

**General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Price List**

Online access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage™, a menu-driven database system.

GSA Advantage™
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Mission Oriented Business Integrated Services (MOBIS)

**Federal Supply Group: 874
SIN 874-1 and 874-1 (RC): Integrated Consulting Services
Class: R499**

**Contract Number: [GS-10F-0086R](#)
Contract Period: January 1, 2015 to December 31, 2019**

Contractor:

[APPLIED MANAGEMENT ASSOCIATES, INC.](#)

**206 Tionesta Drive
Jacksboro, TN 37757
Telephone: (423) 562-2283
Fax: (423) 562-3415
DUNS Number: 140992947**

**Primary Contact: Richard M. (Mike) McAfee, Chief Operating Officer
Email: shmcafee@comcast.net**

Business Type/Size: Woman-Owned, Small Business Concern



CUSTOMER INFORMATION

- 1a. Table of awarded special item number(s) with appropriate cross-reference to page numbers: **874-1**
- 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.
2. Maximum order: **\$1,000,000**
3. Minimum order: **\$100**
4. Geographic coverage (delivery area): **Domestic only**
5. Point(s) of production (city, county, and State or foreign country): **Same as company address**
6. Discount from list prices or statement of net price. Government net prices (discounts already deducted): **See Attachment**
7. Quantity discounts: **None Offered**
8. Prompt payment terms: **NET 30 days**
- 9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold: **Yes**
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: **Accept Over \$2,500**
10. Foreign items (list items by country of origin): **None**
- 11a. Time of delivery. (Contractor inserts number of days): **Specified on Task Order**
- 11b. 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 lists that have expedited delivery: **Contact Contractor**
- 11c. 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**
- 11d. 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 affect a faster delivery: **Contact Contractor**
12. F.O.B. point(s): **Destination**
- 13a. Ordering address: **Same as company address**
- 13b. Ordering procedures: **For supplies and services, the ordering procedures, 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 company address**
15. Warranty provision: **Contractor's Standard Commercial Warranty**
16. Export packing charges, if applicable: **N/A**
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): **Contact Contractor.**
18. Terms and conditions of rental, maintenance, and repair (if applicable): **N/A**
19. Terms and conditions of installation (if applicable): **N/A**
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): **N/A**
- 20a. Terms and conditions for any other services (if applicable): **N/A**
21. List of service and distribution points (if applicable): **N/A**
22. List of participating dealers (if applicable): **N/A**
23. Preventive maintenance (if applicable): **N/A**
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): **N/A**
- 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: **140992947**
26. Notification regarding registration in Central Contractor Registration (CCR) database: **Registered in SAM**

Federal Supply Group: 874 PRICE LIST**SIN 874-1, 874-1 (RC) Integrated Consulting Services, Class: R499****Contract Number: GS-10F-0086R****DUNS number: 140992947**

Item #	Labor Category Title	Year 1 Rates 1/01/2015 to 12/31/2015	Year 2 Rates 1/01/2016 to 12/31/2016	Year 3 Rates 1/01/2017 to 12/31/2017	Year 4 Rates 1/01/2018 to 12/31/2018	Year 5 Rates 1/01/2019 to 12/31/2019
1	Program Manager II	\$124.60	\$126.84	\$129.12	\$131.44	\$133.81
2	Program Manager I	\$99.68	\$101.47	\$103.30	\$105.16	\$107.05
3	Project Control Specialist III	\$72.19	\$73.49	\$74.81	\$76.16	\$77.53
4	Project Control Specialist II	\$68.53	\$69.76	\$71.02	\$72.30	\$73.60
5	Project Control Specialist I	\$56.07	\$57.08	\$58.11	\$59.15	\$60.22
6	Project Specialist III	\$60.77	\$61.86	\$62.97	\$64.10	\$65.25
7	Project Specialist II	\$56.70	\$57.72	\$58.76	\$59.82	\$60.90
8	Project Specialist I	\$44.69	\$45.49	\$46.31	\$47.14	\$47.99
9	Writer/Editor III	\$98.87	\$100.65	\$102.46	\$104.30	\$106.18
10	Writer/Editor II	\$67.29	\$68.50	\$69.73	\$70.99	\$72.27
11	Writer/Editor I	\$49.84	\$50.74	\$51.65	\$52.58	\$53.53
12	Administrative Specialist II	\$47.09	\$47.94	\$48.80	\$49.68	\$50.57
13	Administrative Specialist I	\$36.63	\$37.29	\$37.96	\$38.64	\$39.34
14	Instructor IV	\$149.54	\$152.23	\$154.97	\$157.76	\$160.60
15	Instructor III	\$120.47	\$122.64	\$124.85	\$127.10	\$129.39
16	Instructor II	\$91.39	\$93.04	\$94.71	\$96.41	\$98.15
17	Instructor I	\$62.31	\$63.43	\$64.57	\$65.73	\$66.91
18	Course Developer III	\$105.92	\$107.83	\$109.77	\$111.75	\$113.76
19	Course Developer II	\$90.35	\$91.98	\$93.64	\$95.33	\$97.05
20	Course Developer I	\$74.76	\$76.11	\$77.48	\$78.87	\$80.29
21	Computer-Based Training Specialist II	\$99.68	\$101.47	\$103.30	\$105.16	\$107.05
22	Computer-Based Training Specialist I	\$84.74	\$86.27	\$87.82	\$89.40	\$91.01
23	Desktop Publishing Specialist II	\$84.74	\$86.27	\$87.82	\$89.40	\$91.01
24	Desktop Publishing Specialist I	\$62.31	\$63.43	\$64.57	\$65.73	\$66.91
25	Functional Subject Matter Expert III	\$186.91	\$190.27	\$193.69	\$197.18	\$200.73
26	Functional Subject Matter Expert II	\$149.54	\$152.23	\$154.97	\$157.76	\$160.60
27	Functional Subject Matter Expert I	\$112.15	\$114.17	\$116.23	\$118.32	\$120.45
28	Specialized Consultant	\$297.93	\$303.29	\$308.75	\$314.31	\$319.97

"SCA APPLICABILITY STATEMENT:

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire MOBIS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA 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 SCA eligible labor categories. If and/or when the contractor adds SCA labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable wage determination number. Failure to do so may result in cancellation of the contract."

LABOR CATEGORY DESCRIPTIONS

LABOR CATEGORY	EDUCATION	EXPERIENCE	GENERAL DESCRIPTION
PROGRAM MANAGEMENT/ADMINISTRATION			
Program Manager II	Master's degree	10 years	Corporate level program management support. Provide guidance and insight to single or multiple projects. Experience in relevant technical area. Serve as the contractor s single contract manager, and shall be the contractor s authorized interface with the Government CO and the COTR, government management personnel, and customer agency representatives. Responsible for formulating and enforcing work standards, assigning contractor schedules, reviewing work discrepancies, supervising contractor personnel, and communicating policies, purposes, and goals of the organization to subordinates. Shall be responsible for the overall contract performance.
Program Manager I	Bachelor's degree	5 years	Manages overall program direction. Provides technical direction, interprets and communicates program goals, primary liaison with equivalent client manager. Serve as the contractor s single contract manager, and shall be the contractor s authorized interface with the Government CO, the COTR, government management personnel, and customer agency representatives. Responsible for formulating and enforcing work standards, assigning contractor schedules, reviewing work discrepancies, supervising contractor personnel, and communicating policies, purposes, and goals of the organization to subordinates. Shall be responsible for the overall contract performance.
Project Control Specialist III	Bachelor's degree	10 years	Performs evaluations and analysis of existing procedures, processes, techniques, models, systems, prepare reports and implements of solutions. Responsible for reporting assignment status to management and contracting agencies.
Project Control Specialist II	Bachelor's degree	7 years	Performs evaluations and analysis of existing procedures, processes, techniques, models, systems and may require reporting and implementation of solutions. May be responsible for reporting assignment status to management and contracting agencies
Project Control Specialist I	Bachelor's degree	5 years	Performs evaluations and analysis of existing procedures, processes, techniques, models, systems and may prepare reports and implement solutions as directed. Assists in preparing reports for management and contracting agencies.
Project Specialist III	Bachelor's degree	10 years	Applies advanced techniques to complex assignment. Has broader knowledge of principles, practices, and procedures of a particular field. Full accountability for planning, directing, organizing and coordinating assignments. Fully understands the customer's needs and how the project relates to other elements of the client's organization and to other projects. Work results, decisions and approvals impact the overall design of internal systems, programs, and/or critical aspects of the final product. Expected to contribute extensively to client relationships.
Project Specialist II	Bachelor's degree	7 years	Applies advanced techniques to complex assignment. Has broader knowledge of principles, practices, and procedures of a particular field. Full accountability for planning, directing, organizing and coordinating assignments. Fully understands the customer's needs and how the project relates to other elements of the client's organization and to other projects. Work results, decisions and approvals impact the overall design of internal systems, programs, and/or critical aspects of the final product. Expected to contribute to client relationships.
Project Specialist I	Bachelor's degree	5 years	Applies advanced techniques to complex assignment. Has broader knowledge of principles, practices, and procedures of a particular field. Full accountability for planning, directing, organizing and coordinating assignments. Fully understands the customer's needs and how the project relates to other elements of the client's organization and to other projects. Work results, decisions and approvals impact the overall design of internal systems, programs, and/or critical aspects of the final product.

Writer/Editor III	Bachelor's degree	12 years	Collects and organizes technical, management and administrative information required for preparation of various manuals, training materials, guides, proposals, and reports. Leads and performs technical and other types of writing. Responsible for providing reports to management regarding the assignments.
Writer/Editor II	Bachelor's degree	7 years	Collects and organizes technical, management and administrative information required for preparation of various manuals, training materials, guides, proposals, and reports. Leads and perform technical and other types of writing. May be required to provide reports to management regarding the assignments.
Writer/Editor I	Bachelor's degree	5 years	Collects and organizes technical, management and administrative information required for preparation of various manuals, training materials, guides, proposals, and reports. Required to perform technical and other types of writing as directed.
Administrative Specialist II	Bachelor's degree.	2 years	Performs administrative and document support duties. Conducts analysis, development, and review of administrative operating procedures. Assists in the production of management plans, technical documents, and presentation graphics. Integrates graphics. Gathers, analyzes, and arranges technical information.
Administrative Specialist I	Associate's degree	2 years	Performs administrative and document support duties. Assists in the production of management plans, technical documents, and presentation graphics. May gather and arrange technical information. Maintains files, prepares correspondence, and performs data entry functions.

TRAINING/EDUCATION

Instructor IV	Bachelor's degree	10 years	Instructs and assists other instructors in organizing, preparing, and conducting classroom training and development programs; delivers independent classroom training; assists in training analysis activities. Responsible for overall training program.
Instructor III	Bachelor's degree	7 years	Instructs and assists other instructors in organizing, preparing, and conducting classroom training and development programs; delivers independent classroom training; assists in training analysis activities. Responsible for certain aspects of training programs.
Instructor II	Bachelor's degree	5 years	Instructs and assists other instructors in organizing, preparing, and conducting classroom training and development programs; delivers independent classroom training; assists in training analysis activities.
Instructor I	Bachelor's degree	2 years	Assists other instructors in organizing, preparing, and conducting classroom training; may deliver independent classroom training and assist in training analysis activities as directed.
Course Developer III	Bachelor's degree	8 years	Designs and develops technical training programs and may deliver training. Develops programs that meet current requirements and standards. Analyzes needs across organizations and recommends needed improvements. Responsible for reporting to management and contracting agencies regarding assignments.
Course Developer II	Bachelor's degree	5 years	Designs and develops technical and general training programs and may deliver training. Develops programs that meet requirements and standards. May be responsible for reporting to management and contracting agencies regarding assignments.
Course Developer I	Bachelor's degree	3 years	Assists in Designing and developing technical and general training programs and may deliver training. As directed, develops programs that meet requirements and standards.
Computer-Based Training Specialist II	Bachelor's degree	7 years	Develops and assembles computer-based training, to include researching information, planning lesson structure, graphic layout and writing lesson text. Designs computer-based training logic using models and templates. Assists in creating courseware development guidelines, procedures, and standards. Teams with instructional designers, subject matter experts, and programmers to develop accurate and complete computer-based training products and documentation. Prepares reports for management and contracting agencies for assignments.

Computer-Based Training Specialist I	Bachelor's degree	5 years	Develops and assembles computer-based training, to include researching information, planning lesson structure, graphic layout and writing lesson text. Designs computer-based training logic using models and templates. Assists in creating courseware development guidelines, procedures, and standards. Teams with instructional designers, subject matter experts, and programmers to develop accurate and complete computer-based training products and documentation. Assists in preparing reports for management and contracting agencies for assignments.
Desktop Publishing Specialist II	Bachelor's degree	5 years	Edits, designs layout, typesets and produces documents for publication using desktop publishing and graphics software applications; primary contact to consult with users on project conceptualization and design
Desktop Publishing Specialist I	Bachelor's degree	3 years	Edits, designs layout, typesets and produces documents for publication using desktop publishing and graphics software applications; As directed, consults with users on project conceptualization and design.
TECHNICAL ASSISTANCE			
Subject Matter Expert III	Doctorate degree	10 years	Policy level consultation. Expert in specialty area. Lead technical expert in the area of specialty area. Provides high-level expertise to implement new systems and applications, and improve efficiency and productivity of existing systems. Assumes responsibility for assuring that management and technical teams work efficiently and confers with the client to ensure project cooperation.
Subject Matter Expert II	Master's degree	7 years	Policy level consultation. Expert in specialty area. Offers unique technical expertise. Provides services to implement new systems and applications, and improve efficiency and increase productivity of existing systems. Provides management and technical coordination to facilitate efficient output and confers with the client to ensure project cooperation.
Subject Matter Expert I	Master's degree	5 years	Policy level consultation. Expert in specialty area. May offer unique technical expertise. Provides consulting services to implement new systems and applications, and improve efficiency and productivity of existing systems. Acts as liaison to facilitate efficient output and confers with the client to ensure project cooperation.
Specialized Consultant	Master's degree	10 years	Consultation for special technology and policy issues to fulfill the unique requirement of highly demanding role in projects. Provides in depth, advanced and highly specialized functional technical expertise. Provides expert research, plans, analyses and findings.

Applied Management Associates, Inc. (AMA) is a woman-owned, small business, concern headquartered in Jacksboro, Tennessee.

Specializing in the energy and environmental sectors, AMA has a vast 30 year experience base in providing professional and technical management support services for workplace development and transition, workforce training, education, and outreach solutions to both commercial and government clients throughout the country. Company professionals with their unique experience and expertise work extensively with managers and executives.

AMA designs, develops and implements programs dealing with: Strategic and Operational Planning, Manpower Planning, Organizational Design and Development, Training and Education, Management Development, Technical/ Specialized Recruitment and Multi-Disciplinary Project Teams, Corporate Climate and Change, Management Systems, and Utilization of Technology. The team designs, customized customer-specific training in all training platforms such as classroom, web based, live streaming, and live satellite. AMA utilizes internationally recognized Systematic Approach to Training/Instructional Systems Design (SAT/ISD) methodologies. Staff has expertise in all phases of SAT/ISD analysis, design, development, implementation, and evaluation. These systematic approaches and processes can be applied to a wide range of assessment, analysis and evaluation tasks, in many types of environments and organizations. As business development and management advisors, the AMA team designs and implements programs resulting in job creation, diversification, and economic development. AMA principals have conducted groundbreaking work on public-private partnerships, in areas such as privatization, commercialization, and the utilization by industry of public technologies, facilities, and specialized equipment. Its principals have also authored papers, participated in national conferences, professional meetings and invited presentations to industry, academic, government groups, and organizations.

Our customers value AMA as a partner because we offer:

- ***Quality*** Products and services that meet and exceed identified performance standards;
- ***Expertise*** Staff members are experts in assessing, planning, and implementing customized programs with optimum results;
- ***Experience*** Proven experience in providing high-quality, customer-focused services, ranging from planning to operations, for government and private sector customers; and
- ***Best Value*** Proven record of performance and competitive pricing.

AMA satisfies customer requirements by providing value-added deliverables that are on time and within budget. Our dedicated team is involved in all phases of the project planning and execution, and provides expert advice, assistance, guidance, and counseling in support of agencies' mission oriented business integrated services efforts. AMA provides solutions under the Special Item Number (SIN) 874-1, 874-1 (RC) Integrated Consulting Services- assisting government agencies with performance, quality, timeliness, and efficiency within their organizations.