



Sapere Consulting, Inc.
103 E. Main St., Ste. 301
Walla Walla, WA 99362

**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICES**

AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

PROFESSIONAL SERVICES SCHEDULE (PSS)

SIN 874-1 and 874-1 RC: Integrated Consulting Services

Contract Number: **GS-10F-0354T**

Modification No. PS-0028 effective December 3, 2018

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

Period of Performance: August 30, 2007 to August 29, 2022

Online 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: <http://www.GSAAAdvantage.gov>

Contractor: Sapere Consulting, Inc.
103 E. Main Street, Suite 301
Walla Walla, WA 99362

Business Size: Small Business

Telephone: (509) 529-7885
Facsimile: (509) 529-7886
Web Site: www.sapereconsulting.com

Contract Administrator: Kevin Kytola, Vice-President
Email Address: contracts@sapereconsulting.com

CONTRACT INFORMATION

- 1a. **Table of Awarded Special Item Number(s) (SINs):** 874-1, 874-1 RC: Integrated Consulting Services

- 1b. **Identification of Lowest Priced Item/Service and Lowest Unit Price for that Item/Service for Each Special Item Number Awarded:**
Prices shown in price list is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concessions affecting price. Prices shown in price list are valid for all geographic areas.

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

3. **Minimum Order:** \$100.00

4. **Geographic Coverage (Delivery Area):** Domestic Only

5. **Points of Production:**
103 E. Main Street, Suite 301, Walla Walla, WA 99362
16300 Christensen Road, Suite 212, Tukwila, WA 98188
908 N. Howard Street, Suite 102, Spokane, WA 99201
1211 Connecticut Avenue, Suite 610, Washington, DC 20036

6. **Discount from List Prices or Statement of Net Prices:** Prices shown in price list are net, with all discounts deducted.

7. **Quantity Discounts:** None Offered

8. **Prompt Payment Terms:** 1% – 15 Days, Net – 30 Days

- 9a. **Notification that Government purchase cards are accepted at or below the micro-purchase threshold:** Yes

- 9b. **Notification whether Government purchase cards are acceptable or not accepted above the micro-purchase threshold:** Not accepted

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

- 11a. **Time of Delivery:** Specified in individual Purchase Orders

- 11b. **Expedited Delivery:** Contractor will expedite service delivery as negotiated with contracting agency and as specified in resulting Purchase Orders.
- 11c. **Overnight and 2-day Delivery:** Contractor will accommodate overnight/2-day delivery times as negotiated with contracting agency and as specified in resulting Purchase Orders.
- 11d. **Urgent Requirements:** Contractor will negotiate with the contracting agency on an ad hoc basis in an attempt to meet an accelerated delivery for rush requirements.
12. **F.O.B. Point(s):** Destination
13. **Ordering Address(es):** Same as Contractor
14. **Payment Address(es):** Same as Contractor
15. **Warranty Provisions:** Contractor's standard professional services warranty
16. **Export Packing Charges:** N/A
17. **Terms and conditions of Government purchase card acceptance (any threshold above the micro-purchase level):** N/A – purchases above micro-purchase level not accepted.
18. **Terms and conditions of rental, maintenance, and repair:** N/A
19. **Terms and conditions of installations:** N/A
20. **Terms and conditions of repair parts:** N/A
21. **List of service and distribution points:** N/A
22. **List of participating dealers:** N/A
23. **Preventive maintenance:** N/A
24. **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** N/A
25. **Data Universal Numbering System (DUNS) number:** 12-985-3052
26. **Notification regarding registration in Central Contractor Registration (CCR) database:**
Contractor is registered and can be located using company name or DUNS number.

Sapere Consulting, Inc. is a multi-disciplinary consulting firm skilled in developing and implementing integrated solutions to our clients' most significant challenges and first-of-a-kind problems. We provide professional services to our clients in the energy, technology, and Federal Government markets. Our many years of experience working on projects involving Federal agencies (e.g., Department of Energy, Army Corps of Engineers, NASA, Department of Agriculture, Bonneville Power Administration, Federal Energy Regulatory Commission, Nuclear Regulatory Commission, Environmental Protection Agency) ensures an understanding of the dynamics of public agencies and the requirements of doing business with the government.

By selecting Sapere, our clients can count on efficient, thorough and professional work products and advice reflecting current and expected future states of their business operations. At Sapere, we thrive on tackling changing conditions, and enjoy helping our clients do the same. Our senior managers are all working consultants, advising clients and leading engagements. All of our consultants stay knowledgeable of the latest industry trends and has experience developing and implementing cutting edge management consulting approaches for our clients. As a result, we have the insight and ability to transfer knowledge and understanding to clients across markets and industries.

We have offices in Washington D.C. and Washington State to service our national client base. For more general information about Sapere, our website is at <https://sapereconsulting.com/what-we-do/>.

SIN 874-1: Integrated Consulting Services

Sapere provides management consulting services focused on improving decision making and transforming organizational performance. Our experience includes developing solutions for large organizations and complex projects ranging from less than one million to over several hundreds of millions in value over multiple years. Our methods include the application of:

- decision analysis
- data analytics
- requirements definition
- systems analysis
- project risk management
- enterprise risk management
- business process reengineering
- modeling and simulation
- market assessment
- multi-party technical facilitation
- project management principles
- project valuation

Labor Categories and Rates

Labor Category	Hourly Labor Rate
Principal Consultant	\$210.58
Management Consultant	\$183.38
Senior Business Analyst	\$160.20
Business Analyst	\$133.00
Analyst	\$109.82
Associate	\$82.62
Jr. Associate	\$68.51



Labor Category Descriptions

Principal Consultant: Minimum 4-year college degree, 20 years of relevant technical or management experience and post graduate training or certification. Members of this labor category are subject matter experts and industry advisors. Principal Consultants lead client engagement & sales, manage client accounts and develop business relationships with clients. No specialized training, certifications, or clearances are required for members of this labor category.

Management Consultant: Minimum 4-year college degree, 15 years of relevant technical or management experience and post graduate training or certification. Members of this labor category provide specific industry technical or management expertise to clients. Responsible for developing and sustaining business relationships with clients. No specialized training, certifications, or clearances are required for members of this labor category.

Senior Business Analyst: Minimum 4-year college degree and 7 years of relevant technical or management experience. Members of this labor category conceptualize project scope with clients, define requirements for and direct internal project teams and provide their own industry expertise to client deliverables. No specialized training, certifications, or clearances are required for members of this labor category.

Business Analyst: Minimum 4-year college degree and 5 years of relevant technical or management experience. Members of this labor category lead projects and are responsible for preparing & coordinating client deliverables and interacting with client technical teams. No specialized training, certifications, or clearances are required for members of this labor category.

Analyst: Minimum 4-year college degree and 5 years of work experience. Graduate level study can replace the equivalent years of experience. Members of this labor category are able to coordinate multiple technical analyses for clients and provide guidance to internal teams. Additionally members of this labor category contribute to sustaining business relationships with clients. No specialized training, certifications, or clearances are required for members of this labor category.

Associate: Minimum 4-year college degree and 2 years of work experience. Graduate level study can replace the equivalent years of experience. Members of this labor category manage technical activities, conduct & synthesize research, and guide other staff while continuing to contribute individually to technical execution. In addition, a member of this labor category is able to independently interact with clients. No specialized training, certifications, or clearances are required for members of this labor category.

Jr. Associate: Minimum 4-year college degree or in a 4-year program (intern). No minimum years of work experience. Members of this labor category execute discrete technical activities, research and documentation with oversight and guidance from others. No specialized training, certifications, or clearances are required for members of this labor category.

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Service Contract Act (SCA) Compliance

The SCA is applicable to this contract as it applies to the entire Professional Services Schedule (PSS) and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when the contractor adds SCA labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable wage determination number. Failure to do so may result in cancellation of the contract.