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

Multiple Award 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 GSA Advantage® is http://www.GSAAdvantage.gov. For more information on ordering from Federal Supply Schedules, go to the GSA Schedules page at GSA.gov.

FSC Group: Professional Services
Class: R408
Business Size: Other Than Small Business
Contract Number: GS-10F-0477P
Contract Period: August 6, 2019 through August 5, 2024

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
Contracts Administrator: Erika Steininger
Email: esteininger@kearneyco.com

Prices Shown Herein are Net (discount deducted)
Price list current as of Modification No.
PS-A826 effective December 9, 2020
Supplement No. 17
Customer Information

1a. Awarded Special Item Numbers (SINs) with appropriate cross-reference to item descriptions:

- SIN 541611: Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
- OLM: Order-Level Materials (OLM)

1b. Pricelist:

Prices Shown Herein are Net (discount deducted).

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Hourly Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Partner/Program Manager</td>
<td>$276.27</td>
</tr>
<tr>
<td>Senior Subject Matter Expert</td>
<td>$276.27</td>
</tr>
<tr>
<td>Principal/Project Manager</td>
<td>$253.56</td>
</tr>
<tr>
<td>Subject Matter Expert</td>
<td>$205.12</td>
</tr>
<tr>
<td>Senior Consultant</td>
<td>$206.46</td>
</tr>
<tr>
<td>Consultant</td>
<td>$178.58</td>
</tr>
<tr>
<td>Junior Consultant</td>
<td>$153.10</td>
</tr>
<tr>
<td>Senior Associate</td>
<td>$127.58</td>
</tr>
<tr>
<td>Associate</td>
<td>$102.09</td>
</tr>
<tr>
<td>Junior Associate</td>
<td>$85.07</td>
</tr>
<tr>
<td>Technical Staff</td>
<td>$67.62</td>
</tr>
<tr>
<td>Technical Writer</td>
<td>$64.40</td>
</tr>
<tr>
<td>Administrative Support</td>
<td>$50.68</td>
</tr>
</tbody>
</table>

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.

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**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.

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**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 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 expertise on complex project issues.

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

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**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.

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**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.

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**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.

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**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.

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**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.

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**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

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. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.
9. Foreign items (list items by country of origin): None

10a. Time of Delivery: Specified on the Task Order

10b. Expedited Delivery: Items available for expedited delivery are noted in this pricelist

10c. Overnight and 2-day delivery: The schedule customer may contact Contractor for rates for overnight and 2-day delivery

10d. 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.

11. F.O.B Point(s): Destination

12a. Ordering Address(es): Same as company address

12b. 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.

13. Address: Same as company address

14. Warranty Provision: Contractor’s standard commercial warranty

15. Export Packing Charges (if applicable): N/A

16. Terms and conditions of rental, maintenance, and repair (if applicable): N/A

17. Terms and conditions of installation (if applicable): N/A

18. Terms and conditions of repair parts indicating date of parts price list and any discounts from list of prices (if applicable): N/A

19a. Terms and conditions for any other services (if applicable): N/A

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

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

22. Preventive maintenance (if applicable): N/A

23a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): N/A

23b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor’s website or other location.) The EIT standards can be found at: www.Section508.gov/: N/A
24. Data Universal Numbering System (DUNS) Number: 14-2296222

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

The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS/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 SCLS/SCA eligible labor categories. If and/or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable wage determination number. Failure to do so may result in cancellation of the contract.
Who We Are

E F Kearney Limited (Kearney), an affiliate of Kearney & Company, P.C., is an information technology (IT) and management consulting firm that provides business process transformation, lifecycle management, project management, and IT systems design, development, testing, deployment, training, and sustainment services to the Federal Government. Founded in 1985, we are located in Alexandria, VA.

Kearney Qualifications

Since 1985, Kearney has provided clients with value-added management, organizational, and business process improvement services and solutions to enhance the efficiency and effectiveness of our clients’ business enterprises. Our practice areas include: Enterprise Risk Management (ERM) and Internal Controls, Financial Management, Grants Management, Program Management, Financial Healthcare, Workforce Development, and IT Services.

ERM and Internal Control Services

Kearney helps Federal agencies design, implement, test, and continuously monitor ERM and internal control programs in compliance with Office of Management and Budget (OMB) Circular A-123 requirements and the Committee of Sponsoring Organizations of the Treadway Commission (COSO) framework. We provide a suite of Governance, Risk, and Compliance (GRC) tools and best practices tailored to Federal agencies supporting risk assessments and mitigation, compliance oversight, and reporting.

Financial Management Services

We offer full-spectrum financial management support services, including accounting and financial reporting; budget formulation, justification and execution; cost analysis; data analysis; and entitlement and payment services. Kearney leverages state-of-the-art technology, including robotics process automation (RPA), to design and provide financial management services that improve the effectiveness and efficiency of our clients’ financial operations, as well as increase the level of accountability and compliance with laws, regulations, and guidance throughout the Federal Government.

Grants Management Services

Kearney’s grants practice combines an auditor’s understanding of program risk, compliance, and internal controls with a grant manager’s ability to plan, execute, and measure the grant program mission. We address all agency grant program needs, including compliance with laws, policies, and regulations; IT systems used for grants management; training in all phases of the grants management process, risk management, audit compliance, and liaison support; and internal controls.

Program Management Services

Kearney has proven capabilities supporting project initiation, planning, execution, monitoring, controlling, and closing activities. Our program management support provides key resources and expertise for ensuring successful design, development, testing, implementation, deployment, training, and sustainment of Federal IT systems and projects. As part of Kearney’s suite of project and program management services, we provide consultative, technical, and functional support. Kearney draws from a staff of experienced Project Management Institute (PMI)-certified Project Management Professionals (PMP), as well as functional and technical experts, to support agency programs and projects through all phases of the IT systems development lifecycle.
Financial Healthcare Services
We provide 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. Our financial healthcare services consist of performing audits and reviews of healthcare providers, assisting healthcare agencies to prepare financial statements and reports, and performing various consulting engagements.

Workforce Development Services
Kearney provides agencies with workforce strategic planning and analysis services. We offer strategic planning, decision-making, and program management support for the development, implementation, and sustainment of workforce strategic plans and policy. We assist agencies with workforce training and education, competency validation, and succession planning.

IT Services
Kearney provides IT and management consulting in the areas of business process transformation, data management, project management, and IT systems design and development services. Kearney is a thought leader in the identification of emerging technologies and business transformation. Further, we bring together a unique blend of Federal financial management and IT systems expertise to address financial management system initiatives.