

Authorized Federal Supply Schedule Price List
for
Main Sail, LLC.

Contract: **Mission Oriented Business Integrated Services (MOBIS)**
Contract #: **GS-10F-0115X**

Federal Supply Group: **874**

FSC Group: **874**

Class: **R499**

Contract Period: **February 22, 2011 – February 21, 2016**

Contractor Information:

MainSail, LLC.

20820 Chagrin Blvd.

Beachwood, OH 44122-5323

Phone: 216-472-5100

FAX: 216-472-5110

Website: www.mainsailgroup.com

Contract administrator: Thelma Phillips

Email: tphillips@mainsailgroup.com

Business size under this contract: Other Than Small Business

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: GSAAdvantage.gov

For more information on ordering from Federal Supply Schedules
click on the FSS Schedules button at fss.gsa.gov.

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A. INFORMATION FOR ORDERING ACTIVITIES

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s). **874-1, 874-1RC – Integrated Consulting Services – Contractors shall provide expert advice, assistance, guidance or counseling in support of agencies’ mission oriented business functions. This may included studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts. Examples of consultation include but are not limited to: strategic, business and action planning; high performance work; process and productivity improvement; systems alignment; leadership systems; organizational assessments; cycle time; performance measures and indicators; program audits, evaluations, and customized training. 874-7, 874-7RC – Integrated Business Program Support Services: Contractors shall provide services to assist agencies in planning, initiating, managing, executing, and closing out mission-oriented business programs and projects. Services included are: Project leadership and communications with stakeholders; project planning and scheduling; earned value management support; project management, including performance monitoring and measurement; reporting and documentation associated with project/program objectives; stakeholder briefings, participation in required meetings, and related project support services; program integration services; and project close-out services. All services must be provided and performed under the supervision/management of the contractor's Project Manager or Program Manager. Orders for services under this SIN without an accompanying Program/Project Manager labor category are prohibited.**

- 1b. 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 attached descriptions**
2. Maximum order. - **\$1,000,000.00**
3. Minimum order. - **\$100.00**
4. Geographic coverage (delivery area). **Domestic and Overseas Delivery**
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. – See Attached pricing
7. Quantity discounts. – **None Offered**
8. Prompt payment terms. **0% - 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. **Will accept over \$100.00**
10. Foreign items (list items by country of origin). **None**
- 11a. Time of delivery. (Contractor insert number of days.) – **Specified on the 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 effect a faster delivery. – **Contact Contractor**
12. F.O.B. point(s). **Destination**
- 13a. Ordering address(es): **20820 Chagrin Blvd, Suite 201, Shaker Heights, OH 44122**
- 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(es). **20820 Chagrin Blvd. Suite 201, Shaker Heights, OH 44122**
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). – **Not applicable.**
19. Terms and conditions of installation (if applicable). – **Not applicable.**
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). – **Not applicable.**
- 20a. Terms and conditions for any other services (if applicable). – **Not applicable.**
21. List of service and distribution points (if applicable). – **Not applicable.**
22. List of participating dealers (if applicable). – **Not applicable.**
23. Preventive maintenance (if applicable). – **Not applicable.**
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). – **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. – **066480802**
26. Notification regarding registration in Central Contractor Registration (CCR) database. – Main Sail, LLC **has registered with the Central Contractor Registration (CCR) and ORCA**
27. Uncompensated Overtime. (Indicate if used). – Main Sail, LLC. **does not use uncompensated overtime.**

Main Sail, LLC.	
	GSA PRICING
Labor Categories	
Project Manager II	\$147.43
Project Manager I	\$136.62
Management Consultant I	\$205.67
Subject Matter Expert I	\$173.96
Functional Analyst II	\$170.61
Functional Analyst I	\$150.80

Solutions Architect I	\$181.21
Enterprise Architect I	\$170.63
Project Engineer I	\$126.90
Software Engineer II	\$126.63
Software Engineer I	\$100.40
Quality Professional Staff II	\$136.21
Quality Professional Staff I	\$103.11
Information Assurance Engineer I	\$134.47
Technical Writer I	\$85.00
Training Specialist II	\$97.73
Training Specialist I	\$102.01

Administration Specialist II	\$60.01
Administration Specialist I	\$50.11

Service Contract Act: 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 WD number. Failure to do so may result in cancellation of the contract.

Labor Category	Position Description
Project Manager II	Responsible for all aspects of the development and implementation of assigned projects and provides a single point of contact for those projects. Takes projects from original concept through final implementation. Interfaces with all areas affected by the project including end users, computer services, and client services. Defines project scope and objectives. Develops detailed work plans, schedules, project estimates, resource plans, and status reports. Conducts project meetings and is responsible for project tracking and analysis. Ensures adherence to quality standards and reviews project deliverables. Manages the integration of vendor tasks and tracks and reviews vendor deliverables. Provides technical and analytical guidance to project team. Recommends and takes action to direct the analysis and solutions of problems. Bachelor's degree and 8 years of general experience, 6 years of specific; Master's degree and 6 years of general experience, 4 years of specific.
Project Manager I	Under general direction, responsible for all aspects of the development and implementation of assigned projects and provides a single point of contact for those projects. Takes projects from original concept through final implementation. Interfaces with all areas affected by the project including end users, computer services, and client services. Defines project scope and objectives. Develops detailed work plans, schedules, project estimates, resource plans, and status reports. Conducts project meetings and is responsible for project tracking and analysis. Ensures adherence to quality standards and reviews project deliverables. Manages the integration of vendor tasks and tracks and reviews vendor deliverables. Provides technical and analytical guidance to project team. Recommends and takes action to direct the analysis and solutions of problems. Bachelor's degree and 6 years of general experience, 4 years of specific; Master's degree and 4 years of general experience, 2 years of specific.
Management Consultant I	Possess demonstrated knowledge, experience, and ability in the development of solutions, recommendations, or outcomes across multiple complex tasks and/or organizations. Evaluates option in the context of project objectives and contributes to the implementation of strategic direction. Supports project objectives through activities such as conducting interviews, gathering data, and developing recommendations in support of project objectives. Directs the activities of Management Consultants or other staff as necessary. Bachelor's degree and 12 years of general experience, 10 years of specific; Master's degree and 10 years of general experience, 8 years of specific.
Subject Matter Expert I	Under general supervision, provides strategic vision and leadership for the implementation of technology across the division, and at times the corporation. Has oversight of the infrastructure and knowledge of the processes required to produce products. Performs high level and complex advisory consulting work as the authority in the Information Systems area. Coordinates with corporate and divisional management on a regular basis to define business objectives, generate, and implement plans to meet those objectives. Coordinates with other division's staff as required, and provide regular status to top management. Bachelor's degree in computer science/systems, information systems/technology, engineering/ engineering technology, software engineering/programming, management, natural sciences, social sciences, mathematics, statistics or business/finance and 8 years related experience.

Functional Analyst II	Works independently on complex application problems involving all phases of systems analysis to provide resolutions. Provides technical direction for personnel performing analysis tasks, including the review of work products for correctness, adherence to the design concept and to user standards, and for progress in accordance with schedules. Leads or participates in strategic, tactical, and operational level planning and management studies. Leads or participates in studies and assessments. Review and analyze metrics in order to advise subject matter experts. Assist in the development, refinement, and production of new metrics. Attends meetings focused on building, analyzing and reviewing metrics in order to provide advice and recommendations. Manage a team of Functional Analysts. A Master's degree in information systems/technology, engineering/ engineering technology, mathematics, natural sciences, social sciences, medicine, business/finance, statistics, public policy administration, public health or jurisprudence and 5 years related experience. (or a Bachelor's degree in the above identified subject areas and 7 years related experience.)
Functional Analyst I	Analyzes customer/mission needs to develop performance metrics. Participates in strategic, tactical, and operational level planning and management studies. Participates in studies and assessments. Analyzes metrics and provides reports and recommendations to subject matter experts. Bachelor's degree in computer science/systems, information systems/technology, engineering/ engineering technology, software engineering/programming, management, natural sciences, social sciences, mathematics, statistics or business/finance and 10 years of progressively responsible in a related technical environment and at least 3 years related management experience are required.
Solutions Architect I	Expert in leading activities surrounding the technical design of initiatives that solve specific business needs, specializes in component-based architecture and reuse, defines and recommends initiative blueprints and validates system architectures to ensure they leverage deployment of technologies that are proven, stable, interoperable, portable, secure, and scalable. Bachelor's degree and 12 years of general experience, 10 years of specific; Master's degree and 10 years of general experience, 8 years of specific.
Enterprise Architect I	Expert in leading activities surrounding design, development, execution, and deployment of an Enterprise Architecture Program. Defines and develops baseline architecture models and identifies and recommends appropriate application of enterprise architecture to meet specific business needs. Bachelor's degree and 8 years of general experience, 6 years of specific; Master's degree and 6 years of general experience, 4 years of specific.
Project Engineer I	Under general supervision, has duties of instructing, directing, and checking the work of other project engineers. Responsible for the completion of assigned engineering projects within budgetary and scheduling guidelines. Leads a group of engineers, analysts, and/or technicians assigned for the duration of a project or may function as ongoing lead within a group of engineers associated with one or more technical areas within the telecom function (such as, but not limited to, network design, engineering, implementation, or operations/user support). Does not have formal supervisory responsibilities, although may provide input for (project) team member performance appraisals. Bachelor's degree and 8 years of general experience, 6 years of specific; Master's degree and 6 years of general experience, 4 years of specific.
Software Engineer II	Leads teams or conducts large scale multidisciplinary research and collaborates with equipment designers and/or engineers in the planning, design, development, and utilization of processing systems software. Determines user needs; advises designers on machine characteristics that affect software systems such as storage capacity, processing speed, and input/output requirements; designs and develops compilers and assemblers, utility programs, and operating systems. Bachelor's degree and 10 years of general experience, 6 years of specific; Master's degree and 6 years of general experience, 4 years of specific.

Software Engineer I	Under general supervision, conducts or participates in multidisciplinary research and collaborates with designers and/or engineers in the planning, design, development, and utilization of systems software. Determines user needs; advises designers on machine characteristics that affect software systems such as storage capacity, processing speed, and input/output requirements; designs and develops compilers and assemblers, utility programs, and operating systems. Bachelor's degree and 6 years of general experience, 4 years of specific; Master's degree and 4 years of general experience, 2 years of specific.
Quality Professional Staff II	Responsible for leading and managing comprehensive quality management program to satisfy the quality-related expectations of the customer. Ensures compliance with various international and national standardization organizations such as ISO 9001:2000, CMMI, etc. Collects, organizes and analyzes organizational project data to assess how satisfied customers are. Authors program related documentation as appropriate. Determines/evaluates Root Cause and Corrective/Preventive Action. Develops and initiates Corrective Action Plans. Verifies corrective action and implementation. Performs product quality control, peer reviews and/or audits to assess compliance with stated requirements. Ensures focus on organizational continuous improvement plans and programs. Authors QA products. Provides mentoring and training to program employees where appropriate. Bachelor's degree and 8 years of general experience, 6 years of specific; Master's degree and 6 years of general experience, 4 years of specific.
Quality Professional Staff I	Under general direction, responsible for managing comprehensive quality management program to satisfy the quality-related expectations of the customer. Ensures compliance with various international and national standardization organizations such as ISO 9001:2000, CMMI, etc. Collects, organizes and analyzes organizational project data to assess how satisfied customers are. Authors program related documentation as appropriate. Determines/evaluates Root Cause and Corrective/Preventive Action. Develops and initiates Corrective Action Plans. Verifies corrective action and implementation. Performs product quality control, peer reviews and/or audits to assess compliance with stated requirements. Ensures focus on organizational continuous improvement plans and programs. Authors QA products. Provides mentoring and training to program employees where appropriate. Bachelor's degree and 6 years of general experience, 4 years of specific; Master's degree and 4 years of general experience, 2 years of specific.
Information Assurance Engineer I	Under general supervision, develops information systems assurance programs and control guidelines, assists in resolving technical problems, priorities, and methods. Bachelor's degree and 6 years of general experience, 4 years of specific; Master's degree and 4 years of general experience, 2 years of specific.
Technical Writer I	Under general supervision, prepares and/or maintains systems, programming, and operations documentation, including user manuals. Maintains a current internal documentation library. Competent to work on most phases of documentation. Bachelor's degree and 8 years of general experience, 6 years of specific; Master's degree and 6 years of general experience, 4 years of specific.
Training Specialist II	Leads, organizes and conducts complex training and educational programs. Maintains records of training activities, employee progress, and program effectiveness. Competent to work on most phases of information systems training. Bachelor's degree and 8 years of general experience, 6 years of specific; Master's degree and 4 years of general experience, 2 years of specific.
Training Specialist I	Under general supervision, organizes and conducts training and educational programs. Maintains records of training activities, employee progress, and program effectiveness. Competent to work on most phases of information systems training. Bachelor's degree and 6 years of general experience, 4 years of specific; Master's degree and 4 years of general experience, 2 years of specific.

**Administration
Specialist II**

Under general direction, interpret and compose complex correspondences and presentations to include charts and diagrams directly supporting the Enterprise infrastructure and infostructure IT goals and projects. Apply effective networking skills to carry out job responsibilities. Gather pertinent information from a variety of sources to perform duties. Resolve administrative issues/problems that arise and recommend process improvements. Ensure timely completion of multiple, simultaneous, independent events and projects of moderate complexity. Coordinate multiple work projects and other responsibilities (i.e. Training/ status reporting, etc.). Some duties may be considered special assignments particular to either the department or manager. Prepare reports and correspondence from information gathered to support the entire effort. Interprets and applies standard policies and procedures to respond to complex inquiries, to resolve issues. Must have at least 6 years of experience creating, maintaining, and updating documents, briefs, reports, and correspondence. Bachelor's degree or equivalent experience.

**Administration
Specialist I**

Under immediate supervision, interpret and compose complex correspondences and presentations to include charts and diagrams directly supporting the Enterprise infrastructure and infostructure IT goals and projects. Apply effective networking skills to carry out job responsibilities. Gather pertinent information from a variety of sources to perform duties. Resolve administrative issues/problems that arise and recommend process improvements. Ensure timely completion of multiple, simultaneous, independent events and projects of moderate complexity. Coordinate multiple work projects and other responsibilities (i.e. Training/ status reporting, etc.). Some duties may be considered special assignments particular to either the department or manager. Prepare reports and correspondence from information gathered to support the entire effort. Interprets and applies standard policies and procedures to respond to complex inquiries, to resolve issues. Must have at least 4 years of experience creating, maintaining, and updating documents, briefs, reports, and correspondence. Associates degree or equivalent experience.

Degree

Experience Equivalence

Associates

4 years of relevant experience

Bachelors

Associate degree + 4 years relevant experience, or 8 years of relevant experience/ Other Equivalence - Professional certification

Masters

Bachelors + 4 years relevant experience, or Associated + 8 years relevant experience, 16 years of relevant experience / Other Equivalence - Professional license

* Successful completion of higher education which has not yet resulted in a degree may be counted as 1 for 1 year's of experience for each year of college completed.