Modification #PA-0040, effective July 22, 2022.

Prices Shown Herein are Net (discount deducted)
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</table>
Section I – Customer Information

1a. Table of awarded special item number(s) (SINs):
SIN 541611/RC Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
SIN OLM/RC Order-Level Materials (OLMs)

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. N/A

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 descriptions on page 3.

2. Maximum Order: $1,000,000

3. Minimum Order: $300.00

4. Geographic coverage: Worldwide

5. Points of Production: N/A

6. Discount: Government Net Prices (discounts already deducted.)

7. Quantity discounts: None

8. Prompt Payment terms: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions. Net 30 Days.

9. Foreign Items: None

10a. Time of delivery: 30 days ARO

10b. Expedited delivery: As negotiated with ordering office.

10c. Overnight and 2-day delivery: As negotiated with ordering office.

10d. Urgent Requirements: As negotiated with ordering office.

11. F.O.B. point(s): Destination
12a. Ordering Address:
Blue Sky Innovative Solutions, LLC
1025 Connecticut Ave., N.W., Suite 1000
Washington, DC 20036

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:
Blue Sky Innovative Solutions, LLC
1025 Connecticut Ave., N.W., Suite 1000
Washington, DC 20036


15. Export packing charges: Not applicable

16. Terms and conditions of rental, maintenance and repair: Not applicable

17. Terms and conditions of installation: Not applicable

18a. Terms and conditions of repair parts: Not applicable

18b. Terms and conditions for any other services: Not applicable

19. List of services and distribution points: Not applicable

20. List of participating dealers: Not applicable

21. Preventive maintenance: Not applicable

22a. Special attributes such as environmental attributes: Not applicable

22b. Section 508 Compliance: Not applicable

23. Unique Entity Identification (UEI) Number: GDZELTG6E5E5

24. Registration in System for Award Management (SAM) database: Blue Sky Innovative Solutions, LLC. maintains a current and valid registration in the SAM database.
Section II - Labor Category Descriptions

Substitutions and Equivalency Tables
Blue Sky Innovative Solutions, LLC. recognizes that successful performance depends on having personnel with the right skills and experience. These skills are acquired through a proper mix of education and professional experience. We have found that skills required to support today’s problems and tomorrow’s challenges are not always supported by the traditional formal education and work experience combination. Therefore, we have incorporated substitution allowances between equivalent education and experience in order to provide the quality of services required by the customer at the most reasonable price.

Educational Equivalence:

<table>
<thead>
<tr>
<th>Educational Level</th>
<th>Required Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>*Bachelor’s Degree</td>
<td>Associate’s degree + 4 years relevant experience</td>
</tr>
<tr>
<td>Master’s Degree</td>
<td>Bachelor’s degree + 4 years relevant experience</td>
</tr>
<tr>
<td>Doctorate</td>
<td>Master’s degree + 2 years relevant experience, or Bachelor’s degree + 4 years relevant experience</td>
</tr>
</tbody>
</table>

*Only applies to Administrative III, Analyst I, Staff Action Officer I

Administrative 1
Administrative/technical work in management environment. Personal computer literate with knowledge of email, word processing, and spreadsheet software. Uses common office equipment, e.g., facsimile (fax) machines, copiers, projectors, and PC printers. Performs administrative/technical support as directed, with continual supervision. Applies skills and knowledge in data management, document control, computer support, project control, and related areas to individual and team efforts.
Minimum Education: High School degree  Experience in Years: 1

Administrative 2
Administrative/technical work in management environment. Personal computer literate with knowledge of email, word processing, and spreadsheet software. Uses common office equipment, e.g., facsimile (fax) machines, copiers, projectors, and PC printers. Performs high quality project support. Will contact most levels of Government/client personnel. Handles confidential information. Maintains logs, records, archives and/or working files. Given minimum instruction and supervision, handles correspondence, prepares reports, arranges meetings and/or travel arrangements.
Minimum Education: High School degree  Experience in Years: 3

Administrative 3
Administrative/technical work in management environment. Personal computer literate with knowledge of email, word processing, and spreadsheet software. Uses common office equipment, e.g., facsimile (fax) machines, copiers, projectors, and PC printers. Performs high quality project support. Will contact most levels of Government/client personnel. Handles confidential information. Maintains logs, records, archives and/or working files. Given minimum instruction and supervision, handles correspondence, prepares reports, arranges meetings and/or travel arrangements. Performs quality assurance/quality control audits and develops quality assurance/quality control procedures.
Minimum Education: Bachelor’s degree  Experience in Years: 3
Analyst 1
Uses some subject-matter knowledge and judgment to complete assignments consisting of numerous steps that vary in nature and sequence. Selects from alternative methods and refers problems not solvable by adapting or interpreting substantive guides, manuals, or procedures. Typical duties include: assisting in a variety of administrative matters; maintaining a wide variety of financial or other records; verifying statistical reports for accuracy and completeness; and handling and adjusting complaints. Use a thorough knowledge of an office's work and routine to: 1) choose among widely varying methods and procedures to process complex transactions; and 2) select or devise steps necessary to complete assignments.
Minimum Education: Bachelor’s degree
Experience in Years: 2

Analyst 2
Uses some subject-matter knowledge and judgment to complete assignments consisting of numerous steps that vary in nature and sequence. Selects from alternative methods and refers problems not solvable by adapting or interpreting substantive guides, manuals, or procedures. Typical duties include: assisting in a variety of administrative matters; maintaining a wide variety of financial or other records; verifying statistical reports for accuracy and completeness; and handling and adjusting complaints. Use a thorough knowledge of an office's work and routine to: 1) choose among widely varying methods and procedures to process complex transactions; and 2) select or devise steps necessary to complete assignments.
Minimum Education: Bachelor’s degree
Experience in Years: 5

Analyst 3
Uses some subject-matter knowledge and judgment to complete assignments consisting of numerous steps that vary in nature and sequence. Selects from alternative methods and refers problems not solvable by adapting or interpreting substantive guides, manuals, or procedures. Typical duties include: assisting in a variety of administrative matters; maintaining a wide variety of financial or other records; verifying statistical reports for accuracy and completeness; and handling and adjusting complaints. Use a thorough knowledge of an office's work and routine to: 1) choose among widely varying methods and procedures to process complex transactions; and 2) select or devise steps necessary to complete assignments.
Minimum Education: Bachelor’s degree
Experience in Years: 7

Analyst 4
Uses some subject-matter knowledge and judgment to complete assignments consisting of numerous steps that vary in nature and sequence. Selects from alternative methods and refers problems not solvable by adapting or interpreting substantive guides, manuals, or procedures. Typical duties include: assisting in a variety of administrative matters; maintaining a wide variety of financial or other records; verifying statistical reports for accuracy and completeness; and handling and adjusting complaints. Use a thorough knowledge of an office's work and routine to: 1) choose among widely varying methods and procedures to process complex transactions; and 2) select or devise steps necessary to complete assignments.
Minimum Education: Master’s degree
Experience in Years: 8
**Business Process Analyst 1**
Applies process improvement and reengineering methodologies and principles to conduct process modernization projects. Responsible for effective transitioning of existing project teams and the facilitation of project teams in the accomplishment of project activities and objectives. Provides group facilitation, interviewing, training, and provides additional forms of knowledge transfer. Key coordinator between multiple project teams to ensure enterprise-wide integration of reengineering efforts.
Minimum Education: Bachelor’s degree Experience in Years: 2

**Business Process Analyst 2**
Applies process improvement and reengineering methodologies and principles to conduct process modernization projects. Responsible for effective transitioning of existing project teams and the facilitation of project teams in the accomplishment of project activities and objectives. Provides group facilitation, interviewing, training, and provides additional forms of knowledge transfer. Key coordinator between multiple project teams to ensure enterprise-wide integration of reengineering efforts.
Minimum Education: Bachelor’s degree Experience in Years: 8

**Business Process Analyst 3**
Applies process improvement and reengineering methodologies and principles to conduct process modernization projects. Responsible for effective transitioning of existing project teams and the facilitation of project teams in the accomplishment of project activities and objectives. Provides group facilitation, interviewing, training, and provides additional forms of knowledge transfer. Key coordinator between multiple project teams to ensure enterprise-wide integration of reengineering efforts.
Minimum Education: Master’s degree Experience in Years: 8

**Corporate Principal**
Provide strategic leadership and consultancy with a strong emphasis on organizational design and effectiveness, talent management, leadership development, change management, diversity, performance management, workforce planning and compensation analysis. Develop, lead and leverage the team to ensure successful delivery of programs and initiatives across the organization. Partner and leverage synergies with the broader organization, with a specific focus on driving greater alignment with Development and the Functional Support Line organizations. Lead Global Reviews of all Programs and Initiatives.
Minimum Education: Master's degree Experience in Years: 15

**Economist 1**
Analyzes system-level issues of costs and outcomes in education and the labor force. Experience and training in economics or business including specific emphasis on development economics, institutional economics, cost-benefit analysis and extensive experience applying economic analysis in program and project design or evaluations in developing countries.
Minimum Education: Bachelor’s degree Experience in Years: 2

**Economist 2**
Analyzes system-level issues of costs and outcomes in education and the labor force. Experience and training in economics or business including specific emphasis on development economics, institutional economics, cost-benefit analysis and extensive experience applying economic analysis in program and project design or evaluations in developing countries.
Minimum Education: Bachelor’s degree Experience in Years: 5
**Economist 3**
Analyze system-level issues of costs and outcomes in education and the labor force. Experience and training in economics or business including specific emphasis on development economics, institutional economics, cost-benefit analysis and extensive experience applying economic analysis in program and project design or evaluations in developing countries.
Minimum Education: Master’s degree
Experience in Years: 10

**Project Director**
Experience in leading and providing technical direction of MOBIS projects. Demonstrated ability to provide guidance and direction for multiple projects and in designing, implementing and managing MOBIS. Capability to manage multitask projects of high complexity. Provides primary interface with client management personnel regarding strategic issues. Directs the completion of projects within estimated time frames and budget constraints. Coordinates all parties to tasks, reviews work products for completeness and adherence to customer requirements. Delivers presentations and leads strategic level client meetings.
Minimum Education: Master's degree
Experience in Years: 15

**Project Manager 1**
Provides project supervision and management for major program activities. Manages and directs technical project/program personnel to ensure objectives are met with top quality and levels of performance. Manages large projects involving multifunctional tasking and substantial complexity. Plans and supervises major system life cycle support tasks/functions including requirements definition, acquisition, integration, test and evaluation, fielding/installation, and disposition.
Minimum Education: Bachelor’s degree
Experience in Years: 10

**Project Manager 2**
Provides project supervision and management for major program activities. Manages and directs technical project/program personnel to ensure objectives are met with top quality and levels of performance. Manages large projects involving multifunctional tasking and substantial complexity. Plans and supervises major system life cycle support tasks/functions including requirements definition, acquisition, integration, test and evaluation, fielding/installation, and disposition.
Minimum Education: Master's degree
Experience in Years: 10

**Project Manager 3**
Provides project supervision and management for major program activities. Manages and directs technical project/program personnel to ensure objectives are met with top quality and levels of performance. Manages large projects involving multifunctional tasking and substantial complexity. Plans and supervises major system life cycle support tasks/functions including requirements definition, acquisition, integration, test and evaluation, fielding/installation, and disposition.
Minimum Education: Master's degree
Experience in Years: 15

**Staff Action Officer 1**
Responsible for applying business improvement and reengineering principles to organizational development and process modernization projects. Responsible for assisting in transitioning existing project teams and facilitating project teams in the accomplishment of project activities and objectives. Understand the fundamental drivers of business performance. Interpret data to discern problems, identify opportunities, understand issues, and predict trends translate data into powerful displays that facilitate others' understanding. Provide group facilitation, interviewing, training, surveys, and addition forms of
knowledge transfer.
Minimum Education: Bachelor’s degree Experience in Years: 4

**Staff Action Officer 2**
Responsible for applying business improvement and reengineering principles to organizational development and process modernization projects. Responsible for assisting in transitioning existing project teams and facilitating project teams in the accomplishment of project activities and objectives. Understand the fundamental drivers of business performance. Interpret data to discern problems, identify opportunities, understand issues, and predict trends translate data into powerful displays that facilitate others' understanding. Provide group facilitation, interviewing, training, surveys, and addition forms of knowledge transfer.
Minimum Education: Bachelor’s degree Experience in Years: 6

**Subject Matter Expert (SME) 1**
Works under guidelines established by supervisor. Receives instructions on specific assignment objectives, features, possible solutions, etc. Work is reviewed for consistency and completeness. Applicable functional areas include systems engineering, network engineering, acquisition management, business process reengineering, specialty engineering (e.g., communications, systems safety, quality assurance, test and evaluation, human factors, reliability and maintainability, systems security etc.), organizational planning, financial management, acquisition logistics, configuration and data information systems, and support or program management. Performs routine assignments associated with the implementation of standard techniques, procedures and/or criteria as they apply to the technical or administrative discipline relating to the task. Using prescribed methods and information supplied, prepares draft inputs to program documentation as it relates to any of the support functions. Reviews final draft documents for conformity to requirements and completeness. Maintains management files. Tracks preparation and delivery status of data deliverables. Attends meetings, design reviews, working groups and briefings. Reports issues and problems. Performs other related duties as assigned.
Minimum Education: Bachelor’s degree Experience in Years: 3

**Subject Matter Expert (SME) 2**
Works under general guidelines established by supervisor; receives overall instructions on specific assignment objectives, features, possible solutions, etc. Assistance is furnished on unusual problems and work is reviewed for consistency and completeness. Applicable functional areas include systems engineering, network engineering, acquisition management, business process reengineering, specialty engineering (e.g., communications, systems safety, quality assurance, test and evaluation, human factors, reliability and maintainability, systems security etc.), organizational planning, financial management, acquisition logistics, configuration and data information systems, and support or program management. Performs routine assignments on a broad range of tasks associated with the implementation of standard techniques, procedures and/or criteria as they apply to the technical or administrative discipline relating to the task. Using prescribed methods and information supplied, develops draft inputs to program documentation as it relates to any of the support functions. Reviews final draft documents for conformity to requirements and completeness. Organizes and maintains management files. Tracks preparation and delivery status of required deliverables. Attends meetings, design reviews, working groups and briefings. Reports issues and problems. Recommends solutions. May direct the activities other personnel. Performs other related duties as assigned.
Minimum Education: Bachelor’s degree Experience in Years: 5
Subject Matter Expert (SME) 3
Works independently under general guidelines or objectives. Possesses advanced technical and managerial skills; fully knowledgeable and experienced in all aspects of a program or functional area. Applicable functional areas include systems engineering, network engineering, acquisition management, business process reengineering, specialty engineering (e.g., communications, systems safety, quality assurance, test and evaluation, human factors, reliability and maintainability, systems security etc.), organizational planning, financial management, acquisition logistics, configuration and data information systems, and support or program management. Manages a single systems acquisition program/project or major functional area. Fully knowledgeable of all aspects of the program or programs under his/her management. Establishes objectives and requirements. Develops budgets. Develops program/project standards and schedules. Monitors outside resources. Has experience or extensive knowledge with the processes and procedures relative to the functional area. Coordinates, reviews and supervises work of assigned staff. Reviews/oversees the preparation of all related documentation. Conducts program reviews, meetings, etc. Performs other related duties as assigned.
Minimum Education: Master’s degree Experience in Years: 6

Subject Matter Expert (SME) 4
Works independently under general guidelines or objectives. Possesses advanced technical and managerial skills; fully knowledgeable and experienced in all aspects of a program or functional area. Applicable functional areas include systems engineering, network engineering, acquisition management, business process reengineering, specialty engineering (e.g., communications, systems safety, quality assurance, test and evaluation, human factors, reliability and maintainability, systems security etc.), organizational planning, financial management, acquisition logistics, configuration and data information systems, and support or program management. Manages a single systems acquisition program/project or major functional area. Fully knowledgeable of all aspects of the program or programs under his/her management. Establishes objectives and requirements. Develops budgets. Develops program/project standards and schedules. Monitors outside resources. Has experience or extensive knowledge with the processes and procedures relative to the functional area. Coordinates, reviews and supervises work of assigned staff. Reviews/oversees the preparation of all related documentation. Conducts program reviews, meetings, etc. Performs other related duties as assigned.
Minimum Education: Master’s degree Experience in Years: 10
### Section III – GSA Rates

<table>
<thead>
<tr>
<th>SIN(s)</th>
<th>Labor Category</th>
<th>GSA Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611/RC</td>
<td>Administrative 1*</td>
<td>$40.40</td>
</tr>
<tr>
<td>541611/RC</td>
<td>Administrative 2*</td>
<td>$50.26</td>
</tr>
<tr>
<td>541611/RC</td>
<td>Administrative 3*</td>
<td>$59.03</td>
</tr>
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<td>Analyst 1</td>
<td>$74.63</td>
</tr>
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<td>Analyst 2</td>
<td>$108.22</td>
</tr>
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<td>Analyst 3</td>
<td>$117.32</td>
</tr>
<tr>
<td>541611/RC</td>
<td>Analyst 4</td>
<td>$146.19</td>
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<td>Business Process Analyst 1</td>
<td>$80.93</td>
</tr>
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<td>Business Process Analyst 2</td>
<td>$106.36</td>
</tr>
<tr>
<td>541611/RC</td>
<td>Business Process Analyst 3</td>
<td>$122.39</td>
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<td>Corporate Principal</td>
<td>$275.83</td>
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<td>Economist 1</td>
<td>$84.34</td>
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<td>Economist 2</td>
<td>$105.42</td>
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<td>Economist 3</td>
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<td>541611/RC</td>
<td>Project Director</td>
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<td>Project Manager 1</td>
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<td>Project Manager 2</td>
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<td>541611/RC</td>
<td>Project Manager 3</td>
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<td>Staff Action Officer 2</td>
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<td>Subject Matter Expert (SME) 1</td>
<td>$84.40</td>
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<td>541611/RC</td>
<td>Subject Matter Expert (SME) 2</td>
<td>$119.77</td>
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<tr>
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<td>Subject Matter Expert (SME) 3</td>
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<tr>
<td>541611/RC</td>
<td>Subject Matter Expert (SME) 4</td>
<td>$172.87</td>
</tr>
</tbody>
</table>

*SCLS Eligible Categories*
Section IV – SCLS Matrix

The Service Contract Labor Standards
The adjacent table reflects those skill categories that may be subject to the Service Contract Labor Standards (SCLS). Blue Sky Innovative Solutions, LLC keeps a constant watch on the exempt status of all of our employees. All pricing has been based upon the positions being exempt. If there are any positions and personnel who should be covered by the SCLS, appropriate action will be accomplished to ensure that all aspects of the SCLS are meet.

<table>
<thead>
<tr>
<th>SCLS Eligible Labor Category</th>
<th>SCLS Equivalent Code - Title</th>
<th>Wage Determination Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative 3</td>
<td>30463 - Technical Writer III</td>
<td>WD 15-4281 Rev 11</td>
</tr>
<tr>
<td>Administrative 2</td>
<td>30462 - Technical Writer II</td>
<td>WD 15-4281 Rev 11</td>
</tr>
<tr>
<td>Administrative 1</td>
<td>30461 - Technical Writer I</td>
<td>WD 15-4281 Rev 11</td>
</tr>
</tbody>
</table>

The Service Contract Labor Standards, formerly the Service Contract Act (SCA), apply to this contract and it includes SCLS applicable labor categories. Labor categories and fixed price services marked with a (**) in this pricelist are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS/SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e., nationwide).