

**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 are available through GSA Advantage!TM, a menu-driven database system. The Internet address for GSA-Advantage!TM is: <http://www.gsaadvantage.gov>

**Professional Services Schedule (PSS)
FSC PSC Code R499**

Contract No. GS-10F-0285K

For more information on ordering from Federal Supply Schedules, click on the GSA Schedules button at www.gsa.gov

Contract Period: 07/01/2010 - 06/30/2020



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North Bethesda, MD 20852-5007
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Web Site: www.jbsinternational.com
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Business Size/Status: Other Than Small, Women-Owned

Prices shown herein are NET (discount deducted)

Price List Current through Modification No. CM-A473 dated October 3, 2015



CUSTOMER INFORMATION:

1. **Awarded Special Item Number(s):**
 - SIN 874-1/874-1RC
 - SIN 874-7/874-7RC
2. **Maximum Order:** \$1,000,000
3. **Minimum Order:** \$100
4. **Geographic Coverage (delivery Area):** FOB Worldwide
5. **Point(s) of production:** Same as Contractor
6. **Discount from list prices or statement of net price:** Government Net Prices (discounts already deducted). See attached pricing.
7. **Quantity discounts:** None
8. **Prompt payment terms:** Net 30 days
- 9a. **Notification that Government purchase cards are accepted up to the micro-purchase threshold:** Government purchase cards are accepted up to the micro-purchase threshold.
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Contact Contractor
10. **Foreign items:** None
- 11a. **Time of Delivery:** Specified on the Task Order
- 11b. **Expedited Delivery:** 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 (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
14. **Payment address(es):** Same as Contractor
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:** Contact Contractor
18. **Data Universal Numbering System (DUNS) number:** 16-115-7631

SCHEDULE OF ITEMS

SIN 874-1/874-1RC: INTEGRATED CONSULTING SERVICES

SIN 874-7/874-7RC: INTEGRATED BUSINESS PROGRAM SUPPORT SERVICES

Labor Category	SINs	07/01/2015 - 06/30/2016	07/01/2016 - 06/30/2017	07/01/2017 - 06/30/2018	07/01/2018 - 06/30/2019	07/01/2019 - 06/30/2020
Officer-in-Charge	874-1 874-7	\$ 194.58	\$ 199.64	\$ 204.83	\$ 210.16	\$ 215.62
Survey Project Director/Program Evaluator	874-1 874-7	\$ 165.28	\$ 169.58	\$ 173.99	\$ 178.51	\$ 183.15
Project Director	874-1 874-7	\$ 148.34	\$ 152.20	\$ 156.16	\$ 160.22	\$ 164.39
Project Manager	874-1 874-7	\$ 108.65	\$ 111.47	\$ 114.37	\$ 117.34	\$ 120.39
Organizational Development Specialist III	874-1	\$ 205.94	\$ 211.29	\$ 216.78	\$ 222.42	\$ 228.20
Organizational Development Specialist II	874-1	\$ 136.42	\$ 139.97	\$ 143.61	\$ 147.34	\$ 151.17
Organizational Development Specialist I	874-1	\$ 89.09	\$ 91.41	\$ 93.79	\$ 96.23	\$ 98.73
Senior Research Associate III	874-1	\$ 227.09	\$ 232.99	\$ 239.05	\$ 245.27	\$ 251.65
Senior Research Associate II	874-1	\$ 195.72	\$ 200.81	\$ 206.03	\$ 211.39	\$ 216.89
Technical Research Specialist III	874-1	\$ 170.77	\$ 175.21	\$ 179.77	\$ 184.44	\$ 189.24
Technical Research Specialist II ¹	874-1	\$ 155.75	\$ 159.80	\$ 163.95	\$ 168.21	\$ 172.58
Technical Research Specialist I	874-1	\$ 118.96	\$ 122.05	\$ 125.22	\$ 128.48	\$ 131.82
Senior Research Analyst	874-1	\$ 106.85	\$ 109.63	\$ 112.48	\$ 115.40	\$ 118.40
Research Analyst	874-1	\$ 67.57	\$ 69.33	\$ 71.13	\$ 72.98	\$ 74.88
Systems Analyst	874-1 874-7	\$ 126.39	\$ 129.68	\$ 133.05	\$ 136.51	\$ 140.06
Programmer	874-1 874-7	\$ 89.09	\$ 91.41	\$ 93.79	\$ 96.23	\$ 98.73
Database Manager	874-1	\$ 84.65	\$ 86.85	\$ 89.11	\$ 91.43	\$ 93.81
Data Collection Manager	874-1	\$ 84.90	\$ 87.11	\$ 89.37	\$ 91.69	\$ 94.07
Trainer	874-1	\$ 105.08	\$ 107.81	\$ 110.61	\$ 113.49	\$ 116.44
Project Coordinator	874-1 874-7	\$ 79.33	\$ 81.39	\$ 83.51	\$ 85.68	\$ 87.91
Senior Information Specialist	874-1 874-7	\$ 58.64	\$ 60.16	\$ 61.72	\$ 63.32	\$ 64.97
Information Specialist	874-1 874-7	\$ 47.98	\$ 49.23	\$ 50.51	\$ 51.82	\$ 53.17
Senior Writer/Editor	874-1 874-7	\$ 125.13	\$ 128.38	\$ 131.72	\$ 135.14	\$ 138.65
Writer/Editor	874-1 874-7	\$ 100.30	\$ 102.91	\$ 105.59	\$ 108.34	\$ 111.16
Editor	874-1 874-7	\$ 60.38	\$ 61.95	\$ 63.56	\$ 65.21	\$ 66.91

Labor Category	SINs	07/01/2015 - 06/30/2016	07/01/2016 - 06/30/2017	07/01/2017 - 06/30/2018	07/01/2018 - 06/30/2019	07/01/2019 - 06/30/2020
Senior Media/ Marketing Specialist	874-1 874-7	\$ 103.60	\$ 106.29	\$ 109.05	\$ 111.89	\$ 114.80
Marketing/Outreach Specialist	874-1 874-7	\$ 59.02	\$ 60.55	\$ 62.12	\$ 63.74	\$ 65.40
Librarian	874-1	\$ 69.38	\$ 71.18	\$ 73.03	\$ 74.93	\$ 76.88
Financial Analyst	874-1 874-7	\$ 122.90	\$ 126.10	\$ 129.38	\$ 132.74	\$ 136.19
Senior Program Analyst	874-1 874-7	\$ 117.10	\$ 120.14	\$ 123.26	\$ 126.46	\$ 129.75
Program Analyst	874-1 874-7	\$ 87.05	\$ 89.31	\$ 91.63	\$ 94.01	\$ 96.45
Project Associate	874-1 874-7	\$ 62.73	\$ 64.36	\$ 66.03	\$ 67.75	\$ 69.51
Research Associate	874-1	\$ 47.47	\$ 48.70	\$ 49.97	\$ 51.27	\$ 52.60
Meeting Planner	874-1	\$ 84.09	\$ 86.28	\$ 88.52	\$ 90.82	\$ 93.18
Graphic Designer/ Artist	874-1	\$ 70.34	\$ 72.17	\$ 74.05	\$ 75.98	\$ 77.96
Administrative Assistant II ²	874-1 874-7	\$ 60.48	\$ 62.05	\$ 63.66	\$ 65.32	\$ 67.02
Administrative Assistant I ²	874-1 874-7	\$ 51.27	\$ 52.60	\$ 53.97	\$ 55.37	\$ 56.81
Data Entry ²	874-1	\$ 46.83	\$ 48.05	\$ 49.30	\$ 50.58	\$ 51.90
Clerk ²	874-1 874-7	\$ 41.26	\$ 42.33	\$ 43.43	\$ 44.56	\$ 45.72

¹Technical Research Specialist II labor category will be automatically discounted 2% for awards in excess of \$1,000,000.

²The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the cited SCA labor categories are based on the U.S. Department of Labor WD Number(s) identified in the SCA matrix below. The prices offered are based on the preponderance of where work is performed and should JBS perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.

SCA Eligible Contract Labor Category	SCA Equivalent Code & Title	WD Number
Administrative Assistant II	01312 - Secretary II	05-2103
Administrative Assistant I	01311 - Secretary I	05-2103
Data Entry	01051 - Data Entry Operator I	05-2103
Clerk	01111 - General Clerk I	05-2103

JBS International, Inc.
Contract No. GS-10F-0285K
Labor Category Descriptions

Officer-in-Charge

Functional Responsibilities: Provides overall project oversight; Serves as liaison to contract office and signing contracts, ensures the provision of corporate support and resources, advises on technical project strategy development, supervises project directors, approves project plans and monitors project progress, and approves budgets.

Minimum Education: Master's degree

Minimum Experience: 20 years of experience in consulting or related field

Substitutions: PhD and 19 years of experience in consulting or related field

Survey Project Director/Program Evaluator

Functional Responsibilities: Plans and coordinates research or evaluation project activities; supervises staff and provides technical direction, conducts key project technical tasks, and ensures quality and cost control.

Minimum Education: Master's degree

Minimum Experience: 10 years of experience in consulting or research

Substitutions: PhD and 9 years of experience in consulting or research

Project Director

Functional Responsibilities: Plans and coordinates project activities, supervises staff and provides technical direction; conducts key project technical tasks; and ensures quality and cost control.

Minimum Education: Bachelor's degree

Minimum Experience: 10 years of experience in consulting or related field

Substitutions: Master's degree and 8 years of experience in consulting or related field; PhD and 7 years of experience in consulting or related field

Project Manager

Functional Responsibilities: Provides day-to-day operational management on large projects or overall management on smaller projects; manages project components; supervises staff; and conducts key project technical tasks.

Minimum Education: Bachelor's degree

Minimum Experience: 5 years of experience in consulting or related field

Substitutions: Master's degree and 3 years of experience in consulting or related field; PhD and 2 years of experience in consulting or related field

Organizational Development Specialist III

Functional Responsibilities: Provides overall facilitation project management; designs and conducts facilitation activities with leadership teams and multi-agency teams; conducts individual interviews with agency leaders in preparation for facilitation events; and provides technical direction for report and product development.

Minimum Education: Master's degree

Minimum Experience: 15 years of experience in facilitation

Substitutions: PhD and 14 years of experience in facilitation

Organizational Development Specialist II

Functional Responsibilities: Assists with the design and conduct of facilitation activities; conducts facilitation activities with work teams of agency staff; conducts individual interviews with agency staff in preparation for facilitation events; and contributes to report development.

Minimum Education: Bachelor's degree

Minimum Experience: 10 years of experience in facilitation

Substitutions: Master's degree and 8 years of experience in facilitation; PhD and 7 years of experience in facilitation

Organizational Development Specialist I

Functional Responsibilities: Assists with the conduct of facilitation activities; compiles interview and other data from pre-facilitation activities; and contributes to report development.

Minimum Education: Bachelor's degree

Minimum Experience: 5 years of experience in facilitation

Substitutions: Master's degree and 3 years of experience in facilitation; PhD and 2 years of experience in facilitation

Senior Research Associate III

Functional Responsibilities: Participates at the national level in professional discussions in his/her area of technical expertise, and is recognized as an expert in their field; has primary responsibility in areas of management, supervision, leadership, project planning, organizational structures, and client relations; duties include ensuring the overall quality of the specified work, direction, oversight and fiscal responsibility for project work; able to conceptualize project activities to ensure a productive interaction between plans, designs, tasks, assessment, and development of products; able to engage

stakeholders and decision/policy makers in policy dialogue, writes for specific purposes such as public policy, scientific research, proposal development, or professional training; manages and coordinates the work of other senior level people.

Minimum Education: Master's degree

Minimum Experience: 17 years of experience in specific technical/content areas with at least 9 years of experience in project management

Substitutions: PhD and 16 years of experience in specific technical/content areas with at least 9 years of experience in project management

Senior Research Associate II

Functional Responsibilities: Maintains high-level contact with clients and stakeholders; provides high level of leadership; must be a national player in area(s) of major interest. Develops and applies theoretical concepts; provides very high level of content specific expertise in relevant subject areas; manages projects of significant scope; has a good understanding of project objectives, contract requirements, project implementation tasks, legal frameworks, business strategies, and fiscal monitoring of contract budgets.

Minimum Education: Master's degree

Minimum Experience: 12 years of experience in specific technical/content areas with at least 8 years of experience in project management

Substitutions: PhD and 11 years of experience in specific technical/content areas with at least 8 years of experience in project management

Technical Research Specialist III

Functional Responsibilities: Provides a high level of content specific expertise in relevant subject areas; designs, develops and implement complex projects; has detailed understanding of project objectives, contract requirements, project implementation tasks, legal frameworks, business strategies, and fiscal monitoring of contract budgets; maintains high level contact with clients and stakeholders; assumes ownership of specific contracts or projects and directs the work of subordinate team members and other team members.

Minimum Education: Bachelor's degree

Minimum Experience: 12 years of experience in specific technical/content areas with at least 2 years of experience in project management

Substitutions: Master's degree and 10 years of experience in specific technical/content areas with at least 2 years of experience in project management; PhD with 9 years of experience in specific technical/content areas with at least 2 years of experience in project management

Technical Research Specialist II

Functional Responsibilities: Provides a high level of content specific expertise in relevant subject areas; designs, develops and implement complex projects; has a good understanding of project

objectives, contract requirements, project implementation tasks, legal frameworks, business strategies, and fiscal monitoring of contract budgets; maintains high level contact with clients and stakeholders; able to assume ownership of specific contracts or projects as assigned and direct the work of subordinate team members.

Minimum Education: Bachelor's degree

Minimum Experience: 9 years of experience in specific technical/content areas

Substitutions: Master's degree with 7 years of experience in specific technical/content areas; PhD with 6 years of experience in specific technical/content areas

Technical Research Specialist I

Functional Responsibilities: Produces high quality written products for public policy and scientific research purposes; provides high level of content specific expertise in relevant subject areas; has a good understanding of project objectives, contract requirements, and project implementation tasks; often works directly with clients and stakeholders; able to assume ownership of specific contracts or projects as assigned and direct the work of subordinate team members.

Minimum Education: Bachelor's degree

Minimum Experience: 6 years of experience in specific technical/content areas

Substitutions: Master's degree with 4 years of experience in specific technical/content areas; PhD with 3 years of experience in specific technical/content areas

Senior Research Analyst

Functional Responsibilities: Carries out research design and analysis and conducts other key project technical tasks.

Minimum Education: Master's degree

Minimum Experience: 10 years of experience in consulting or research

Substitutions: PhD with 9 years of experience in consulting or research

Research Analyst

Functional Responsibilities: Assists with research analysis and conducts other technical tasks.

Minimum Education: Master's degree

Minimum Experience: 3 years of experience in consulting or research

Substitutions: PhD with 2 years of experience in consulting or research

Systems Analyst

Functional Responsibilities: Develops, installs, and adapts computer information applications and provides technical support to project staff.

Minimum Education: Bachelor's degree

Minimum Experience: 5 years of experience in computer applications

Substitutions: Master's degree with 3 years of experience in computer applications; PhD with 2 years of experience in computer applications

Programmer

Functional Responsibilities: Responsible for computer programming and system design; develops databases and project tracking systems.

Minimum Education: Bachelor's degree

Minimum Experience: 2 years of experience in computer programming and system design

Substitutions: Master's degree with 1 year of experience in computer programming and system design

Database Manager

Functional Responsibilities: Designs databases and manages/makes enhancements to database applications.

Minimum Education: Bachelor's degree

Minimum Experience: 5 years of experience in database management and design

Substitutions: Master's degree with 3 years of experience in database management and design; PhD with 2 years of experience in database management and design

Data Collection Manager

Functional Responsibilities: Manages data collection activities; conducts site visits, as necessary; and handles other technical tasks.

Minimum Education: Bachelor's degree

Minimum Experience: 5 years of experience in research

Substitutions: Master's degree with 3 years of experience in research; PhD with 2 years of experience in research

Trainer

Functional Responsibilities: Designs, pilot tests, implements, and assesses training curricula and procedures.

Minimum Education: Bachelor's degree

Minimum Experience: 7 years of experience in consulting or training field

Substitutions: Master's degree with 5 years of experience in consulting or training field; PhD with 4 years of experience in consulting or training field

Project Coordinator

Functional Responsibilities: Manages project components; supervises staff on specific tasks; and conducts project technical tasks.

Minimum Education: Bachelor's degree

Minimum Experience: 2 years of experience in consulting or related field

Substitutions: Master's degree with 1 year of experience in consulting or related field

Senior Information Specialist

Functional Responsibilities: Conducts practical research; prepares informational materials; represents the client at meetings and conferences; plans meetings; manages inventory systems; implements fee-for-service programs; and ensures quality control.

Minimum Education: Bachelor's degree

Minimum Experience: 5 years of experience in consulting or related field

Substitutions: Master's degree with 3 years of experience in consulting or related field; PhD with 2 years of experience in consulting or related field

Information Specialist

Functional Responsibilities: Conducts practical research; prepares informational materials; and staffs exhibits at conferences.

Minimum Education: Bachelor's degree

Minimum Experience: 1 year of experience in consulting or related field

Substitutions: Master's degree

Senior Writer/Editor

Functional Responsibilities: Prepares technical reports and other key project documents; tailors materials to target audiences; ensures the quality control of publications; oversees preparation of

publication packages for client review and processing by the U.S. Government Printing Office (GPO) or outside vendors; and manages project publication systems.

Minimum Education: Master's degree

Minimum Experience: 10 years of experience in specific technical/content areas

Substitutions: PhD with 9 years of experience in specific technical/content areas

Writer/Editor

Functional Responsibilities: Writes and/or edits technical reports and other products; edits correspondence; and ensures the quality control of project materials.

Minimum Education: Bachelor's degree

Minimum Experience: 5 years of experience in specific technical/content areas

Substitutions: Master's degree with 3 years of experience in specific technical/content areas; PhD with 2 years of experience in specific technical/content areas

Editor

Functional Responsibilities: Edits project products and correspondence to ensure conformance to GPO style and other requirements of governmental documents, and manages the logistical aspects of publication development including design, formatting, production, and printing.

Minimum Education: Bachelor's degree

Minimum Experience: 3 years of experience in specific technical/content areas

Substitutions: Master's degree with 1 year of experience in specific technical/content areas

Senior Media/Marketing Specialist

Functional Responsibilities: Prepares media and marketing campaigns; advises on the development of promotional materials; serves as liaison with the media and other key organizations; and prepares marketing materials including public service announcements, video and audio materials, and posters and billboards.

Minimum Education: Bachelor's degree

Minimum Experience: 10 years of experience in media/marketing

Substitutions: Master's degree with 8 years of experience in media/marketing; PhD with 7 years of experience in media/marketing

Marketing/Outreach Specialist

Functional Responsibilities: Assists in the development of media or marketing campaigns; manages outreach mailings; manages conference exhibition and other promotional meetings; assists in the preparation of marketing materials; and provides support to home page development.

Minimum Education: Bachelor's degree

Minimum Experience: 3 years of experience in media/marketing

Substitutions: Master's degree with 1 year of experience in media/marketing

Librarian

Functional Responsibilities: Develops and maintains library systems; and conducts online research.

Minimum Education: Bachelor's degree

Minimum Experience: 3 years of experience in library and information science

Substitutions: Master's degree with 1 year of experience in library and information science

Financial Analyst

Functional Responsibilities: Conducts financial analyses of agencies and programs; provides technical assistance on fiscal issues; and conducts cost studies.

Minimum Education: Master's degree

Minimum Experience: 5 years of experience in financial consulting or related fields

Substitutions: PhD with 4 years of experience in financial consulting or related fields

Senior Program Analyst

Functional Responsibilities: Conducts program reviews; provides technical assistance and training; and conducts other key project technical tasks.

Minimum Education: Master's degree

Minimum Experience: 10 years of experience in consulting or related fields

Substitutions: PhD with 9 years of experience in consulting or related fields

Program Analyst

Functional Responsibilities: Assists with program review analysis and conducts other technical tasks.

Minimum Education: Master's degree

Minimum Experience: 5 years of experience in consulting or related fields

Substitutions: PhD with 4 years of experience in consulting or related fields

Project Associate

Functional Responsibilities: Conducts practical research; maintains project systems including mailings lists; and conducts other technical tasks.

Minimum Education: Bachelor's degree

Minimum Experience: 1 year of experience in consulting or related fields

Substitutions: Master's degree

Research Associate

Functional Responsibilities: Performs data collection and/or analysis tasks.

Minimum Education: Bachelor's degree

Minimum Experience: 1 year of experience in consulting or research

Substitutions: Master's degree

Meeting Planner

Functional Responsibilities: Plans and manages the logistical arrangements for conferences, meetings, and trainings.

Minimum Education: High school diploma or equivalent

Minimum Experience: 4 years of experience in meeting planning

Substitutions: None

Graphic Designer/Artist

Functional Responsibilities: Designs promotional materials, web sites, and visual displays; and formats newsletters and other technical publications.

Minimum Education: Bachelor's degree

Minimum Experience: 5 years of experience in graphic design

Substitutions: Master's degree with 3 years of experience in graphic design; PhD with 2 years of experience in graphic design

Administrative Assistant II

Functional Responsibilities: Provides word processing and other administrative support.

Minimum Education: High school diploma or equivalent

Minimum Experience: 5 years of experience in consulting or related fields

Substitutions: None

Administrative Assistant I

Functional Responsibilities: Provides word processing and other administrative support.

Minimum Education: High school diploma or equivalent

Minimum Experience: 3 years of experience in consulting or related fields

Substitutions: None

Data Entry

Functional Responsibilities: Provides data entry support.

Minimum Education: High school diploma or equivalent

Minimum Experience: 1 year of experience in consulting or related fields

Substitutions: None

Clerk

Functional Responsibilities: Provides production and mailing support.

Minimum Education: High school diploma or equivalent

Minimum Experience: 1 year of experience in consulting or related fields

Substitutions: None