GENERAL SERVICES ADMINISTRATION (GSA) FEDERAL SUPPLY SERVICE (FSS) AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

MULTIPLE AWARD SCHEDULE (MAS)
Federal Supply Group: Professional Services

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: GSAA Advantage.gov.

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

CONTRACT NUMBER: GS-10F-0132V

CONTRACT PERIOD: April 2, 2019 – April 1, 2024

Submitted by: Java Productions, Inc.
2270 Kraft Dr., STE 1850
Blacksburg VA 24060
Phone: 540-443-9240
Fax: 540-301-6418
Internet Address: http://www.jpidev.com
Business Size: Other than Small Business

PRICE LIST: Current as of Modification #PA-0054, effective May 18, 2020.
1A. TABLE OF AWARDED SPECIAL ITEM NUMBER(S):

<table>
<thead>
<tr>
<th>MAS SIN(s)</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
</tr>
<tr>
<td>OLM</td>
<td>Order-Level Materials (OLMs)</td>
</tr>
</tbody>
</table>

1B. IDENTIFICATION OF THE LOWEST PRICED MODEL NUMBER AND LOWEST UNIT PRICE FOR THAT MODEL FOR EACH SIN AWARDED IN THE CONTRACT: See Page 4, Authorized Pricelist.

1C. DESCRIPTIONS OF ALL CORRESPONDING COMMERCIAL JOB TITLES WITH EXPERIENCE, FUNCTIONAL RESPONSIBILITY AND EDUCATION: See Page 5, GSA Labor Category Descriptions.

2. MAXIMUM ORDER: $1,000,000.00

3. MINIMUM ORDER: $100.00

4. GEOGRAPHIC COVERAGE: Worldwide

5. POINT OF PRODUCTION: Not applicable

6. DISCOUNT FROM LIST PRICES: Government Net Prices are shown on the attached Pricelist. Negotiated discount has been applied and the Industrial Finding Fee (FEE) has been added.

7. QUANTITY DISCOUNT(S): Contractor provides negotiated discounts as shown in the below table:

<table>
<thead>
<tr>
<th>ORDER AMOUNT RANGES</th>
<th>QUANTITY DISCOUNT PERCENTAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>$250,000 - $749,999.99</td>
<td>Additional 1%</td>
</tr>
<tr>
<td>$750,000 - $999,999.99</td>
<td>Additional 2%</td>
</tr>
<tr>
<td>$1,000,000.00 or greater</td>
<td>Additional 3%</td>
</tr>
</tbody>
</table>

8. PROMPT PAYMENT TERMS*: 0% Net 30 days
   *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 ABOVE THE MICRO-PURCHASE THRESHOLD.

9B. GOVERNMENT PURCHASE CARDS ARE ACCEPTED ABOVE THE MICRO-PURCHASE THRESHOLD: Contact Contractor for limit.

10. FOREIGN ITEMS: None

11A. TIME OF DELIVERY: The Contractor shall deliver to destination as agreed to between the Ordering Activity and the Contractor.

11B. EXPEDITED DELIVERY: As negotiated between Contractor and the Ordering Activity.

11C. OVERNIGHT/TWO (2)-DAY DELIVERY: As negotiated between Contractor and the Ordering Activity.

11D. URGENT REQUIREMENTS: When the Federal Supply Schedule (FSS) contract delivery period does not meet the urgent delivery requirements of an Ordering Activity, Ordering Activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated
delivery. The Contractor shall reply to the inquiry within three (3) workdays after receipt (Telephonic replies shall be confirmed by the Contractor in writing). If the Contractor offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

12. **F.O.B. POINT(s):** Destination

13A. **ORDERING ADDRESS:** Please utilize the information listed below to obtain technical and/or ordering assistance concerning Ordering Activities.

<table>
<thead>
<tr>
<th>ORDERING AND PAYMENT ADDRESS:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Java Productions, Inc. (dba JPI)</td>
</tr>
<tr>
<td>2270 Kraft Drive, Suite 1850</td>
</tr>
<tr>
<td>Blacksburg, VA 24060</td>
</tr>
<tr>
<td><strong>Ordering:</strong> <a href="mailto:contracts@jpidev.com">contracts@jpidev.com</a></td>
</tr>
<tr>
<td><strong>Payment:</strong> <a href="mailto:accounting@jpidev.com">accounting@jpidev.com</a></td>
</tr>
<tr>
<td><strong>Ordering Phone Number:</strong> 540-443-9240</td>
</tr>
</tbody>
</table>

13B. **ORDERING PROCEDURES:** For guidance regarding supplies and services and ordering procedures, as well as information on Blanket Purchase Agreements (BPAs), Ordering Activities may reference Federal Acquisition Regulation (FAR) 8.405-3.

14. **PAYMENT ADDRESS:** Same as Ordering Address.

15. **WARRANTY PROVISIONS:** Not Applicable

16. **EXPORT PACKING CHARGES:** Not Applicable

17. **TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:** Contact Contractor for terms and conditions of Government Purchase Card acceptance.

18. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR:** Not Applicable

19. **TERMS AND CONDITIONS OF INSTALLATION:** Not Applicable

20. **TERMS AND CONDITIONS OF REPAIR PARTS:** Not Applicable

20A. **TERMS AND CONDITIONS FOR ANY OTHER SERVICES:** Not Applicable

21. **LIST OF SERVICE AND DISTRIBUTION POINTS:** Not Applicable

22. **LIST OF PARTICIPATING DEALERS:** Not Applicable

23. **PREVENTIVE MAINTENANCE:** Not Applicable

24A. **ENVIRONMENTAL ATTRIBUTES, E.G., RECYCLED CONTENT, ENERGY EFFICIENCY, AND/OR REDUCED POLLUTANTS:** Not Applicable

24B. **SECTION 508:** Contact Contractor for compliance information. The EIT standards can be found at: http://www.section508.gov

25. **DATA Universal numbering system (DUNS) NUMBER:** 143692858

26. **Notification regarding registration in system for Award Management (SAM) database:** Contractor holds current and accurate registration in the SAM Database. Furthermore, Contractor’s CAGE Code is 3RPK7.
## IT Schedule Pricelist for SIN 541611

<table>
<thead>
<tr>
<th>Labor Category Name</th>
<th>GSA Price*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expert / Strategic Consultant 5</td>
<td>$215.03</td>
</tr>
<tr>
<td>Functional Analyst 1</td>
<td>$188.45</td>
</tr>
<tr>
<td>Program Manager</td>
<td>$168.15</td>
</tr>
<tr>
<td>Management Consultant</td>
<td>$148.78</td>
</tr>
<tr>
<td>Senior Consultant</td>
<td>$142.41</td>
</tr>
<tr>
<td>Senior Functional Management Consultant 1</td>
<td>$141.05</td>
</tr>
<tr>
<td>Strategic Consultant 3</td>
<td>$131.42</td>
</tr>
<tr>
<td>Consultant 3</td>
<td>$127.85</td>
</tr>
<tr>
<td>Consultant 2</td>
<td>$123.64</td>
</tr>
<tr>
<td>Consultant 1</td>
<td>$119.93</td>
</tr>
<tr>
<td>Expert Consultant 2</td>
<td>$119.30</td>
</tr>
<tr>
<td>Project Manager</td>
<td>$108.32</td>
</tr>
<tr>
<td>Creative Consultant 4</td>
<td>$101.78</td>
</tr>
<tr>
<td>Writer / Editor 3</td>
<td>$97.86</td>
</tr>
<tr>
<td>Creative Designer 2</td>
<td>$79.12</td>
</tr>
<tr>
<td>Assistant Project Manager</td>
<td>$73.26</td>
</tr>
<tr>
<td>Project Analyst 2</td>
<td>$55.52</td>
</tr>
</tbody>
</table>

*Price offered, inclusive of IFF*
JPI recognizes that successful performance is dependent on having the right people with specialized skills and experience to complete the requirements. As such, each JPI Labor Category is defined according to the requirements for **Minimum General Experience, Job Descriptions & Functional Responsibilities**, and **Minimum Education**. All JPI-awarded Labor Categories are also subject to the below Education and Experience Substitution / Equivalencies guidance:

- **Substitution of Experience for Minimum Education**: Additional experience in excess of the minimum requirement may be substituted for education as follows –
  - Two (2) years of work experience may be substituted for an Associate’s Degree;
  - Four (4) years of work experience may be substituted for a Bachelor’s Degree;
  - Six (6) years of work experience may be substituted for a Master’s Degree;

- **Substitution of Education for Minimum Experience**: Additional education in excess of the minimum requirement may be substituted for experience as follows –
  - Associate’s Degree may be substituted for two (2) years of work experience;
  - Bachelor’s Degree may be substituted for four (4) years of work experience;
  - Master’s Degree may be substituted for six (6) years of work experience;
  - PhD may be substituted for eight (8) years of work experience.

**Minimum General Experience**: This position requires a minimum of fifteen (15) years of experience (in a related field or area). Must be familiar with a variety of concepts, practices, and procedures.

**Job Description & Functional Responsibilities**: Provides expert-level domain and functional consulting, analysis, and methodological and design support to complex projects under GSA Multiple Award Schedule (MAS)-related contracts. Has extensive knowledge in an area of specialization that is necessary for effective implementation of the specialized project area.

**Minimum Education Requirement**: Master’s Degree

**Expert / Strategic Consultant 5**

**Minimum General Experience**: This position requires a minimum of fifteen (15) years of experience (in a related field or area). Must be familiar with a variety of concepts, practices, and procedures.

**Job Description & Functional Responsibilities**: Provides expert-level domain and functional consulting, analysis, and methodological and design support to complex projects under GSA Multiple Award Schedule (MAS)-related contracts. Has extensive knowledge in an area of specialization that is necessary for effective implementation of the specialized project area.

**Minimum Education Requirement**: Master’s Degree

**Functional Analyst 1**

**Minimum General Experience**: This position requires a minimum of seven (7) years of experience, of which at least six (6) years must be specialized in the particular discipline called for in the work. Specialized experience must be in the desired work stream (e.g., large-scale program management, governance development, strategic planning, continuous process improvement). Must demonstrate the ability to work independently or under only general direction.

**Job Description & Functional Responsibilities**: Works directly with client or client teams on large-scale projects in a subject matter expert capacity. Works within a specialized area as defined by the task order and skills of the functional analyst. Usually works with a large support staff and provides daily supervision and direction to a team to carry out functional work. Performs functional allocation to identify required tasks and their interrelationships.

**Minimum Education Requirement**: Bachelor’s Degree

**Program Manager**

**Minimum General Experience**: This position requires a combination of ten (10) years of Information Technology (IT)-related experience, including three (3) years of experience in management/supervisory capacity, plus three (3) years of experience in the functional area of the project to be managed.

**Job Description & Functional Responsibilities**: Coordinates and monitors the scheduling, pricing, and technical performance of programs. Responsibilities also include aiding in the negotiation of contracts,
contractual changes, coordinating preparations of proposals, plans, specifications, and financial conditions of contracts. Develops master plans and schedules, formulates solutions to address program problems, and directs work of resources assigned to program from various projects. Acts as the primary point of contact (POC) for the customer and oversees all work and takes corrective action as necessary to ensure projects are completed on time and within budget. May serve as Project Technical Lead.

**Minimum Education Requirement:** Bachelor’s Degree

**Management Consultant**

**Minimum General Experience:** This position requires ten (10) years of experience (in a related field or area), including progressive senior-level management and / or organizational experience.

**Job Description & Functional Responsibilities:** Responsible for the management and performance of major contract programs requiring multidiscipline services and interorganizational cooperation of departments. Manages and directs all phases of a program from inception to completion to assure all technical, schedule, delivery, and cost requirements are met. Communicates with customer to resolve technical and contractual issues. Oversees the development of design concepts and test criteria. Reviews program schedules and potential impacts. Directs proposal preparation, management plans, budgets, and schedules for program. Directs the integration of a program management team, reviews progress and evaluates results.

**Minimum Education Requirement:** Bachelor’s Degree

**Senior Consultant**

**Minimum General Experience:** This position requires seven (7) years of experience in the field or in a related area. Must be familiar with a variety of concepts, practices, and procedures.

**Job Description & Functional Responsibilities:** Responsible for the management and performance of large contract programs requiring multidiscipline services. Manages and directs phases of program from inception to completion to assure all technical, schedule, delivery, and cost requirements are met. Communicates with customer to resolve technical and contractual issues. Oversees the development of design concepts and test criteria. Assists client in achieving all stated objectives and for ensuring quality and accuracy of deliverables.

**Minimum Education Requirement:** Bachelor’s Degree

**Senior Functional Management Consultant 1**

**Minimum General Experience:** This position requires a minimum of five (5) years of experience in business consulting, process improvement, strategy, financial management, or a related field.

**Job Description & Functional Responsibilities:** Provides specialized experience in process analysis and redesign, financial management, performance measurement and management, strategy, risk management, organization design/workforce planning or a related functional business field. Contributes to research and design activities. Advises on methodology and team structure while coordinating analyses with other project personnel. Applies technical and analytical approaches to address client issues related to process assessment, strategy and change management for process improvement, organization transformation, and / or other related areas.

**Minimum Education Requirement:** Bachelor’s Degree

**Strategic Consultant 3**

**Minimum General Experience:** This position requires seven (7) years of experience in the field or related area. Must be familiar with a variety of concepts, practices, and procedures.

**Job Description & Functional Responsibilities:** Responsible for the design, development, and
technical execution of GSA MAS-related projects. Applies sophisticated strategic or management systems analysis methods to define and develop solutions to complex strategic communications or management issues. Responsible for determining project objectives and selecting or performing / overseeing conceptual and methodological design for the GSA MAS-related project execution. Conducts or directs the most technical aspects of the project. Provides direction to members of the project team.

**Minimum Education Requirement:** Bachelor’s Degree

**Consultant 3**

**Minimum General Experience:** This position requires nine (9) years of experience in the field or in a related area. Must be familiar with a variety of concepts, practices, and procedures.

**Job Description & Functional Responsibilities:** Provides high level facilitation and/or program management and process improvement support services. Provides leadership in the definition of program specifications. Responsible for meeting project schedule and performance objectives. Implements operational mission, and conducts requirements and information analysis, as well as cost-benefit analysis. Assists client in achieving all stated objectives and for ensuring quality and accuracy of deliverables. Coordinates the work efforts of multiple projects surrounding a common program objective to ensure timely problem resolution and total customer satisfaction. May report to Senior Consultant and manage Junior Consultants.

**Minimum Education Requirement:** Bachelor’s Degree

**Consultant 2**

**Minimum General Experience:** This position requires seven (7) years of experience in the field or in a related area. Must be familiar with a variety of concepts, practices, and procedures.

**Job Description & Functional Responsibilities:** Recognized authority across multiple areas of expertise. Provides leadership at a high technical and programmatic level for teams to accomplish customer sponsored projects, including new program development. Leadership comprises problem definition, identification of avenues of approach, identification of applicable resources, and execution of tasks within the project.

**Minimum Education Requirement:** Bachelor’s Degree

**Consultant 1**

**Minimum General Experience:** This position requires five (5) years of experience in the field or in a related area. Must be familiar with a variety of concepts, practices, and procedures.

**Job Description & Functional Responsibilities:** Provides facilitation and program management support services. Assists in meeting project schedule and performance objectives as defined by program manager and / or senior consultant. Prepares status reports for upper management review. Tracks project staffing, budget, prioritization, and other personnel matters.

**Minimum Education Requirement:** Bachelor’s Degree

**Expert Consultant 2**

**Minimum General Experience:** This position requires six (6) years of experience in the field or in a related area. Must be familiar with a variety of concepts, practices, and procedures.

**Job Description & Functional Responsibilities:** Provides expert-level domain and functional consulting, analysis, and methodological and design support to complex GSA MAS-related projects. Has extensive experience in an area of specialization that is necessary for effective implementation of the specialized project area.

**Minimum Education Requirement:** Bachelor’s Degree
<table>
<thead>
<tr>
<th>Position</th>
<th>Minimum General Experience</th>
<th>Job Description &amp; Functional Responsibilities</th>
<th>Minimum Education Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Manager</td>
<td>8 years of progressive experience managing and delivering complex projects.</td>
<td>Manages and coordinates the implementation of program objectives throughout all phases of a system’s or program’s life cycle. Directs the staff to ensure conformance with work requirements associated with accounting, resource allocations, internal management controls, business process improvements, performance measurements, contract deliverables, and all other requirements of the customer’s statement of work. Coordinates the work efforts of multiple projects surrounding a common program objective to ensure timely problem resolution, realization of economies of scale, and total customer satisfaction. Reviews deliverables for quality, completeness, and adherence to design concepts and user requirements.</td>
<td>Bachelor’s Degree</td>
</tr>
<tr>
<td>Creative Consultant 4</td>
<td>8 years of experience in the field or in a related area. Must be familiar with a variety of concepts, practices, and procedures.</td>
<td>Provides expert independent services and leadership in specialized technical areas in support of the GSA MAS-related projects. Collaborates with consultants and project management personnel in the development of solutions to be utilized in conjunction with strategic communication of change management services. Provides advice on state-of-the-art solutions for business improvement. Estimates project time and costs.</td>
<td>Bachelor’s Degree</td>
</tr>
<tr>
<td>Writer / Editor 3</td>
<td>4 years of experience in the field or in a related area. Must be familiar with a variety of concepts, practices, and procedures.</td>
<td>Develops, writes, and edits materials for manuals, reports, studies, customization of training materials, and other types of documentation for varied audiences. Develops high-visibility, multi-faceted documents. Uses guidelines such as program objectives and identified audience needs, researches, writes, edits, and designs a variety of technical and promotional / project specific materials. Researches appropriate subject-matter literature and proof reads copies of regulation / guideline manuals for accuracy of interpretation and grammar.</td>
<td>Bachelor’s Degree</td>
</tr>
<tr>
<td>Creative Designer 2</td>
<td>4 years of experience in the field or in a related area. Must be familiar with a variety of concepts, practices, and procedures.</td>
<td>Determines the look and feel of the entire web site or other media. Creates original graphics and icons. Implements web design parameters, style guides, and visual standards. Establishes and produces graphic material for use in advertising and promotion of online services and other products.</td>
<td>Bachelor’s Degree</td>
</tr>
<tr>
<td>Project Manager Assistant</td>
<td>4 years of experience assisting a Project/Program Manager in the management of a contract, project, or task. Also requires knowledge of and experience using specialized financial and project tracking software systems, in addition to</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Commercial Off-the-Shelf (COTS) office automation software packages.

**Job Description & Functional Responsibilities:** Provides management assistance in project coordination and execution. Assists the Project / Program manager with project schedules, deadlines, budgets, resource assignments, and monitors progress of project. Prepares status reports for upper management to review. Tracks data and provides updates on items such as project staffing, budget, prioritization, and other personnel matters.

**Minimum Education Requirement:** Associate’s Degree

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**Project Analyst 2**

**Minimum General Experience:** No minimum requirements for experience.

**Job Description & Functional Responsibilities:** Assists with setting up and maintaining the project management infrastructure including, but not limited to, management and reporting, contractual tracking and reporting, status reporting, human resources and quality management processes, and other related project management activities. May prepare status reports, update project plans, and prepare client billings.

**Minimum Education Requirement:** High School Diploma or equivalent (i.e., General Educational Development [GED])
The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCLS eligible labor categories. If and/or when JPI adds SCLS labor categories / employees to the contract through the modification process, JPI must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. JPI understands that the failure to do so may result in cancellation of the contract.