



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

# Professional Services Schedule

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.GSAAdvantage.gov>.

**Federal Supply Group:**  
00CORP

**Class:**  
R499

**Contract Number:**  
GS-10F-0477P

**Contract Period:**  
August 6, 2014 through August 5, 2019

**Contractor:**  
E F Kearney Limited  
1701 Duke Street, Suite 500  
Alexandria, Virginia 22314  
Tel: (703) 931-5600  
Fax: (703) 931-3655  
Website: [www.kearneyco.com](http://www.kearneyco.com)  
Email: [esteininger@kearneyco.com](mailto:esteininger@kearneyco.com)

## EFKEARNEY

*Prices Shown Herein are Net (discount deducted)*

*Effective Date: June 28, 2016  
Supplement No. 13*

## *Who We Are*

E F Kearney Limited (Kearney), an affiliate of Kearney & Company, P.C., is an information technology and management consulting firm that provides business process transformation, data management, project management, and information systems design and development services to the Federal Government. We were founded in 1985 and are located in Alexandria, Virginia.

## *Kearney Qualifications*

For almost two decades, Kearney has provided clients with value-added management, organizational, and business process improvement services and solutions that serve to improve the efficiency and effectiveness of their business enterprises. Our practice areas include: Internal Controls/A-123 Assessments and Reviews, Operational Accounting Support, Financial Services, Program Management, Financial Healthcare Services, and IT Services.

### **Internal Controls/A-123 Assessments and Reviews**

At Kearney, our Federal clients benefit from our depth of experience, technical expertise, and ability to be forward-looking with respect to addressing internal control in the Federal Government. This expertise is demonstrated in Kearney's book on the revised Circular A-123 entitled: *OMB Circular A-123 and Sarbanes-Oxley: Management's Responsibility for Internal Control in Federal Agencies*. Whether it is addressing today's implementation of revised OMB Circular A-123, or future internal control requirements, Kearney possesses the leadership and highly skilled staff to meet the challenges of today's issues as well as those of tomorrow.

### **Operational Accounting Support**

The operational accounting support services that Kearney offers range from assisting agencies with the daily processing of accounting transactions, to reconciling and analyzing account balances.

### **Financial Services**

Kearney is a market leader in providing financial services to the Federal Government. For over two decades, we have provided financial services that improve the overall effectiveness and efficiency of financial operations, as well as increase the level of accountability and compliance with laws, regulations, and guidance throughout the Federal Government. Our areas of focus include business process outsourcing and accounting support as well as financial healthcare services.

### **Program Management**

Kearney has proven capability in supporting program initiatives for the delivery and implementation of department-wide and agency-specific Federal Government systems. Kearney's program and project management support provides key resources and expertise for ensuring successful implementations of Federal systems. As part of Kearney's suite of program and project management services, we provide

much needed oversight to the Government and Government Program Management Offices, as well as consultative, technical, and functional support. Kearney draws from its staff of experienced Project Management Institute-certified project managers, as well as functional and technical experts to support the program/project through all phases of the systems development life cycle.

**Financial Healthcare Services**

Kearney is one of the leading firms in providing financial healthcare services to the Federal Government. For over two decades, we have provided financial healthcare services throughout the Federal Government, including engagements to improve levels of accountability, achieve compliance with laws, regulations, and guidance, and protect Federal funds from fraud, waste, and abuse. The financial healthcare services we offer consist of performing audits and reviews of healthcare providers, assisting healthcare related agencies to prepare financial statements and reports, and performing various consulting engagements.

**IT Services**

Kearney provides information technology and management consulting in the areas of business process transformation, data management, project management, and information systems design and development services to the Federal Government. Kearney has been identified not only as a thought leader within the Government financial management arena, but as a leader in the identification of emerging technologies and business transformation. Further, Kearney brings together a unique blend of Federal financial management and information systems expertise to address financial management system initiatives.

**Customer Information**

**1a. Awarded Special Item Numbers:**

874-1, Integrated Consulting Services  
874-1RC

874-6, Acquisition Management Support  
874-6RC Services

874-7, Integrated Business Program  
874-7RC Support Services

**1b. Base Year Pricelist:**

Labor rates will escalate per annum in accordance with the Department of Labor, Bureau of Labor Statistics Employment Cost Index found at <http://www.bls.gov/ncs/ect/home.htm>.

Prices Shown Herein are Net (discount deducted).

SINs 874-1, 874-1RC, 874-6, 874-6RC, 874-7, 874-7RC	
Labor Category	Hourly Rate
Partner/Program Manager	\$257.19
Senior Subject Matter Expert	\$257.19
Principal/Project Manager	\$236.06
Subject Matter Expert	\$190.96
Senior Consultant	\$192.21
Consultant	\$166.26
Junior Consultant	\$142.53
Senior Associate	\$118.77
Associate	\$95.04
Junior Associate	\$79.20
Technical Staff	\$62.95
Technical Writer	\$59.95
Administrative Support	\$47.18

The above prices include an Industrial Funding Fee (IFF) of 3/4 of 1%.

### 1c. Description of Labor Categories:

#### *Job Title: Partner/Program Manager*

**Experience:** Minimum ten (10) years of experience in leading and providing technical direction of engagements (advanced degree may be substituted for equivalent years of experience).

**Functional Responsibility:** Responsible for client/program management, contract management, quality control, supervision of project team, deliverables, and resolution of significant project and reporting issues. The Partner/Program Manager will provide the technical and managerial skills to ensure that all products and deliverables meet the client's requirements and deadlines. Has ultimate responsibility for technical quality and customer satisfaction during the engagement.

**Education:** Bachelor's Degree.

#### *Job Title: Senior Subject Matter Expert*

**Experience:** Twelve (12) years of experience (advanced degree and/or professional certification may be substituted for equivalent years of experience).

**Functional Responsibility:** Responsible for expert consulting services in specialized areas such as business process reengineering, change management, strategic planning, privatization, systems and program integration, or other specialized knowledge, skills, or abilities. Assists with engagement planning, development of formal documentation, and engagement programs to guide the efforts of junior personnel, as well as review and supervision of engagement team members. Also responsible for assisting in overall contract management and ultimate delivery of professional quality products. Provides the technical and managerial skills to ensure that all products and deliverables meet the client's requirements and deadlines.

**Education:** Bachelor's Degree.

#### *Job Title: Principal/Project Manager*

**Experience:** Minimum ten (10) years of experience in leading and providing technical direction of engagements (advanced degree may be substituted for equivalent years of experience).

**Functional Responsibility:** Responsible for client/project management, contract management, quality control, supervision of project team, deliverables, and resolution of significant project and reporting issues. The Principal/Project Manager will assist in providing the technical and managerial skills to ensure that all products and deliverables meet the client's requirements and deadlines. Responsible for technical quality and customer satisfaction during the engagement.

**Education:** Bachelor's Degree.

#### *Job Title: Subject Matter Expert*

**Experience:** Five (5) years of experience (advanced degree and/or professional certification may be substituted for equivalent years of experience).

**Functional Responsibility:** Responsible for expert consulting services in specialized areas such as business process reengineering, change management, strategic planning, privatization, systems and program integration, or other specialized knowledge, skills, or abilities. Assists with engagement planning, development of formal documentation, and engagement programs to guide the efforts of junior personnel, as well as review and supervision of engagement team members. Assists in providing the technical and managerial skills to ensure that all products and deliverables meet the client's requirements and deadlines.

**Education:** Bachelor's Degree.

#### *Job Title: Senior Consultant*

**Experience:** Eight (8) years of experience (advanced degree and/or professional certification may be substituted for equivalent years of experience).

**Functional Responsibility:** Under the direction of a Partner/Program Manager or Principal/Project Manager, responsible for daily management of the engagement, including, but not limited to, discussing project findings with client/project personnel, drafting and reviewing reports, supervision of assigned staff, periodic formal and informal status briefings to client and Kearney Partners, developing project programs, preparing status reports, and providing technical expertise on complex project issues.

**Education:** Bachelor's Degree or equivalent experience with subject matter expertise (e.g., IT, health-care, credit reform, program specific).

### ***Job Title: Consultant***

---

**Experience:** Four (4) years of experience (advanced degree and/or professional certification may be substituted for equivalent years of experience).

**Functional Responsibility:** Consultants, assisted by Senior Consultants, are responsible for daily management of the engagement, including, but not limited to, discussing project findings with client/project personnel, drafting and reviewing project reports, supervision of senior and junior staff, periodic formal and informal status briefings to client and Kearney Partners, developing project programs, preparing status reports, and providing technical assistance on complex project issues.

**Education:** Bachelor's Degree or equivalent experience with subject matter expertise (e.g., IT, health-care, credit reform, program specific).

### ***Job Title: Junior Consultant***

---

**Experience:** Minimum three (3) years of experience (advanced degree and/or professional certification may be substituted for equivalent years of experience).

**Functional Responsibility:** Discusses project findings with client/Kearney project management, drafts and reviews project reports, performs complex program/project tasks, prepares status reports, and provides technical assistance.

**Education:** Bachelor's Degree.

### ***Job Title: Senior Associate***

---

**Experience:** Four (4) years of experience (advanced degree and/or professional certification may be substituted for equivalent years of experience).

**Functional Responsibility:** Responsible for supervising Junior Staff, assisting in drafting reports and findings, addressing most project issues, and executing the more complicated procedures of the project.

**Education:** Bachelor's Degree.

### ***Job Title: Associate***

---

**Experience:** Two (2) years of experience (advanced degree and/or professional certification may be substituted for equivalent years of experience).

**Functional Responsibility:** Responsible for performing less complex technical tasks and assignments. Associates work under the supervision and direction of more senior professionals.

**Education:** Bachelor's Degree.

### ***Job Title: Junior Associate***

---

**Experience:** Entry-level.

**Functional Responsibility:** Responsible for performing less complex technical tasks and assignments. Junior Associates work under the supervision and direction of a more senior professional.

**Education:** Bachelor's Degree.

### ***Job Title: Technical Staff***

---

**Experience:** Two (2) years of experience in a related field or equivalent experience.

**Functional Responsibility:** Assists the Program/Project team by providing specialized knowledge that helps complete tasks under the direction of more senior staff. Proficient with computers and computer applications such as Microsoft Office. Good written and oral communication skills.

**Education:** Associate's Degree or equivalent college experience, and working toward a Bachelor's degree.

### ***Job Title: Technical Writer***

---

**Experience:** One (1) year of experience in a related field or equivalent experience.

**Functional Responsibility:** Assists the Program/Project Team by providing technical writing that helps document improvements in processes and procedures under the direction of more senior staff. Proficient with computers and computer applications such as Microsoft Office. Good written and oral communication skills. Knowledge of grammar

and sentence structure, as well as familiarity with the technical aspects of all tasks assigned.

**Education:** Associate's Degree or equivalent college experience, and working towards a Bachelor's degree.

***Job Title: Administrative Support***

**Experience:** Entry-level.

**Functional Responsibility:** Administrative support personnel have good reading, writing, communication, and organizational skills. Familiarity with the administrative aspects of all projects assigned. Responsible for performing any administrative tasks during the engagement.

**Education:** Associate's Degree, equivalent college experience, or experience.

**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:** 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

**9a. Notification that Government Purchase Cards are Accepted at or Below the Micro-Purchase threshold:** Yes

**9b. Notification whether Government Purchase Cards are Accepted or not Accepted above the Micro-Purchase Threshold:** Will accept over \$2,500

**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 pricelist

**11c. Overnight and 2-day delivery:** The schedule customer may contact Contractor for rates for overnight and 2-day delivery

**11d. Urgent Requirements:** When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery timeframe shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract. (I-FSS-140-B)

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

**13a. Ordering Address(es):** Same as company address

**13b. Ordering Procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).

**14. Payment Address:** 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 list and any discounts from list of prices (if applicable):** N/A

**20a. Terms and conditions for any other services (if applicable):** N/A

**21. List of services and distributing points (if applicable):** N/A

**22. List of participating dealers (if applicable):**  
N/A

**23. Preventive maintenance (if applicable):** N/A

**24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** N/A

**24b. If applicable, Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services. EIT standards can be found at [www.Section508.gov](http://www.Section508.gov).**

**25. Data Universal Numbering System (DUNS) Number:** 14-2296222

**26. Notification regarding registration in the System for Award Management (SAM) database:**  
Registered

**27. The Service Contract Act (SCA) is applicable to this contract as it applies to the entire Professional Services Schedule 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.**

