General Services Administration Federal Supply Service
Authorized Federal Supply Schedule Price List

Online access to contract ordering information, terms and conditions, up-to-date pricing and the
goal to create an electronic delivery order are available through GSA Advantage, a menu
driven database system. The INTERNET address for GSA Advantage is: http://GSAAdvantage.gov.

Schedule For – Multiple Award Schedule
Federal Supply Group: Professional Services

Contract Number: GS-10F-0309P

For more information on ordering from Federal Supply Schedules,
Click on the FSS Schedules button at http://fss.gsa.gov.
Prices Shown Herein Are Net (Discount deducted).

Contract Period: May 7, 2019 to May 6, 2024

Price List current as of Modification #PS-A812 effective February 11, 2020

CONTRACTOR

INTERNATIONAL BUSINESS & TECHNICAL CONSULTANTS, INC. (IBTCI)
8618 Westwood Center Drive
Suite 400
Vienna, Virginia 22182
Phone: (703) 749-0100
Fax: (703) 749-0110
http://www.ibtdi.com

Contract Administrator: Erfan Kabir
Phone: (703) 749-0100 ext. 244
E-mail: ekabir@ibtdi.com

Business Size: Large
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INFORMATION FOR ORDERING OFFICES

1. (a) Special Item Numbers (SINs)
   541611 - Management and Financial Consulting, Acquisition and
   Grants Management Support, and Business Program and Project Management
   Services
   OLM - Order-Level Materials

   (b) Pricing: (See Page 6)

   (c) Labor Category Descriptions: (See Page 8)

2. Maximum Order:
   The maximum order limitation for all SINs offered under this schedule is: $1,000,000.00

3. Minimum order:
   The minimum order limitation for all SINs offered under this schedule is: $100.00

4. Geographic coverage (delivery area):
   Domestic and Overseas.

5. Point(s) of production (city, county, and State or foreign country).
   As specified in Task Order (TO).

6. Discount from list prices or statement of net price.
   Prices shown here are NET (discount deducted).

7. Quantity discounts.
   No quantity discount apply.

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

9. (a) Notification that Government purchase cards are accepted at or below the
    micro-purchase threshold. Government Purchase Cards are accepted for payments at or
    below the micro-purchase threshold.

    (b) Notification whether Government purchase cards are accepted or not accepted
    above the micro-purchase threshold. Government Purchase Cards are accepted for
    payments above the micro-purchase threshold.

10. Foreign items.
    There are no foreign items offered on this schedule.
11. (a) Time of delivery:

<table>
<thead>
<tr>
<th>Special Item Numbers</th>
<th>Delivery Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>As Specified on Task Order</td>
</tr>
<tr>
<td>OLM</td>
<td>As Specified on Task Order</td>
</tr>
</tbody>
</table>

(b) Expedited Delivery. Items available for expedited delivery are noted in this price list.

c) Overnight and 2-day delivery. Overnight and 2-day delivery are available. Please contact IBTCI’s Contract Administrator to make arrangements.

d) Urgent Requirements. Please contact IBTCI’s Contract Administrator to make arrangements.

12. F.O.B. point(s). Destination

13. (a) Ordering address(es).

International Business & Technical Consultants, Inc. (IBTCI)
8618 Westwood Center Drive, Suite 400
Vienna, Virginia 22182
Phone No. (703) 749-0100
Fax No. (703) 749-0110

(b) Ordering procedures:

Supplies and services, ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment address(es).

International Business & Technical Consultants, Inc. (IBTCI)
8618 Westwood Center Drive, Suite 400
Vienna, Virginia 22182
Phone No. (703) 749-0100
Fax No. (703) 749-0110

15. Warranty provision. Not Applicable

16. Export packing charges. Not Applicable

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).
The Government Purchase Card is acceptable for all purchases above the micro-purchase threshold.

18. Terms and conditions of rental, maintenance, and repair (if applicable).
Not Applicable.

19. Terms and conditions of installation (if applicable). Not Applicable

20. Terms and Conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). Not Applicable
20a - Terms and conditions for any other services. Not Applicable

21. List of service and distribution points. Not Applicable

22. List of participating dealers. Not Applicable

23. Preventive maintenance. Not Applicable

24. (a) Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). Not Applicable

(b) Section 508 compliance information. Not Applicable

25. Data Universal Number System (DUNS) number: 61-139-0592

26. System for Award Management (SAM) database: Registered

Service Contract Act (SCA) Matrix with Narrative: Prices for the SCA labor categories meet or exceed those in the applicable Wage Determination.

<table>
<thead>
<tr>
<th>SCA Eligible Labor Category</th>
<th>SCA Equivalent Code – Title</th>
<th>Wage Determination Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative I</td>
<td>01020-Administrative Assistant</td>
<td>2015-4281</td>
</tr>
<tr>
<td>Administrative II</td>
<td>01313 - Secretary III</td>
<td>2015-4281</td>
</tr>
<tr>
<td>Administrative III</td>
<td>01312 - Secretary II</td>
<td>2015-4281</td>
</tr>
</tbody>
</table>

The Service Contract Labor Standards, formerly the Service Contract Act (SCA), apply to this contract and it includes SCLS applicable labor categories. Labor categories and fixed price services marked with a (**) in this pricelist are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS/SCA matrix. Prices awarded are in line with the geographic scope of the contract (i.e., nationwide).
ORDERS

- **Ordering procedures:** Each order should be placed in accordance with the following procedures. The ordering office should provide the following:
  - Statement of work
  - Period of performance
  - Deliverable items clearly described and agreed upon by both parties prior to commencement of work
  - Security requirements

- **Contract Administration for Ordering Offices:** Any ordering office, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.249-1, 52.249-2 and 52.249-8.

- **Order Types:** ordering agencies may use written orders, BPAs, PO’s, or task orders for ordering services under this contract.

**SIN 541611:**
Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

IBTCI shall provide expert advice, assistance, guidance or counseling in support of agencies’ management, organizational and business improvement efforts. This may also include studies, analyses, and reports documenting any proposed developmental, consultative or implementation efforts. IBTCI shall also provide expert advice, consultation, assistance, and documentation in support of studies conducted under OMB Circular A-76 or other privatization or commercial activities studies, projects, or efforts. In addition, IBTCI shall provide services in the management, integration, and programs and projects.

Examples of services IBTCI may provide include, but are not limited to:

<table>
<thead>
<tr>
<th>Strategic, Business And Action Planning</th>
<th>Performance Measures And Indicators</th>
</tr>
</thead>
<tbody>
<tr>
<td>Systems Alignment</td>
<td>Process And Productivity Improvement</td>
</tr>
<tr>
<td>Cycle Time</td>
<td>Organizational Assessments</td>
</tr>
<tr>
<td>High Performance Work</td>
<td>Program Audits And Evaluations</td>
</tr>
<tr>
<td>Leadership Systems</td>
<td>Performance Of Management Studies To Determine The Government’s Most Efficient Organization (Meo)</td>
</tr>
<tr>
<td>Strategic, Tactical, And Operational Level Planning Support</td>
<td>Development Of Performance Work Statements (PWS)</td>
</tr>
<tr>
<td>Development Of Quality Assurance Surveillance Plans (QASP)</td>
<td>Initial Study Planning</td>
</tr>
<tr>
<td>Development Of In-House Government Cost Estimates</td>
<td>Administrative Appeal Process Support</td>
</tr>
<tr>
<td>Comparison Of In-House Bids To Proposed Interservice Support Agreement (ISSA)</td>
<td>Public-Private Partnership Support</td>
</tr>
<tr>
<td>Services</td>
<td>Descriptions</td>
</tr>
<tr>
<td>----------------------------------------------</td>
<td>---------------------------------------------------</td>
</tr>
<tr>
<td>Prices;</td>
<td></td>
</tr>
<tr>
<td>Program Management</td>
<td>Assessments And Or Studies Of Potential Privatization Initiatives</td>
</tr>
<tr>
<td>Project Management</td>
<td></td>
</tr>
<tr>
<td>Program Oversight</td>
<td></td>
</tr>
<tr>
<td>Program Integration</td>
<td></td>
</tr>
</tbody>
</table>

**OLM - Order-Level Materials**

When called upon to do so in a task order, IBTCI shall provide Order-Level Materials. By definition, order level materials are defined, priced, and awarded at the TO level, and will be addressed at that time:
## GSA Multiple Award Schedule (MAS)

**INTERNATIONAL BUSINESS & TECHNICAL CONSULTANTS, INC. (IBTCI) PRICE LIST**

<table>
<thead>
<tr>
<th>Labor Categories Offered</th>
<th>2019-20 Hourly</th>
<th>2020-21 Hourly</th>
<th>2021-22 Hourly</th>
<th>2022-23 Hourly</th>
<th>2023-24 Hourly</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative I</td>
<td>$79.06</td>
<td>$80.40</td>
<td>$81.77</td>
<td>$83.16</td>
<td>$84.58</td>
</tr>
<tr>
<td>Administrative II</td>
<td>$65.94</td>
<td>$67.06</td>
<td>$68.20</td>
<td>$69.36</td>
<td>$70.54</td>
</tr>
<tr>
<td>Administrative III</td>
<td>$52.83</td>
<td>$53.73</td>
<td>$54.64</td>
<td>$55.57</td>
<td>$56.52</td>
</tr>
<tr>
<td>Economist/Social Scientist I</td>
<td>$194.89</td>
<td>$198.21</td>
<td>$201.58</td>
<td>$205.00</td>
<td>$208.49</td>
</tr>
<tr>
<td>Economist/Social Scientist II</td>
<td>$180.48</td>
<td>$183.55</td>
<td>$186.67</td>
<td>$189.84</td>
<td>$193.07</td>
</tr>
<tr>
<td>Economist/Social Scientist III</td>
<td>$152.78</td>
<td>$155.38</td>
<td>$158.02</td>
<td>$160.70</td>
<td>$163.44</td>
</tr>
<tr>
<td>Enterprise Expert I</td>
<td>$214.35</td>
<td>$217.99</td>
<td>$221.70</td>
<td>$225.46</td>
<td>$229.30</td>
</tr>
<tr>
<td>Enterprise Expert II</td>
<td>$191.56</td>
<td>$194.82</td>
<td>$198.13</td>
<td>$201.50</td>
<td>$204.93</td>
</tr>
<tr>
<td>Enterprise Expert III</td>
<td>$159.19</td>
<td>$161.89</td>
<td>$164.65</td>
<td>$167.44</td>
<td>$170.29</td>
</tr>
<tr>
<td>Environmental Specialist/Engineer I</td>
<td>$176.32</td>
<td>$179.32</td>
<td>$182.37</td>
<td>$185.47</td>
<td>$188.62</td>
</tr>
<tr>
<td>Environmental Specialist/Engineer II</td>
<td>$168.58</td>
<td>$171.44</td>
<td>$174.36</td>
<td>$177.32</td>
<td>$180.34</td>
</tr>
<tr>
<td>Environmental Specialist/Engineer III</td>
<td>$143.48</td>
<td>$145.92</td>
<td>$148.40</td>
<td>$150.92</td>
<td>$153.49</td>
</tr>
<tr>
<td>Industry Specialist I</td>
<td>$176.32</td>
<td>$179.32</td>
<td>$182.37</td>
<td>$185.47</td>
<td>$188.62</td>
</tr>
<tr>
<td>Industry Specialist II</td>
<td>$168.58</td>
<td>$171.44</td>
<td>$174.36</td>
<td>$177.32</td>
<td>$180.34</td>
</tr>
<tr>
<td>Industry Specialist III</td>
<td>$143.48</td>
<td>$145.92</td>
<td>$148.40</td>
<td>$150.92</td>
<td>$153.49</td>
</tr>
<tr>
<td>Project Manager I</td>
<td>$204.82</td>
<td>$208.30</td>
<td>$211.84</td>
<td>$215.44</td>
<td>$219.10</td>
</tr>
<tr>
<td>Project Manager II</td>
<td>$186.89</td>
<td>$190.06</td>
<td>$193.29</td>
<td>$196.58</td>
<td>$199.92</td>
</tr>
<tr>
<td>Project Manager III</td>
<td>$157.73</td>
<td>$160.41</td>
<td>$163.14</td>
<td>$165.91</td>
<td>$168.73</td>
</tr>
</tbody>
</table>
LABOR CATEGORY DESCRIPTIONS

Administrative - (1)
Minimum Education: Bachelor’s Degree
Minimum Experience: 10 years

Organized; works in a team; MS Office skills; able to work under pressure. Duties include providing administrative support to overseas projects as part of the field or home office staff to ensure contract and technical documents are organized, completed and filed as required and activities are coordinated with project and home office staff.

Administrative - (2)
Minimum Education: Bachelor’s Degree
Minimum Experience: 5 years

Organized; works in a team; MS Office skills; able to work under pressure. Duties include providing administrative support to overseas projects as part of the field or home office staff to ensure contract and technical documents are organized, completed and filed as required and activities are coordinated with project and home office staff.

Administrative - (3)
Minimum Education: Bachelor’s Degree
Minimum Experience: 1 year

Organized; works in a team; MS Office skills; able to work under pressure. Duties include providing administrative support to overseas projects as part of the field or home office staff to ensure contract and technical documents are organized, completed and filed as required and activities are coordinated with project and home office staff.

Economist (Macro & Micro)/Social Scientist – (1)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent)
Minimum Experience: 10 years

Working with economic assessments and sector analysis; economic development report writing; econometric and statistical analysis; or other relevant industry experience; at least five years international experience working in a developing country.

Duties include designing or conducting formative, process, and/or impact evaluations of vulnerable populations as a member of a team. Specialized experience includes applying one of the following research methods: statistical sampling, research design, development of measures to answer research questions (such as survey questionnaires), data collection as part of a statistically representative survey of a statewide or national sample and/or statistical analysis.

Economist (Macro & Micro)/Social Scientist – (2)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent)
Minimum Experience: 5 years

Working with economic assessments and sector analysis; economic development report writing; econometric and statistical analysis; or other relevant industry experience; at least five years
international experience working in a developing country.

Duties include designing or conducting formative, process, and/or impact evaluations of vulnerable populations as a member of a team. Specialized experience includes applying one of the following research methods: statistical sampling, research design, development of measures to answer research questions (such as survey questionnaires), data collection as part of a statistically representative survey of a statewide or national sample and/or statistical analysis.

Economist (Macro & Micro)/Social Scientist – (3)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent)
Minimum Experience: 1 year

Working economic assessments and sector analysis; economic development report writing; econometric and statistical analysis; or other relevant industry experience.

Duties include designing or conducting formative, process, and/or impact evaluations of vulnerable populations as a member of a team. Specialized experience includes applying one of the following research methods: statistical sampling, research design, development of measures to answer research questions (such as survey questionnaires), data collection as part of a statistically representative survey of a statewide or national sample and/or statistical analysis.

Enterprise Expert – (1)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent)
Minimum Experience: 10 years

Professional industry experience with micro, small, medium or large enterprises; business management; marketing; strategic planning or other relevant experience; at least five years international experience working in a developing country.

Duties include performing efficiency and effectiveness reviews, gap analysis, recommendations for and implementation assistance with reorganization and restructuring of the enterprise. Board and corporate governance assistance and restructuring.

Enterprise Expert – (2)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent)
Minimum Experience: 5 years

Professional industry experience with micro, small, medium or large enterprises; business management; marketing; strategic planning or other relevant experience; at least five years international experience working in a developing country.

Duties include performing efficiency and effectiveness reviews, gap analysis, recommendations for and implementation assistance with reorganization and restructuring of the enterprise. Board and corporate governance assistance and restructuring.

Enterprise Expert – (3)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent)
Minimum Experience: 1 year

Professional industry experience with micro, small, medium or large enterprises; business
management; marketing; strategic planning or other relevant experience; at least five years international experience working in a developing country.

Duties include performing efficiency and effectiveness reviews, gap analysis, recommendations for and implementation assistance with reorganization and restructuring of the enterprise. Board and corporate governance assistance and restructuring.

Environmental Specialist / Engineer – (1)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent)
Minimum Experience: 10 years

Experience with environmental law, technical analysis and audits, process engineering, industrial waste minimization and pollution control, economic and environmental linkages; or other relevant industry experience; at least five years international experience working in a developing country.

Duties include providing analysis and evaluation of biodiversity, biotechnology, climate change, energy, compliance, forestry, land management, policy, research, water, and pollution prevention.

Environmental Specialist / Engineer – (2)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent)
Minimum Experience: 5 years

Experience with environmental law, technical analysis and audits, process engineering, industrial waste minimization and pollution control, economic and environmental linkages; or other relevant industry experience; at least two years international experience working in a developing country.

Duties include providing analysis and evaluation of biodiversity, biotechnology, climate change, energy, compliance, forestry, land management, policy, research, water, and pollution prevention.

Environmental Specialist / Engineer – (3)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent)
Minimum Experience: 1 year

Experience with environmental law, technical analysis and audits, process engineering, industrial waste minimization and pollution control, economic and environmental linkages; or other relevant industry experience;

Duties include providing analysis and evaluation of biodiversity, biotechnology, climate change, energy, compliance, forestry, land management, policy, research, water, and pollution prevention.

Industry Specialist - (1)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent)
Minimum Experience: 10 years

Professional industry experience in production, design analyst, plant management; regulatory supervision; process engineering; or other relevant industry experience; at least five years working in a developing country.

Duties include providing expertise and working and coordinating with businesses, industry, and business associations.
Industry Specialist - (2)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent) Minimum Experience: 5 years

Professional industry experience in production, design analyst, plant management; regulatory supervision; process engineering; or other relevant industry experience; at least five years working in a developing country.

Duties include providing expertise and working and coordinating with businesses, industry, and business associations.

Industry Specialist - (3)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent) Minimum Experience: 1 year

Professional industry experience in production, design analyst, plant management; regulatory supervision; process engineering; or other relevant industry experience.

Duties include providing expertise and working and coordinating with businesses, industry, and business associations.

Project Manager – (1)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent) Minimum Experience: 10 years

Professional experience within functional activity; 5 years of international experience; 3 years overseas with supervisory experience.

Duties and responsibilities for overall central management and oversight of all services performed under contracts, including contract compliance, management of all activities under task orders; overall coordination with client to ensure quality performance and timely delivery of all work requirements.

Project Manager – (2)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent) Minimum Experience: 6 years

Professional experience within functional activity; 3 years of international experience; 1 year overseas supervisory experience.

Duties and responsibilities for overall central management and oversight of all services performed under contracts, including contract compliance, management of all activities under task orders; overall coordination with client to ensure quality performance and timely delivery of all work requirements.

Project Manager – (3)
Minimum Education: Master’s Degree (MBA, MS or MA or equivalent)

Minimum Experience: 2 years
Professional experience within functional activity; 1 year of international experience.

Duties and responsibilities for overall central management and oversight of all services performed under contracts, including contract compliance, management of all activities under task orders; overall coordination with client to ensure quality performance and timely delivery of all work requirements.

Substitution Criteria:

In all instances where either an MBA, MS or MA or equivalent (i.e., an advanced degree) is required, the equivalent is defined as a Bachelor’s degree in the relevant technical discipline plus an additional four years of relevant professional work experience.

Where either a BS, BA is required, the equivalent is defined as four years of relevant professional work experience.

In all cases where equivalent work experience is substituted for the educational requirement, required years of work experience are in addition to the years of work experience listed for the level/position for the MBA, MS or MA. For example, an individual with a Bachelor’s degree who is proposed under Level I must have (as a minimum) a total of fourteen years relevant work experience (four years to satisfy the requirement for the equivalent of an advanced degree in addition to the ten years of relevant work experience required).

Note 2: Resumes shall be provided to the GSA Contracting Officer or user Agency upon request.