



**U.S. General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Price List**

PROFESSIONAL SERVICES SCHEDULE (PSS)

**Contract No. GS-10F-0125T
Contract Period: 02/05/2007 to 02/04/2017**

**Price List Effective August 19, 2015
Business Size: large**



CUSTOMER INFORMATION

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

SIN 874-1/1RC: Integrated Consulting Services.

Contractors shall provide 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, and development; survey administration; data validation and analysis; reporting, and stakeholder briefings; and Advisory and assistance services in accordance with FAR 37.203

SIN 874-6/6RC: Acquisition Management Support.

Contractors shall provide support to agencies in conducting federal acquisition management activities, as follows: Acquisition planning assistance; developing acquisition documents, including quality assurance surveillance plans, statements of work, synopses, and solicitations; expert assistance in evaluating proposals; contract administration services; and competitive sourcing support, including OMB Circular A-76 studies, strategic sourcing studies, privatization studies, public-private partnerships, and Federal Activities Inventory Reform (FAIR) Act studies.

SIN 874-7/7RC: Integrated Business Program Support Services.

Contractors shall provide services to assist agencies in managing their mission-oriented business projects or programs and achieving mission performance goals. Services covered by this SIN include: All phases of program or project management, from planning to closeout; and Operational/administrative business support services in order to carry out program objectives

Administrative support services are authorized under this SIN; however, they must be provided in conjunction with other professional business services covered under this Schedule and must be performed under the supervision of the contractor's Project or Program Manager. Personal services as defined in FAR are prohibited under PSS.

1b. Pricelist: See Price List.

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 Labor Category Section.



2. **Maximum order.** \$1,000,000.00
3. **Minimum order.** \$100.00
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.** Contact XLA.
10. **Foreign items (list items by country of origin).** None
- 11a. **Time of delivery.** Specified on the task order.
- 11b. **Expedited Delivery.** Contact XLA.
- 11c. **Overnight and 2-day delivery.** Contact XLA.
- 11d. **Urgent Requirements.** Contact XLA to expedite urgent requirements.
12. **F.O.B. point(s).** Destination
- 13a. **Ordering address(es).**

XL Associates Inc. (XLA)
8614 Westwood Center Drive, Suite 700
Vienna, VA 22182
Phone: (703) 848-0400
Fax: (703) 848-2077
- 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)

XL Associates Inc. (XLA)
8614 Westwood Center Drive, Suite 700
Vienna, VA 22182

15. Warranty provision. XLA'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 XLA.

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/pr 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/](http://www.Section508.gov/).

25. Data Universal Numbering System (DUNS) number. 608717450

26. Notification regarding registration in System for Award Management (SAM) database. XLA is registered in SAM.

27. Uncompensated Overtime. (Indicate if used). N/A

28. Point of Contact.

Kelly Christian
Director, Contracts & Pricing
contracts@xla.com



LABOR CATEGORIES

Senior Management Consultant

Minimum/General Experience: Ten (10) years experience providing comprehensive business and management solutions. Must have strong writing and communications skills and the ability to interface with senior and executive management. Relevant experience may include, but is not limited to, acquisition support, business process analysis, application of PMBOK project management knowledge areas, functional or subject matter knowledge, proposal development, report preparation, auditing and contract administration. Master's degree is equivalent to two (2) years experience.

Functional Responsibility: Leads teams to develop business and management solutions. Develops documentation, white papers and proposals to communicate developed solutions. Prepares project schedules and develops project processes. May perform other duties as assigned.

Minimum Education/Training/Certifications/Clearances: Bachelor's Degree or other equivalent degree program (or an additional two (2) years general management experience and/or a Project Management Professional (PMP) Certification). Requires ability to obtain a SECRET clearance.

Graphics/Documentation Specialist

Minimum/General Experience: Requires five (5) years experience. Relevant experience includes, but is not limited to, writing and editing project documentation and business processes. Documentation skills include use of graphics software.

Functional Responsibility: Duties may include writing and editing documents, manuals and training course materials. In addition, may include developing graphical representations of business processes.

Minimum Education/Training/Certifications/Clearances: Bachelor's Degree or other equivalent degree program (or an additional four (4) years related experience). Requires ability to obtain a SECRET clearance.

Management Consultant

Minimum/General Experience: Requires ten (10) years experience managing large-scale projects, contracts, funds, and resources. This individual must have specialized experience in facilitation, training, methodology development and evaluation, process re-engineering across all phases, identifying best practices, change management, business management techniques, organizational development, activity and data modeling, or information system development methods and practices. Applies process improvement and re-engineering methodologies and principles to conduct process modernization projects. Duties include activity and data modeling, developing modern business methods, identifying best practices, and creating and assessing performance measurements. Provides group facilitation, interviewing, and training, and provides additional forms of knowledge transfer.



Functional Responsibility: Duties may include contract management, large-scale project management, and working with the customer to determine program requirements.

Minimum Education/Training/Certifications/Clearances: Bachelor's Degree or other equivalent degree program (or an additional two (2) years general management experience and/or a Project Management Professional (PMP) Certification). Requires ability to obtain a SECRET clearance.

Enterprise Architect

Minimum/General Experience: Fifteen (15) years of directly related experience designing and implementing business enterprises. Must understand process interactions, entity relationships, market dynamics, and entrepreneurial approaches required for successful enterprise development. Must be familiar with recognized Enterprise Architecture models, e.g., DODAF, FEAF.

Functional Responsibility: Develop, manage, and execute project management plans. Duties may include performing or leading architecture analysis and design, system development, defining systems and data architectures, providing technical direction, analyzing alternative designs, integration, and migration. Develop project-specific architecture products, i.e. impact assessments, blueprints, simulation, and performance measures.

Minimum Education/Training/Certifications/Clearances: Master's Degree or other equivalent degree program (or an additional two (2) years specialized experience). Requires ability to obtain a SECRET clearance. Certification in Enterprise Architecture (or an additional two (2) years general management experience).

Expert Consultant

Minimum/General Experience: Requires fifteen (15) years experience in field of expertise (management, acquisition, etc.).

Functional Responsibility: Duties may include providing expert services and leadership in field of expertise. Serves as a senior advisor/analyst to customer's executive management team in a variety of capacities. Provides advice and expertise in competitive sourcing, outsourcing methods, value chain analysis, strategic planning, process improvement methods, change enablement and management, site-selection, and consolidation of operations. May serve as the project lead for either a contract or task. May serve as the primary customer point of contact for an activity.

Minimum Education/Training/Certifications/Clearances: Master's Degree or other equivalent degree program (or an additional two (2) years specialized experience). Requires ability to obtain a SECRET clearance.

Project Management Analyst

Minimum/General Experience: Requires eight (8) years experience managing large-scale projects, contracts, funds, and resources. This individual must have specialized experience in



facilitation, training, methodology development and evaluation, process re-engineering across all phases, identifying best practices, change management, business management techniques, organizational development, activity and data modeling, or information system development methods and practices. Applies process improvement and re-engineering methodologies and principles to conduct process modernization projects. Duties include activity and data modeling, developing modern business methods, identifying best practices, and creating and assessing performance measurements. Provides group facilitation, interviewing, and training, and provides additional forms of knowledge transfer.

Functional Responsibility: Duties may include contract management, large-scale project management, and working with the customer to determine program requirements.

Minimum Education/Training/Certifications/Clearances: Bachelor's Degree or other equivalent degree program (or an additional two (2) years general management experience and/or a Project Management Professional (PMP) Certification). Requires ability to obtain a SECRET clearance.

Senior Financial Analyst

Minimum/General Experience: Ten (10) years relevant experience. Relevant experience may include, but is not limited to strategic, business and action planning for the cost and schedule performance of programs.

Functional Responsibility: Support and analyze program schedule and performance data to integrate programs, maximize efficiency, and improve processes. Develop performance metrics and program baselines for process and productivity improvement and project performance monitoring. Support programs and projects by performing analyses of program management and support costs. Analyses include: Cost/Benefit Analysis, Total Ownership Costs Analysis, Life Cycle Cost Estimates, Earned Value and Activity Based Costing Analysis. Prepares documents to meet capital planning and investment control review requirements established by the Office of Management and Budget, including Circular A-11.

Minimum Education/Training/Certification/Clearances: Bachelor's Degree or other equivalent degree program (or an additional four (4) years related experience). Requires ability to obtain a SECRET clearance.

Financial Analyst

Minimum/General Experience: Eight (8) years relevant experience. Relevant experience may include, but is not limited to strategic, business and action planning for the cost and schedule performance of programs.

Functional Responsibility: Support and analyze program schedule and performance data to integrate programs, maximize efficiency, and improve processes. Develop performance metrics and program baselines for process and productivity improvement and project performance monitoring. Support programs and projects by performing analyses of program management and support costs. Analyses include: Cost/Benefit Analysis, Total Ownership Costs Analysis, Life



Cycle Cost Estimates, Earned Value and Activity Based Costing Analysis. Prepares documents to meet capital planning and investment control review requirements established by the Office of Management and Budget, including Circular A-11.

Minimum Education/Training/Certification/Clearances: Bachelor's Degree or other equivalent degree program (or an additional four (4) years related experience). Requires ability to obtain a SECRET clearance.

Junior Financial Analyst

Minimum/General Experience: Two (2) years relevant experience. Relevant experience may include, but is not limited to strategic, business and action planning for the cost and schedule performance of programs.

Functional Responsibility: Support and analyze program schedule and performance data to integrate programs, maximize efficiency, and improve processes. Develop performance metrics and program baselines for process and productivity improvement and project performance monitoring. Support programs and projects by performing analyses of program management and support costs. Analyses include: Cost/Benefit Analysis, Total Ownership Costs Analysis, Life Cycle Cost Estimates, Earned Value and Activity Based Costing Analysis. Prepares documents to meet capital planning and investment control review requirements established by the Office of Management and Budget, including Circular A-11.

Minimum Education/Training/Certification/Clearances: Twenty-four (24) credit hours in accounting and/or budgeting from an accredited two (2) year or four (4) year college or university. Requires ability to obtain a SECRET clearance.

Senior Technical Writer/Editor

Minimum/General Experience: Six (6) years relevant experience. Relevant experience may include, but is not limited to program support to review and edit highly complex written and graphic technical and/or legal materials, including system configuration, technical documentation, studies, reports, closing documents and presentation graphics.

Functional Responsibility: Ensures compliance with standards of style and format, good usage of English, and overall structure and organization of material. Maintain electronic data systems, compose letters/communications and advertising orders. Ensure legal guidelines are adhered to when applicable. Compose and maintain status documentation.

Minimum Education/Training/Certification/Clearances: Bachelor's Degree or other equivalent degree program (or an additional four (4) years related experience). Requires ability to obtain a SECRET clearance.

Technical Writer/Editor

Minimum/General Experience: Four (4) years relevant experience. Relevant experience may include, but is not limited to program support to review and edit highly complex written and



graphic technical and/or legal materials, including system configuration, technical documentation, studies, reports, closing documents and presentation graphics.

Functional Responsibility: Ensures compliance with standards of style and format, good usage of English, and overall structure and organization of material. Maintain electronic data systems, compose letters/communications and advertising orders. Ensure legal guidelines are adhered to when applicable. Compose and maintain status documentation.

Minimum Education/Training/Certification/Clearances: Bachelor's Degree or other equivalent degree program (or an additional four (4) years related experience). Requires ability to obtain a SECRET clearance.

Business Process Consultant (Senior Archivist/Records Manager)

Minimum/General Experience: Eight (8) years relevant experience. Relevant experience may include, but is not limited to analyzing, making strategic recommendations, and implementing policies and procedures.

Functional Responsibility: Provide guidance and develop policies to comply with regulations and directives such as those outlined in Federal Enterprise Architecture (FEA) Records Management Profile: Electronic Records Management and Recordkeeping Requirements Checklists. Develop and maintain program management plan and support development of related documents. Develops or coordinates responses to management audits and assessments. Requires understanding of organization's business systems and industry requirements. Creates process change by integrating new process with existing ones and communicating these changes to stakeholders. Recommends and facilitates quality improvement efforts.

Minimum Education/Training/Certification/Clearances: Bachelor's Degree or other equivalent degree program (or an additional four (4) years related experience). Requires ability to obtain a SECRET clearance.

Business Process Consultant (Archivist/Records Manager)

Minimum/General Experience: Four (4) years relevant experience. Relevant experience may include, but is not limited to analyzing, making strategic recommendations, and implementing policies and procedures.

Functional Responsibility: Provide guidance and develop policies to comply with regulations and directives such as those outlined in Federal Enterprise Architecture (FEA) Records Management Profile: Electronic Records Management and Recordkeeping Requirements Checklists. Develop and maintain program management plan and support development of related documents. Develops or coordinates responses to management audits and assessments. Requires understanding of organization's business systems and industry requirements. Creates process change by integrating new process with existing ones and communicating these changes to stakeholders. Recommends and facilitates quality improvement efforts.



Minimum Education/Training/Certification/Clearances: Bachelor’s Degree or other equivalent degree program (or an additional four (4) years related experience). Requires ability to obtain a SECRET clearance.

Subject Matter Expert – 4

Minimum/General Experience: Fifteen (15) years experience in a subject relevant to a particular program or project.

Functional Responsibility: Serve as technical, functional, and/or management expert in areas relevant to a particular program or project. Provide studies, audits, reports, guidance, training, analysis, evaluations, and research on the functional procedures/processes/policies of relevant area. Provide strategic, business and action planning. Interfaces with Government management personnel and functional proponents.

Minimum Education/Training/Certification/Clearances: Master’s Degree or other equivalent degree program (or an additional two (2) years specialized experience). Requires ability to obtain a SECRET clearance.

Subject Matter Expert – 3

Minimum/General Experience: Fifteen (15) years experience in a subject relevant to a particular program or project.

Functional Responsibility: Serve as technical, functional, and/or management expert in areas relevant to a particular program or project. Provide studies, audits, reports, guidance, training, analysis, evaluations and research on the functional procedures/processes/policies of relevant area. Provide strategic, business and action planning. Interfaces with Government management personnel and functional proponents.

Minimum Education/Training/Certification/Clearances: Bachelor’s Degree or other equivalent degree program (or an additional six (6) years subject matter manager experience). Requires ability to obtain a SECRET clearance.

Subject Matter Expert – 2

Minimum/General Experience: Twelve (12) years experience in a subject relevant to a particular program or project.

Functional Responsibility: Serve as technical, functional, and/or management expert in areas relevant to a particular project. Provide studies, audits, reports, guidance, training, analysis, evaluations and research on the functional procedures/processes/policies of relevant area. Provide strategic, business and action planning. Interfaces with Government management personnel and functional proponents.

Minimum Education/Training/Certification/Clearances: Bachelor’s Degree or other equivalent degree program (or an additional four (4) years subject matter manager experience). Requires ability to obtain a SECRET clearance.



Subject Matter Expert – 1

Minimum/General Experience: Ten (10) years experience in a subject relevant to a particular program or project.

Functional Responsibility: Serve as technical, functional, and/or management expert in areas relevant to a particular project. Provide studies, audits, reports, guidance, training, analysis, evaluations and research on the functional procedures/processes/policies of relevant area. Provide strategic, business and action planning. Interfaces with Government management personnel and functional proponents.

Minimum Education/Training/Certification/Clearances: Bachelor's Degree or other equivalent degree program (or an additional four (4) years subject matter manager experience). Requires ability to obtain a SECRET clearance.

Senior Analyst

Minimum/General Experience: Eight (8) years progressive experience within the general functional area. Applicable functional areas include systems engineering, acquisition management, business process reengineering, test and evaluation, human factors, reliability and maintainability, systems security, organizational planning, financial management, acquisition logistics, configuration and data information systems, and support or program management.

Functional Responsibilities: Performs routine assignment 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 data deliverables. Attends meetings, design reviews, working groups and briefings; reports issues and problems; recommends solutions. 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.

Minimum Education: Bachelor's Degree or other equivalent degree program (or an additional four (4) years functional area experience). Requires ability to obtain a SECRET clearance.

Analyst

Minimum/General Experience: Six (6) years progressive experience within the general functional area. Applicable functional areas include systems engineering, acquisition management, business process reengineering, test and evaluation, human factors, reliability and maintainability, systems security, organizational planning, financial management, acquisition logistics, configuration and data information systems, and support or program management.

Functional Responsibilities: Performs routine assignment 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 data deliverables. Attends meetings, design reviews, working groups and briefings; reports issues and problems; recommends solutions. 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.

Minimum Education: Bachelor's Degree or other equivalent degree program (or an additional four (4) years functional area experience). Requires ability to obtain a SECRET clearance.

Junior Management Consultant

Minimum/General Experience: Four (4) years relevant experience. Relevant experience may include, but is not limited to, automated office procedures, acquisition support, business process analysis, application of PMBOK project management knowledge areas, functional or subject matter knowledge, proposal development, report preparation, knowledge of database management, contractor/government relations on, and auditing and contract administration. Master's degree is equivalent to two (2) years experience.

Functional Responsibility: Develop business and management solutions. Develops documentation, white papers and proposals to communicate developed solutions. Prepares project schedules and develops project processes. May perform other duties as assigned.

Minimum Education/Training/Certifications/Clearances: Bachelor's Degree or other equivalent degree program (or an additional two (2) years general management experience and/or a Project Management Professional (PMP) Certification). Requires ability to obtain a SECRET clearance.

Executive Assistant

Minimum/General Experience: Two (2) years relevant experience. Relevant experience may include coordinating and performing technical and office administrative duties.

Functional Responsibility: Assist program and project managers in accomplishing goals. Provide program/project-wide organizational and administrative support. Working with minimal supervision, provide support for the accomplishment of project/program objectives. May include maintaining and monitoring executive performance schedules, providing meeting support, and making travel arrangements.

Minimum Education/Training/Certification/Clearances: Associate's Degree (or an additional two (2) years administrative experience). Requires ability to obtain a SECRET clearance.



Task Manager

Minimum/General Experience: Eight (8) years relevant experience. Relevant experience may include, but is not limited to program direction through completion of tasks within estimated timeframes and budget constraints.

Functional Responsibility: Organizes, directs, and coordinates planning and execution of all program/technical support activities. Monitors and controls the expenditure of funds and labor hours on the overall contract. Responsible for program status, including: identification of problems, issues, and strategies for resolution. Does strategic long-range and short-range planning; backup and security planning and implementation; hardware/software evaluation and selection, etc. Provides resolutions and implements improvements. Assigns schedules, reviews work quality, and communicates policies, purposes, and goals

Minimum Education/Training/Certification/Clearances: Bachelor's Degree or other equivalent degree program (or an additional four (4) years related experience). Requires ability to obtain a SECRET clearance.

Program Support Specialist

Minimum/General Experience: Four (4) years relevant experience providing program and data management support to program(s) of like size or scope.

Functional Responsibility: Establish and maintain action item databases; track action items; prepare and deliver progress reports and other documents in support of program(s); prepare and monitor delivery schedules; support preparation for, attend and record minutes and actions items for meetings; assist in scheduling and preparation of program(s) activities.

Minimum Education/Training/Certification/Clearances: Associate's Degree (or an additional two (2) years related experience). Requires ability to obtain a SECRET clearance.

Project Data Analyst - 3

Minimum/General Experience: Requires four (4) years experience. Relevant experience includes, but is not limited to, efficient data entry and ability to prepare and deliver reports and other documents in support of project(s).

Functional Responsibility: Duties may include data input, preparing letters, files, forms, and other required documents practically error-free and within time constraints; communicate with appropriate personnel to obtain necessary information; provide administrative, legal, and technical support; ability to train junior staff; ability to coordinate and direct the activities of others; responsible for subordinates' work efforts including: identification of problems, issues, and strategies for resolution.

Minimum Education/Training/Certification/Clearances: High School Diploma or other equivalent degree program. Requires ability to obtain a SECRET clearance.



Project Data Analyst - 2

Minimum/General Experience: Require three (3) years experience. Relevant experience includes, but is not limited to, efficient data entry and ability to prepare and deliver reports and other documents in support of project(s).

Functional Responsibility: Duties may include data input, preparing letters, files, forms, and other required documents practically error-free and within time constraints; communicate with appropriate personnel to obtain necessary information; provide administrative, legal, and technical support; ability to train junior staff.

Minimum Education/Training/Certification/Clearances: High School Diploma or other equivalent degree program. Requires ability to obtain a SECRET clearance.

Project Data Analyst - 1

Minimum/General Experience: Requires two (2) years experience. Relevant experience includes, but is not limited to, efficient data entry and ability to prepare and deliver reports and other documents in support of project(s).

Functional Responsibility: Duties may include data input, preparing letters, files, forms, and other required documents; communicate with appropriate personnel to obtain necessary information; provide administrative, legal, and technical support.

Minimum Education/Training/Certification/Clearances: High School Diploma or other equivalent degree program. Requires ability to obtain a SECRET clearance.

Specialist

Minimum/General Experience: Requires two (2) years specialized experience. Relevant experience includes, but is not limited to, conducting research and the use of various financial instruments.

Functional Responsibility: Duties may include the ability to read and analyze financial reports and documents; provide administrative, legal, and technical support.

Minimum Education/Training/Certification/Clearances: High School Diploma or other equivalent degree program. Requires ability to obtain a SECRET clearance.

Management Technician

Minimum/General Experience: Requires one (1) year of relevant experience providing logistics, inventory, property management, and/or communication support. Must possess knowledge of analytical techniques, and experience in gathering data for tracking purposes.

Functional Responsibility: Duties may include analysis of complex problems, support of inventory and property management, development of logistics processes to ensure accuracy of information. Interact with management and other personnel to ensure open communication to rely updated information.



Minimum Education/Training/Certification/Clearances: High School Diploma or other equivalent degree program. Requires ability to obtain a SECRET clearance.

Team Leader

Minimum/General Experience: Requires four (4) years of experience. Relevant experience includes, but is not limited to, knowledge of basic investigative techniques and laws.

Functional Responsibility: Duties may include the ability to direct multiple tasks and projects; plan, control, direct, and coordinate the work of subordinates; provide administrative, legal, and technical support.

Minimum Education/Training/Certification/Clearances: Bachelor's Degree or other equivalent degree program (or an additional two (2) years of specialized experience). Requires ability to obtain a SECRET clearance.

Senior Technical Manager

Minimum/General Experience: Requires six (6) years of progressive management experience of technical projects and/or tasks. Relevant experience includes, but is not limited to, experience in managing large-scale projects, contracts, funds, and resources.

Functional Responsibilities: Duties may include task order management, project management, and working with the customer to determine project requirements. Also may include managing technical areas of projects and serving as the focal point for questions about projects.

Minimum Education/Training/Certification/Clearances: Bachelor's Degree or other equivalent degree program (or an additional two (2) years functional area experience). Requires ability to obtain a SECRET clearance.



PRICE LIST

Labor Category	Hourly Rate
Senior Management Consultant	\$129.38
Graphics/Documentation Specialist	\$56.93
Management Consultant	\$103.49
Enterprise Architect	\$139.73
Expert Consultant	\$148.00
Project Management Analyst	\$90.04
Senior Financial Analyst	\$109.31
Financial Analyst	\$71.00
Junior Financial Analyst	\$45.64
Senior Technical Writer/Editor	\$90.60
Technical Writer/Editor	\$70.43
Business Process Consultant (Senior Archivist/ Records Manager)	\$86.21
Business Process Consultant (Archivist/ Records Manager)	\$52.74
Subject Matter Expert – 4	\$196.37
Subject Matter Expert – 3	\$172.42
Subject Matter Expert – 2	\$152.15
Subject Matter Expert – 1	\$124.03
Senior Analyst	\$86.27
Analyst	\$75.34
Junior Management Consultant	\$66.73
Executive Assistant	\$50.41
Task Manager	\$100.76
Program Support Specialist	\$61.46
Project Data Analyst – 3	\$56.09
Project Data Analyst – 2	\$47.16
Project Data Analyst – 1	\$43.87
Specialist	\$39.43
Management Technician	\$44.92
Team Lead	\$67.70
Senior Technical Manager	\$76.81



The Service Contract Act (SCA) is applicable to this contract. The following labor categories are applicable to the SCA; the others are exempt.

SCA MATRIX		
SCA Eligible Contract Labor Category	SCA Equivalent Code - Title	WD Number
Management Technician	0113 – General Clerk III	05-2103
Project Data Analyst	0111 – General Clerk I	05-2103

The Service Contract Act (SCA) is applicable to this contract and includes SCA applicable labor categories. The prices for the indicated SCA labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the matrix. The prices offered are based on the preponderance of where work is performed and should work be performed in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.

Prices for the SCA labor categories meet or exceed those in Wage Determination Number 2005-2103, Revision 12, dated June 13, 2012. XLA understands that the escalation for the SCA labor categories will be governed only by one method: escalation based on clause 52.222-43, Fair Labor Standards Act and Service Contract Act – Price Adjustment (Multiple Year and Option Contracts).

Experience versus Education

The criteria for experience substituted for education are as follow:

- High school diploma and one (1) year of experience beyond the minimal experience requirement is equivalent to an Associate’s degree.
- High school diploma and four (4) years of experience beyond the minimal experience requirement is equivalent to a Bachelor’s degree.
- Bachelor’s degree and two (2) years of experience beyond the minimal experience requirement is equivalent to Master’s degree.

First Example: A requirement for an Associate’s degree and two years of experience could be satisfied by a high school diploma and three years of experience.

Second Example: A requirement for a Master’s degree and six years of experience could be satisfied by a Bachelor’s degree and eight years of experience.

Third Example: A requirement for a Master’s degree and six years of experience could be satisfied by twelve years of experience.



The criteria for education substituted for experience is as follows:

- Bachelor's degree is equivalent to four (4) years of experience.
- Master's degree is equivalent to two (2) years of experience.

First Example: A requirement for four years (or less) of experience and no degree could be satisfied by a Bachelor's degree.

Second Example: A requirement for a Bachelor's degree and six years of experience could be satisfied by a Master's degree and four years of experience.