



Federal Supply Service
Authorized Federal Supply Schedule Price List

GSA Multiple Award Schedule
Federal Supply Group: Professional Services
Class: R499
Contract Number: GS-10F-0042M
Period Covered by Contract: November 1, 2001 – October 31, 2021
Price List Current through Modification PS-0032, July 16, 2020

Internet Address: www.econsys.com

For more information on ordering from Federal Supply Schedules, click on the FSS button at:
<http://www.fss.gsa.gov>

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Business Size
Small

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.GSAAdvantage.gov>.

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Customer Information

1a. Table of awarded special item number(s)(SINS).

SIN	Description
541611	Consulting Services
541611RC	Consulting Services
OLM	Order Level Materials
OLMRC	Order Level Materials

1b. Identification of the lowest priced model number and lowest unit price for that model:
N/A – “Not applicable”

1c. Hourly rates: Please see our descriptions of labor categories and hourly rates beginning on page 13 of this document.

2. Maximum order: \$1,000,000.00

3. Minimum order: \$100.00

4. Geographic coverage (delivery area): Dest - CONUS, AK, HI, PR

5. Point(s) of production (city, county, and State or foreign country): Falls Church, Fairfax County, Virginia

6. Discount from list prices or statement of net price: Prices shown are NET Prices; Basic Discounts have been deducted. Prices are listed on page 13 of this document.

7. Quantity discounts: There are no quantity discounts for this contract

8. Prompt payment terms:

Net 15: 1% discount.

0% - 30 days from receipt of invoice or date of acceptance, whichever is later.

Note: Information for Ordering Offices: Prompt Payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9a. Government purchase cards are accepted at or below the micro-purchase threshold.

9b. Government purchase cards are not accepted above the micro-purchase threshold.

10. Foreign items (list items by country of origin): N/A – “Not applicable”

11a. Time of delivery: Time of delivery will be agreed upon during ordering process

11b. Expedited Delivery: N/A – “Not applicable”

11c. Overnight and 2-day delivery: N/A – “Not applicable”

11d. Urgent Requirements: For urgent delivery requirements, please contact our main point of contact listed on page 2 of this document.

12. **F.O.B. point(s):** Destination
- 13a. **Ordering address(es):** Same as Contractor Address listed on page 2 of this document
- 13b. **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.
14. **Payment address(es):** Same as Contractor Address listed on page 2 of this document
15. **Warranty provision:** N/A – “Not applicable”
16. **Export packing charges, if applicable:** N/A – “Not applicable”
17. **Terms and conditions of Government purchase card acceptance:** This Contract does not accept government purchase cards above the micro-purchase threshold
18. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A – “Not applicable”
19. **Terms and conditions of installation (if applicable):** N/A – “Not applicable”
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A – “Not applicable”
- 20a. **Terms and conditions for any other services (if applicable):** Terms and conditions are shown beginning on page 13 of this document
21. **List of service and distribution points (if applicable):** N/A – “Not applicable”
22. **List of participating dealers (if applicable):** N/A – “Not applicable”
23. **Preventive maintenance (if applicable):** N/A – “Not applicable”
- 24a. **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** N/A – “Not applicable”
- 24b. 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/.
25. **Data Universal Number System (DUNS) number:** 03-879-8468
26. **Notification regarding registration in The System for Award Management (SAM):** EconSys is currently registered in SAM
27. **Uncompensated Overtime.** At EconSys we have two categories of staff:

Professional Staff – This category includes corporate officers, managers, analysts, programmers, marketing staff, research assistants, program managers, human resource specialists, and subject matter experts. All professional staff employees are classified as exempt from the Fair Labor Standards Act (FLSA) and are not entitled to overtime

compensation.

Support Staff – This category includes administrative support functions. All support staff employees are classified as non-exempt from the Fair Labor Standards Act (FLSA) and are entitled to overtime compensation.

Accurate charging of employee time to the accounting system is of paramount importance at EconSys. It is EconSys' goal to record all time recorded on the employees' time sheets into the accounting system. All hours worked are to be recorded on timesheets. EconSys uses total time accounting.

Being that EconSys has government contracts (e.g., cost reimbursable, fixed price and time and material) as well as commercial contracts, we are required to have a job cost system within our accounting system. Direct, overhead, G&A, holiday, vacation, sick and other leave hours written on the employee timesheets for all employees are allocated to the expense accounts set up within QuickBooks. All EconSys employees are paid on an hourly/salary basis. All direct labor hours are tracked by contract within the job cost system for all hours worked. All direct labor hours are tracked by contract within the job cost system in QuickBooks. This is accomplished by coding all employee direct time indicated on his/her timesheet to job(s) in the job cost system. All hourly basis employee hours are expensed in the categories noted above by multiplying the employees' hourly rate by the hours worked from their timesheets. All hours for salaried employees are expensed in the categories noted above by dividing the employees' monthly salary by the hours worked from their time sheets to establish the effective hourly rate for that employee. The effective hourly rate are then be multiplied by the hours worked from their timesheets. Each payroll, there is a labor distribution report generated from the system which identifies all hours and dollars by job(s). This report is kept with all time sheets for that period. Billings are based upon these labor distribution reports along with the other direct cost reports.

CORPORATE OVERVIEW:

Economic Systems Incorporated (EconSys) is a management and retirement benefits consulting firm located in Falls Church, Virginia. For over 25 years, EconSys has been providing high quality analysis, information management services, and management consulting to both public and private sector organizations. We conduct studies and develop decision support software in a wide variety of strategic management areas. Much of our work has focused on supporting the efforts of senior executives or managers in their strategic decision-making, customer profiling, optimization of resource allocation and performance measurement. EconSys also has considerable expertise in the real estate decision support and retirement benefits areas. We bring clients an unbiased perspective, the cutting edge of technology, and a commitment to obtaining useful results.

SERVICES:

Management Consulting:

EconSys brings a decidedly quantitative approach to management challenges for both government and private sector organizations. The EconSys team supports strategic decision-making, planning, and program and policy evaluation. The management consultant team utilizes econometric analysis, operations research including process and project evaluation and improvement, cost-benefit analysis, software applications, and information management.

Retirement Benefits Support:

EconSys builds state-of-the-art software and provides quality services to support Federal agencies' efforts to deliver retirement services to their employees. EconSys software systems are designed to capture the latest rules and regulations on Federal retirement, facilitate user interface, provide for easy tracking of employee cases, and improve the efficiency of retirement service delivery.

Software Solutions:

EconSys places heavy corporate emphasis on the development of software tools for management which are user friendly and take advantage of the latest technological advances. These tools are designed for hands-on use by managers and analysts and in some cases are customized to meet the specific requirements of the client. Many of the software programs are computer models which have a financial focus.

Sample of Current and Former Clients:

Government Agencies:

- Department of Veterans Affairs
- Department of Housing and Urban Development
- Department of Health and Human Services
- Office of Personnel Management
- Department of Education
- Social Security Administration
- Department of Interior
- U.S. Postal Service
- U.S. House of Representatives
- U.S. General Accounting Office
- Internal Revenue Service
- Federal Deposit Insurance Corporation
- Congressional Research Service
- Department of Defense
- Central Intelligence Agency

Private Organizations:

- American Telephone and Telegraph Corporation
- Bank of America
- Citibank
- Cellular One
- Charles Schwab & Co., Inc.
- First USA Bank
- Hartford Insurance
- Liberty Greenfield
- Sears
- KPMG
- Microsoft Corporation
- Hay Management Consultants
- Quantum Corporation
- JCPenney
- The Wyatt Company
- The Conference Board

Our Multiple Award Schedule Contract offers government agencies support to improve their management and organizational effectiveness through the use of specialized consulting. The awarded Special Item Number (SIN) under this contract include:

SIN 541611 - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services: Services may include providing expert advice and assistance in support of an agency's mission-oriented business functions. Services covered by this SIN include:

- Management or strategy consulting, including research, evaluations, studies, analyses, scenarios/simulations, reports, business policy and regulation development assistance, strategy formulation, and expert witness services
- Facilitation and related decision support services
- Survey services, using a variety of methodologies, including survey planning, design, development; Survey administration; data validation and analysis; reporting, and stakeholder briefings
- Advisory and assistance services in accordance with FAR 37.203

LABOR CATEGORIES:

Position	Duties/Qualifications	Education
Senior Professional/ Project Director	<p>At least 6 years of professional experience planning, conducting and participating in short-term studies, the design, review and evaluation of management and administrative systems and the provisions of management support.</p> <p>At least some of the experience must include scheduling work to meet completion dates, estimating manpower needs, reviewing project progress and making changes in methodology where necessary.</p> <p>Capabilities of supplying technical advice and counsel to other professionals and generally operated with wide latitude for un-reviewed action.</p>	At least a master's degree or 10 years of relevant experience
Mid Professional	<p>At least 4 years of professional experience participating in short-term studies, the design, review and evaluation of management and administrative systems, and the provision of management support.</p> <p>Receive assignments associated with projects from the senior professional/project director, translating technical guidance received into usable data applicable to the particular assignment.</p>	At least a bachelor's degree or 7 years of relevant experience
Junior Professional	<p>At least 2 years of professional experience participating in short-term studies, the design, review and evaluation of management and administrative systems, and the provision of management support.</p> <p>Able to gather and correlate basic data, as well as, perform routine analyses. Work on less complicated assignments where little evaluation is required.</p>	At least a bachelor's degree or 5 years of relevant experience
Subject Matter Expert	<p>At least 10 years of professional experience in the identified field of study or specialization.</p> <p>Provides extremely high-level subject matter expertise in a particular area. Applies principles, methods, and knowledge of specific functional areas of expertise to specific requirements. Provides advice on esoteric problems which require extensive knowledge of the subject matter. Designs and prepares technical reports, studies, and related documentation, makes charts and graphs to record results, prepares and delivers presentations, training, and briefings as required by the task order.</p>	At least a master's degree or 13 years of relevant experience

Position	Duties/Qualifications	Education
Project Manager	<p>At least 3 years of experience in supervising or directly managing and coordinating projects through all phases.</p> <p>Responsible for conducting the project in a timely manner, ensuring the quality of work products, maintaining financial soundness of the project, managing interactions, and reporting progress and issues.</p>	At least a bachelor's degree or 6 years of relevant experience
Senior Functional Expert	<p>At least 3 years of experience and expertise in system design, development, and analysis.</p> <p>Direct the analysis of the requirements for information systems, as well as, direct the design of adaptations to software. Additionally, direct analyses of training, conversion, and interface requirements.</p> <p>Knowledgeable in process analysis techniques such as flowcharting, process mapping, benchmarking, and activity-based costing. May have specific expertise in business or functional areas such as financial management, accounting, procurement, maintenance management system integration, maintenance engineering analysis, maintenance management consulting, and maintenance effectiveness review procedures.</p>	At least a bachelor's degree or 6 years of relevant experience
Functional Expert	<p>At least 2 years of experience, expertise, knowledge, and insight in a particular area.</p> <p>Provide business and analytical expertise in support of the project. Has an understanding of the client's objectives and has extensive knowledge of typical core processes.</p> <p>Prepare the overall designs and detailed specifications for system components. Offer knowledge, experience, and insight in a particular area, such as facilitation.</p>	At least a bachelor's degree or 4 years of relevant experience
Application Development Team Leader	<p>At least 2 years of experience. Provide technical direction to personnel performing systems and analyses and system development tasks. Coordinate and perform logical and physical systems designs.</p> <p>Review and prepare system documents or specifications.</p> <p>Prepare reports, studies and documentation, deliver presentations, and participate in meetings.</p>	At least a bachelor's degree or 4 years of relevant experience
Senior Client/Server Developer	At least 3 years of experience. Create fully tested and operational software components. Responsible for ensuring that each part of the system is constructed to specifications and that quality is built throughout. Assemble software	At least a bachelor's degree or 5 years of

Position	Duties/Qualifications	Education
	components into a working system.	relevant experience
Senior Systems Programmer/ Developer	<p>At least 3 years of experience. Analyze programs and outlines for such factors as type and extent of information to be transferred from storage units, sorting, and format of final results. Confer with technical and analytical personnel, and design detailed programs, flow charts, and diagrams.</p> <p>Translate design into coded instructions, verify accuracy and validity of programs by preparing sample data and testing, correct program errors and modify the program as required by revising instructions. Review and/or prepare system documents and specifications.</p>	At least a bachelor's degree or 5 years of relevant experience
Systems Programmer/ Developer	<p>At least 2 years of experience. Analyze requirements and design specifications. Develop block diagrams, logic flow charts, and coding structures. Translate detailed design into computer program coded instructions.</p> <p>Test, debug and refine the computer program to produce the product required by the written specifications. Document procedures used throughout the program to allow the program to be run as a part of a system, and make changes as may be required.</p>	At least a bachelor's degree or 4 years of relevant experience
Analyst/ Programmer	At least 1 year of experience. Design, code and test software. Perform software troubleshooting and correct errors in software and operating procedures. Conduct system analysis and programming tasks. Test data, and test and debug programs, prepare documentation of programs and user procedures and assist in installing and operating system.	At least a bachelor's degree or 3 years of relevant experience
Technical Expert	<p>At least 3 years of experience. Provide expertise in application and systems software. Perform performance tuning; undertake analyses of complex hardware, software, and telecommunications issues.</p> <p>Possess a high degree of technical experience and performance. May have expertise in maintenance and engineering systems design, development, assessment, and analysis.</p>	At least a bachelor's degree or 5 years of relevant experience
Technical Specialist	<p>At least 2 years of experience. Provide expertise in application and systems software. Perform performance tuning; undertake analyses of complex hardware, software, and telecommunications issues.</p> <p>Experience in development of software and technical</p>	At least a bachelor's degree or 4 years of relevant

Position	Duties/Qualifications	Education
	operations analyses.	experience
Documentation Specialist	<p>At least 1 year of experience. Prepare and edit system documentation that incorporated information provided by the user, specialist, analyst, and programmer personnel. Write, edit and prepare reports, studies, and preparation material of technical information for both technical and non-technical audiences.</p> <p>Interpret technical documentation standards and prepare documentation according to the standards. May provide graphic support.</p>	At least a bachelor's degree or 3 years of relevant experience
Senior Business Systems Consultant	<p>At least 3 years of experience. Experience in systems analyses. Provide leadership or analytical expertise to analysts.</p> <p>Operate with substantial independence and initiative. Undertake analyses and user consultation tasks at all phases of design and implementation of an application.</p>	At least a bachelor's degree or 5 years of relevant experience
Business Systems Analyst	<p>At least 2 years of experience. Perform functional and technical analysis, assessment, and development tasks. Participate in requirements analyses, data gathering, interviews, and facilitated sessions. Provide analytical skills in design, testing, training, and implementation activities.</p>	At least a bachelor's degree or 4 years of relevant experience
Research Analyst	<p>At least 1 year of experience. Assist with data collection, analysis and collation. Research technologies, access electronic media for literature searched, prepare summations of findings and assist with data analysis and deliverable preparation. Provide support for project financial administration.</p>	At least a bachelor's degree or 3 years of relevant experience
Administrative Support	Entry Level	High school diploma

LABOR RATES:

Labor Category	Hourly Rate
Senior Professional/Project Director	\$161.80
Mid Professional	\$93.85
Junior Professional	\$64.71
Subject Matter Expert	\$310.22
Project Manager	\$103.55
Senior Functional Expert	\$129.46
Functional Expert	\$97.07
Application Development Team Leader	\$110.02
Senior Client/Server Developer	\$97.07
Senior Systems Programmer/ Developer	\$90.61
Systems Programmer/Developer	\$77.66
Analyst/Programmer	\$71.17
Technical Expert	\$84.13
Technical Specialist	\$67.31
Documentation Specialist	\$80.90
Senior Business Systems Consultant	\$97.35
Business Systems Analyst	\$71.05
Research Analyst	\$58.24
<u>Administrative Support**</u>	<u>\$45.29</u>

* Rates include .75% Industrial Funding Fee.

**Indicates SCA eligible categories. See the SCA Matrix following the price list for additional information regarding these labor categories.

INFORMATION ON SERVICE CONTRACT ACT (SCA):

SCA MATRIX		
SCA Eligible Contract Labor Category	SCA Equivalent Code - Title	WD Number
Administrative Support	01020 - Administrative Assistant	2015-4282

"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)."