



John H. Northrop & Associates, Inc.

Technical Consulting Services

GENERAL SERVICES ADMINISTRATION
Federal Supply Service
Authorized Federal Supply Schedule Price List

On-line 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. The INTERNET address for GSA Advantage!™ is: <http://www.GSAAdvantage.gov>.

Multiple Award Schedule

Contract Number: GS-10F-0168T

Contract Period: 27 February 2017 – 26 February 2022

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

JHNA, Inc. Contract Administrator:

John Northrop	(703) 725-1241	John.Northrop@jhna.com
Ian Northrop	(703) 946-7429	Ian.Northrop@jhna.com
Ted Finn	(814) 823-3648	Ted.finn@jhna.com
Business Address	11602 Lawter Lane	
	Clifton, VA 20124	
Visit us online at:	http://www.jhna.com	

Business Size: Service-Disabled, Veteran-Owned Small Business (SDVOSB)

Table of Contents

SPECIAL NOTICE TO AGENCIES	3
CUSTOMER INFORMATION	4
JHNA Labor Categories & Pricing	6
JHNA Description of Labor Categories	7

SPECIAL NOTICE TO AGENCIES:

Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micropurchase threshold, FAR 8.404 requires agencies to consider the catalogs/price lists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage!TM on-line shopping service (www.fss.gsa.gov). The catalogs/pricelists, GSA Advantage!TM and the Federal Supply Service Home Page (www.fss.gsa.gov) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and Service Disabled, Veteran Owned, Small Businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micropurchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

CUSTOMER INFORMATION

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to item descriptions and awarded price(s):

SIN	Recovery	SIN Description
541330ENG	541330ENGRC	Engineering Services
541715	541715RC	Engineering Research and Development and Strategic
541420	541420RC	Engineering System Design and Integration Services
541380	541380RC	Testing Laboratory Services
OLM	OLMRC	Order Level Materials

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. N/A

1c. A description of all commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services are provided in this pricelist.

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

3. Minimum Order: \$100.00

4. Geographic Coverage (delivery Area): Domestic and Overseas

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).

7. Quantity discounts: None Offered

8. Prompt payment terms: Net 30 days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions

9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold: Yes

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Will accept

10. Foreign items (list items by country of origin): None

11a. Time of Delivery: Specified on the Task Order

11b. Expedited Delivery: Items available for expedited delivery are noted in this price list. Contact Contractor

11c. Overnight and 2-day delivery: Contact Contractor

11d. Urgent Requirements: Contact Contractor

12. F.O.B Points(s): Destination

- 13a. Ordering Address(es): Same as Contractor
- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3
- 14. Payment address(es): Same as 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. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: N/A
- 24b. Section 508 compliance information: N/A
- 25. Data Universal Numbering System (DUNS) number: 030084573
- 26. Notification regarding registration in System for Award Management (SAM) database: SAM Registration Current and Complete

JHNA LABOR CATEGORY RATES

The following Labor Categories are available for all SINS.

The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

Labor Category	GSA Hourly Rate
Analyst I	\$ 69.07
Analyst II	\$ 78.48
Analyst III (Formerly Junior Associate)	\$ 93.71
Analyst IV (Formerly Associate)	\$ 115.76
Analyst V (Formerly Senior Associate)	\$ 159.26
Engineer/Scientist I	\$ 95.97
Engineer/Scientist II	\$ 108.04
Engineer/Scientist III	\$ 120.64
Engineer/Scientist IV (Formerly Engineer)	\$ 138.95
Engineer/Scientist V	\$ 175.68
Engineer/Scientist VI	\$ 206.43
Software Engineer/Architect I	\$ 82.62
Software Engineer/Architect II	\$ 135.01
Software Engineer/Architect III	\$ 150.13
Software Engineer/Architect IV	\$ 173.60
Software Engineer/Architect V	\$ 199.04
Program Manager I	\$ 130.83
Program Manager II	\$ 152.39
Program Manager III (Formerly Executive Director)	\$ 177.44
Project Administrator	\$ 46.86
Project Officer	\$ 65.00
Subject Matter Expert (SME)	\$ 248.13

JHNA DESCRIPTION OF LABOR CATEGORIES

Labor Category	Functional Responsibilities	Minimum Education	Minimum Years of Experience
Analyst I	Provides analytical and technical support to projects. Gathers, researches, and analyzes resources required for task execution and completion. May develop models to analyze operational data; assist with testing and/or development of new systems or updates to existing systems to meet customer needs; draft and/or update project documentation including system procedures, presentations, and training materials.	Bachelors	0
Analyst II	Provides analytical and technical support to projects. Gathers, researches, and analyzes resources required for task execution and completion. May develop models to analyze operational data; assist with testing and/or development of new systems or updates to existing systems to meet customer needs; write and/or update project documentation including system procedures, presentations, and training materials. Recommends solutions. May identify and recommend emergent relevant technologies that may result in improvements to current processes/systems.	Bachelors	3
Analyst III (Formerly Junior Associate)	Position that is expected to participate and contribute to client task delivery and expected to work independently or within a small team. May be involved in project delivery, project management, or other administrative tasks as needed. Demonstrated ability to manage projects and programs effectively. Strategic Thinker. An ability to problem solve, and to think creatively and resourcefully to resolve project (and data) issues and problems. Demonstrated attention to detail, well organized, and strong interpersonal skills to establish and maintain constructive and collaborative relationships with the organization and the client. Possesses Exceptional Microsoft office skills, including PowerPoint, Word, and Excel. Has strong technical writing capability. Can respond to specific guidance and create visual presentations and written documents or spread sheets of Microsoft Office Suite of programs. Plans, schedules, and applies appropriate techniques to communicate design concepts to the Owner/Client and project team. Understands the project(s) scope, and plans and develops concepts and approaches appropriate to the construction budget and the disciplines in carrying out the project work. Provide thought leadership and process improvement for the project development lifecycle process. Works closely with senior staff for the organization and for the Client Team Leader and Project Manager in determining and delivering the design solution(s) for the project. Preferred degree in math, science and engineering or information management.	Bachelors	8
Analyst IV (Formerly Associate)	Position of responsibility that is expected to contribute significant independent thought. Contributes in the accomplishment of a major contractual deliverable. Provides advice and counsel to clients, and oversight and accountability for delivery success and client satisfaction. Provides market development and delivery leadership for the organization and the client. Proficiency in developing channel and client relationships. Strong oral and written communication skills. Strong presentation skills. Has an advanced technical writing capability. Contributes to business capture and proposal development for the organization and the client. Excellent interpersonal and communication skills, problem solving and analytical ability, strong judgment and project management skills. Preferred degree in a technical field and experience in progressive consulting.	Bachelors	10

Labor Category	Functional Responsibilities	Minimum Education	Minimum Years of Experience
Analyst V (Formerly Senior Associate)	Position of responsibility that is expected to supervise associates in the accomplishment of a major contractual deliverable. Significantly contributes to proposal development and business capture. Manages a multi-person project and prepare and review product deliverables. Ability to perform detailed analysis and independent thought. Has excelled at associate attributes. Responsible for highly complex technical/engineering tasks. Preferred degree in a technical field requiring analytical capabilities and at least five years in the area of expertise.	Masters	18
Engineer/Scientist I	Supports engineering efforts that provide engineering, technical, and managerial direction for problem definition, analysis, requirement development, and implementation for complex systems in the engineering discipline required to meet technical requirements.	Bachelor of Science	0
Engineer/Scientist II	Supports engineering efforts that provide engineering, technical, and managerial direction for problem definition, analysis, requirement development, and implementation for complex systems in the engineering discipline required to meet technical requirements. Supports analysis and implementation of hardware and software systems requirements or researches, summarizes and evaluates engineering data and prepares engineering and test reports for customer review. Compiles materials for customer briefings and proposal presentations.	Bachelor of Science	5
Engineer/Scientist III	Performs engineering efforts that provide engineering, technical, and managerial direction for problem definition, analysis, requirement development, and implementation for systems in the engineering discipline required to meet technical requirements. Participates in efforts that develop recommendations and advice on system development, improvements, optimization, or support efforts. Supports analysis and implementation of hardware and software systems requirements or researches, summarizes and evaluates engineering data and prepares engineering and test reports for customer review. Interacts with customer representatives concerning the status of assigned tasks. Administers and coordinates tasks for assigned project work activities. Arranges periodic management meetings for staff and customer representatives. Compiles materials for customer briefings and proposal presentations.	Bachelor of Science	10
Engineer/Scientist IV (Formerly Engineer)	Performs engineering efforts that provide engineering, technical, and managerial direction for problem definition, analysis, requirement development, and implementation for complex systems in the engineering discipline required to meet technical requirements. Participates in efforts that develop recommendations and advice on system development, improvements, optimization, or support efforts. Supports analysis and implementation of hardware and software systems requirements or researches, summarizes and evaluates engineering data and prepares engineering and test reports for customer review. Interacts with customer representatives concerning the status of assigned tasks. Administers and coordinates tasks for assigned project work activities. Arranges periodic management meetings for staff and customer representatives. Compiles materials for customer briefings and proposal presentations. May evaluate proposal pricing, prepare funding packages and participate in marketing activities. May assign tasks to other professional and technical staff as part of a work team. May estimate manpower needs and scheduling requirements for assigned activities. General experience with approximately five years in an engineering discipline such as systems, industrial, civil, aviation, aerospace, electrical, mechanical, nuclear, chemical, information, computer, software, marine, environmental, telecommunications, information security, network, or other engineering disciplines.	Bachelor of Science	12

Labor Category	Functional Responsibilities	Minimum Education	Minimum Years of Experience
Engineer/Scientist V	<p>Performs engineering efforts that provide engineering, technical, and managerial direction for problem definition, analysis, requirement development, and implementation for complex systems in the engineering discipline required to meet technical requirements. Participates in efforts that develop recommendations and advice on system development, improvements, optimization, or support efforts.</p> <p>Supports analysis and implementation of hardware and software systems requirements or researches, summarizes and evaluates engineering data and prepares engineering and test reports for customer review. Interacts with customer representatives concerning the status of assigned tasks. Administers and coordinates tasks for assigned project work activities. Arranges periodic management meetings for staff and customer representatives. Compiles materials for customer briefings and proposal presentations. May evaluate proposal pricing, prepare funding packages and participate in marketing activities. May assign tasks to other professional and technical staff as part of a work team. May estimate manpower needs and scheduling requirements for assigned activities.</p>	Bachelor of Science	15
Engineer/Scientist VI	<p>Performs engineering efforts that provide engineering, technical, and managerial direction for problem definition, analysis, requirement development, and implementation for complex systems in the engineering discipline required to meet technical requirements. Participates in efforts that develop recommendations and advice on system development, improvements, optimization, or support efforts.</p> <p>Supports analysis and implementation of hardware and software systems requirements or researches, summarizes and evaluates engineering data and prepares engineering and test reports for customer review. Interacts with customer representatives concerning the status of assigned tasks. Administers and coordinates tasks for assigned project work activities. Arranges periodic management meetings for staff and customer representatives. Compiles materials for customer briefings and proposal presentations. May evaluate proposal pricing, prepare funding packages and participate in marketing activities. May assign tasks to other professional and technical staff as part of a work team. May estimate manpower needs and scheduling requirements for assigned activities.</p>	Bachelor of Science	20
Software Engineer/Architect I	<p>Assists with the design of software, development of product specifications, and determination of technical standards, including software coding standards, tools, and platforms. Collaborates with other professionals to determine functional and non-functional requirements for software or applications, using tools and methodologies to create representations for functions and user interface of desired product. Assists with the documentation of workflow and coding standards.</p>	Bachelors or equivalent certification(s)	0
Software Engineer/Architect II	<p>Designs software, develops product specifications, and determines technical standards, including software coding standards, tools, and platforms. Collaborates with other professionals to determine functional and non-functional requirements for software or applications, using tools and methodologies to create representations for functions and user interface of desired product. Defines all aspects of development including appropriate technology and workflow and coding standards.</p>	Bachelors or equivalent certification(s)	5

Labor Category	Functional Responsibilities	Minimum Education	Minimum Years of Experience
Software Engineer/Architect III	<p>Designs software, develops product specifications, and determines technical standards, including software coding standards, tools, and platforms. Collaborates with other professionals to determine functional and non-functional requirements for software or applications, using tools and methodologies to create representations for functions and user interface of desired product. Defines all aspects of development including appropriate technology and workflow and coding standards. Interacts with customer representatives concerning the status of assigned tasks.</p>	Bachelors or equivalent certification(s)	10
Software Engineer/Architect IV	<p>Designs software, develops product specifications, and determines technical standards, including software coding standards, tools, and platforms. Collaborates with other professionals to determine functional and non-functional requirements for software or applications, using tools and methodologies to create representations for functions and user interface of desired product. Defines all aspects of development including appropriate technology and workflow and coding standards. Coaches and provides technical guidance to junior level personnel. Communicates concepts and guidelines to the development team; oversees the progress of development team to ensure consistency with the initial design; and ensures the software meets all quality, security, extensibility, and modifiability, approving the final product before release. Interacts with customer representatives concerning the status of assigned tasks.</p>	Bachelors or equivalent certification(s)	12
Software Engineer/Architect V	<p>Designs software, develops product specifications, and determines technical standards, including software coding standards, tools, and platforms. Collaborates with other professionals to determine functional and non-functional requirements for software or applications, using tools and methodologies to create representations for functions and user interface of desired product. Defines all aspects of development including appropriate technology and workflow and coding standards. Coaches and provides technical guidance to junior level personnel. Communicates concepts and guidelines to the development team; oversees the progress of development team to ensure consistency with the initial design; and ensures the software meets all quality, security, extensibility, and modifiability, approving the final product before release. Interacts with customer representatives concerning the status of assigned tasks.</p>	Bachelors or equivalent certification(s)	15
Program Manager I	<p>Manages a task from conception to completion. Manage teams of consultants or staff. May provide expertise on technical areas. As required, plans required research, design evaluation, technical development, system integration planning and other tasks in specific technical areas. Coordinates and guides the activities of technical staff assigned to specific tasks. May perform other duties as required.</p>	Bachelors	15
Program Manager II	<p>Manages a project/program of work, provides expertise on technical areas, and manage teams of consultants or staff. Supervises and guides a team of technical staff/engineers. Plans required research, design evaluation, technical development, system integration planning and other tasks in specific technical areas. Coordinates and guides the activities of technical staff assigned to specific tasks. May perform other duties as required.</p>	Bachelors	18

Labor Category	Functional Responsibilities	Minimum Education	Minimum Years of Experience
<p>Program Manager III (Formerly Executive Director)</p>	<p>Oversees the clients' most significant projects and able to manage a program of work conception to implementation, provide expertise on a wide range of technical areas, and manage large teams of consultants or engineers. Supervises and guides a broad team of technical staff/engineers. Plans and performs required research, design evaluation, technical development, system integration planning and other tasks in specific technical areas. Responsible for highly complex technical/engineering tasks. Coordinates and guides the activities of technical staff assigned to specific tasks. May perform other duties as required. Preferred degree in a technical field and at least five years in the area of expertise.</p>	<p>Masters</p>	<p>22</p>
<p>Project Administrator</p>	<p>Supports client projects and deliverables by conducting a wide array of business tasks. This may include, but is not limited to development of communication materials, project tracking materials or assistance in reporting. Prepares security visit letters and monitor employee/contractor security clearance status. Manage program and travel budgets. Provide support to client projects. Conduct internet searches and research for information. Manage and monitor project related budgets. Attends project meetings and prepares meeting notes. Conducts technical writing and correspondence on behalf of project team. In-process and out-process new/exiting team members. Work experience preferred in the defense, engineering, or other technical industry.</p>	<p>Bachelors</p>	<p>3 years of relevant work experience</p>
<p>Project Officer</p>	<p>Supports projects and client tasks by capturing metrics and other project attributes to facilitate management reporting. This may include monitoring work and deliverables provided by all vendors and consultants. May provide insight to the client/management on issue surrounding project management and project health. Provides leadership in improving the process for subsequent planning cycles. Familiarity with data and process requirements involved with research, knowledge of analytic tools and approaches. Ability to summarize and report key features of project activities and findings. Demonstrated ability to manage projects and programs effectively. Strategic Thinker. An ability to problem solve, and to think creatively and resourcefully to resolve project (and data) issues and problems. Demonstrated attention to detail, well organized, and strong interpersonal skills to establish and maintain constructive and collaborative relationships with the organization and the client. Proficient in Microsoft Office products. Assists with the scoping and implementation of client's problem/issue tracking system. Supports the PMO with document management, archiving, and document retrieval. Carries out special projects as determined by the senior staff.. Work experience preferred in Computer Science, Technology Management, Information Systems, Systems Engineering, or similar.</p>	<p>Bachelors</p>	<p>5 years of relevant work experience</p>
<p>Subject Matter Expert (SME)</p>	<p>Expert in single or multiple technical disciplines providing expert knowledge and insight into specific areas of science and technology. Guides the development and application of this knowledge to the project. Independently performs a variety of system design and integration tasks where subject matter expertise is required. Provide hands-on subject matter expertise in one or more specific technical areas where consultant is regarded as an expert in the field. Supervises and guides a broad team of technical staff/engineers. Plans and performs required research, design evaluation, technical development, system integration planning and other tasks in specific technical areas. Responsible for highly complex technical/engineering tasks. Coordinates and guides the activities of technical staff assigned to specific tasks. May perform other duties as required.</p>	<p>Masters</p>	<p>25 7 years in the area of expertise</p>

Education/Experience Substitution Table

Labor Category	Min Education	Min Exp	PhD	Masters	Bachelors	Associate	High School
Analyst I	Bachelors	0	0	0		2	4
Analyst II	Bachelors	3	0	1		5	7
Analyst III	Bachelors	8	4	6		10	12
Analyst IV	Bachelors	10	6	8		12	14
Analyst V	Masters	18	16		20	22	24
Engineer/Scientist I	BS	0	0	0		N/A	N/A
Engineer/Scientist II	BS	5	1	3		N/A	N/A
Engineer/Scientist III	BS	10	6	8		N/A	N/A
Engineer/Scientist IV	BS	12	8	10		N/A	N/A
Engineer/Scientist V	BS	15	11	13		N/A	N/A
Engineer/Scientist VI	BS	20	16	18		N/A	N/A
Software Engineer/Architect I	Bachelors	0	0	0		2	4
Software Engineer/Architect II	Bachelors	5	1	3		7	9
Software Engineer/Architect III	Bachelors	10	6	8		12	14
Software Engineer/Architect IV	Bachelors	12	8	10		14	16
Software Engineer/Architect V	Bachelors	15	11	13		17	19
Program Manager I	Bachelors	15	11	13		17	19
Program Manager II	Bachelors	18	14	16		20	22
Program Manager III	Masters	22	20		24	26	28
Project Administrator	Bachelors	3	0	1		5	7
Project Officer	Bachelors	5	1	3		7	9
Subject Matter Expert (SME)	Masters	25	23		27	29	31