General Services Administration

SAFAL PARTNERS

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 is available through GSA Advantage®, a menu-driven database system. The INTERNET address for GSA Advantage® is: http://www.GSAAdvantage.gov.

Multiple Award Schedule

FSC Group: Professional Services    FSC Class: R408

Contract Number: GS-10F-090CA

Contract Period: 05/14/2015 - 05/13/2025

Contractor: Safal Partners LLC
            19019 Windsor Crest Dr
            Houston TX 77094

Telephone: (713) 955-3535
FAX Number: 281-346-9559

Web Site: http://safalpartners.com

E-mail: lucky@safalpartners.com

Contract Administration: Anurag Pandit (Lucky)

Business Size: Small

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at https://www.gsa.gov/

Price list current as of Modification #PS-A847 effective 07/12/2022

Prices Shown Herein are Net (discount deducted)
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ABOUT SAFAL

Safal Partners is a Houston-based national management consulting firm. Safal brings cutting-edge management consulting methodologies honed at international firms like McKinsey and Co and applies that knowledge and skill to tackling challenges in the public sector, with strengths in education and workforce development from K12 to post-secondary to the labor market.

The Safal team prides itself on outcomes-based results for clients in their home state and across the nation, working for school districts, state agencies, the federal departments of education, labor and defense and national thought-leaders in non-profits and foundations. Our proven and replicable project management processes inform services in research, evaluation, strategic planning, technical assistance, data analytics and visualizations, grantsee support and meeting management. These competencies are supported by an in-house technology team adept at deploying innovative web-based technology to ensure efficient and effective execution on client engagements. Safal recruits exceptional project staff, analysts and technologists from leading universities and organizations in both the private and public sectors. Safal engagements are always bolstered by exceptional subject matter experts across education and workforce fields.

We have extensive experience working as a Prime with federal government agencies. A sample list of clients includes:

- **Federal Agencies**
  - US Department of Education (ED)
  - US Department of Labor (DOL)
  - US Department of Defense Education Activity (DoDEA)

- **State Agencies**
  - Texas Education Agency
  - Texas Workforce Commission
  - Rhode Island Department of Education
  - City of Houston
  - Texas Association of Community Colleges

- **School Districts and CMOs**
  - Texas School Districts (San Antonio, Pharr-San Juan-Alamo, Houston, Dallas, Roscoe, Crowley)
  - IDEA Public Charter Schools

- **Non-Profits and Foundations**
  - Bill & Melinda Gates Foundation
  - George W. Bush Institute
  - Houston Endowment
  - Laura and John Arnold Foundation
  - America Achieves
CORE SERVICES

Project Management
Technical Assistance
Instructional Design and Development
Content Development
Website Design and Development
Innovation and Implementation
Stakeholder Engagement

Communities of Practice (CoP)
Grantee Support & Meeting Management
Research & Evaluation
Data Analytics & Visualization
Strategic Planning
Curriculum Development
Communication & Dissemination

PRIMARY NAICS CODE

541611 - Administrative Management and General Management Consulting Services

DIFFERENTIATORS

- Ability to accommodate delays and changes in requirements
- Speedy one-hour response time on all messages to Safal team members
- Rapid turnaround on ad-hoc changes or update requests
- Client-focused mentality to nurture a collaborative partnership
- Employ a full-service technology division, adept at delivering custom applications, websites, and dashboards using a client-focused, agile approach to development
CUSTOMER INFORMATION

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

<table>
<thead>
<tr>
<th>SIN</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>541611RC</td>
<td>Management and Financial Consulting, Acquisition and Grants Management</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>OLM</td>
<td>OLMSTLOC / OLMRC</td>
<td>Order-level Materials</td>
</tr>
</tbody>
</table>

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. See final pricing list on page 7

1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item. See Labor category descriptions on page 7

2. Maximum Order: $1,000,000.00

3. Minimum Order: $100.00

4. Geographic Coverage (delivery Area): Domestic

5. Point(s) of production (city, county, and state or foreign country): 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 (Contractor insert number of days): Specified on the Task Order

10b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor

10c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor
10d. **Urgent Requirements.** The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery: Contact Contractor

11. **F.O. B Points(s):** Destination

12a. **Ordering Address(es):** Same as Contractor

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. **Payment address(es):** Same as company address

14. **Warranty provision:** Contractor’s standard commercial warranty.

15. **Export Packing Charges (if applicable):** Not applicable

16. **Terms and conditions of rental, maintenance, and repair (if applicable):** Not applicable

17. **Terms and conditions of installation (if applicable):** Not applicable

18a. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** Not applicable

18b. **Terms and conditions for any other services (if applicable):** Not applicable

19. **List of service and distribution points (if applicable):** Not applicable

20. **List of participating dealers (if applicable):** Not applicable

21. **Preventive maintenance (if applicable):** Not applicable

22a. **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** Not applicable

22b. 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](http://www.Section508.gov). Not applicable

23. **Unique Entity Identifier (UEI) number:** N4H2J RBJ2FRC1

24. **Notification regarding registration in System for Award Management (SAM) database:** Contractor registered and active in SAM

**Final Pricing:**
The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.
### Service Contract Labor Standards

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. The prices awarded are in line with the geographic scope of the contract (i.e., nationwide).

### SCLS Matrix

<table>
<thead>
<tr>
<th>SCA Eligible Labor Category</th>
<th>SCA Equivalent Code Title</th>
<th>Wage Determination No</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative Assistant</td>
<td>01020 Administrative Assistant</td>
<td>WD 2015-5233</td>
</tr>
</tbody>
</table>

### Labor Category Descriptions

<table>
<thead>
<tr>
<th>Labor Category Title</th>
<th>Description</th>
<th>Minimum Experience (Years)</th>
<th>Minimum Education</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managing Director</td>
<td>Responsible for developing and overseeing personnel, budget, administrative and service activities of department or division. Ensures compliance with organizational policies and procedures. Leads and directs the work of others. Supervises project director. Responsible for deepening client relationships and managing/mentoring one or more Project Directors.</td>
<td>15</td>
<td>Masters</td>
</tr>
<tr>
<td>Senior Director</td>
<td>Brings deep subject matter expertise in areas relevant to the project and leads specific work streams. Responsible for addressing sophisticated/strategic business and research challenges and for establishing relationships with stakeholders in the field. Frequently, Senior Directors are involved in proposal generation and conduct general data analyses.</td>
<td>15</td>
<td>Masters</td>
</tr>
<tr>
<td>Labor Category Title</td>
<td>Description</td>
<td>Minimum Experience (Years)</td>
<td>Minimum Education</td>
</tr>
<tr>
<td>----------------------</td>
<td>-------------</td>
<td>-----------------------------</td>
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</tr>
<tr>
<td><strong>Project Director</strong></td>
<td>Overall responsibility for the project, including quality assurance. Oversees all project staff. Approves deliverables for submission. Reports to senior management, including division director.</td>
<td>12</td>
<td>Masters</td>
</tr>
<tr>
<td><strong>Project Manager</strong></td>
<td>Provides day to day project support to the project’s director (PD), to include briefing the PD on project updates, deliverable statuses, and any priority issues that arise. Tracks deliverables and project tasks to include drafting schedules and team assignments for execution and updating the project’s work plan. Coordinates project team meetings (internal and external) to include drafting agenda items, scheduling, preparing meeting materials, and taking meeting minutes/tracking action items. Drafts monthly status reports. Manages the schedule of and contribute to the development of project-based reports. Provides pertinent project information, resources, and support to the project’s client, partners (to include subcontractors and consultants), and service recipients. Attends and prepare materials for project-based events. Works with the communications, graphic design, and IT teams to disseminate project information and resources. Collects, tracks, and shares pertinent project data. Monitors the project’s progress towards fulfilling contract goals. Experience can be substituted by relevant advanced degree and/or certification.</td>
<td>8</td>
<td>Bachelors</td>
</tr>
<tr>
<td><strong>Principal Researcher / Content Lead</strong></td>
<td>Charged to conduct objective research that generates independent, high quality, and reproducible results. The Principal Researcher is responsible for the management and integrity of the design, conduct, and reporting of the research project and for managing, monitoring, and ensuring the integrity of any collaborative relationships. Additionally, the Principal Researcher is responsible for the direction and oversight of compliance, financial, personnel, and other related aspects of the research project and for coordination with leadership to assure research in is conducted in accordance with company policies and procedures.</td>
<td>12</td>
<td>Masters</td>
</tr>
<tr>
<td><strong>Consultant 2</strong></td>
<td>Requires degree from a top tier university, specific relevant experience, and/or a background in the specific field of interest. Responsible for planning and developing appropriate written materials to assist with providing information on the various products or items. A background in the specific field of interest related to the company or product plus formal writing training or extensive experience is required. Responsible for overall quality of written content. Work activities include: meeting with clients and the project team to determine the requirements of the writing project; researching information and conducting interviews, developing ideas for information to be included in the project; writing the document; and presenting the writing to the client.</td>
<td>5</td>
<td>Masters</td>
</tr>
<tr>
<td><strong>Consultant 1</strong></td>
<td>Requires degree from a top tier university, specific relevant experience, and/or a background in the specific field of interest. Assists Consultant 2 and other team members in work activities, including: researching information and conducting interviews; writing documents or parts of documents, proofreading, adding graphics or</td>
<td>3</td>
<td>Masters</td>
</tr>
<tr>
<td>Labor Category Title</td>
<td>Description</td>
<td>Minimum Experience (Years)</td>
<td>Minimum Education</td>
</tr>
<tr>
<td>---------------------</td>
<td>-------------</td>
<td>-----------------------------</td>
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</tr>
<tr>
<td>Associate</td>
<td>Requires specific relevant experience, a background in the specific field of interest related to the company or product plus formal writing training or extensive experience is required. Responsible for undertaking basic research in the relevant discipline area as directed using the appropriate methods and/or techniques. Contribute research findings appropriate to the production of research reports and/or publications. Liaise with research colleagues and support staff internally as appropriate to the research project.</td>
<td>2</td>
<td>Bachelors</td>
</tr>
<tr>
<td>Analyst 2</td>
<td>Develop material, coordinate content, and incorporate current technology in specialized fields that provide guidelines to educators and instructors for developing curricula and conducting courses. Analyzes data and writes reports. Works with subject matter experts.</td>
<td>1</td>
<td>Bachelors</td>
</tr>
<tr>
<td>Analyst 1</td>
<td>Assists the Analyst 2 and other team members in developing material, coordinating content, and incorporating current technology in specialized fields that provide guidelines to educators and instructors for developing curricula and conducting courses; analyzing data and writing reports; and working with subject matter experts.</td>
<td>0</td>
<td>Bachelors</td>
</tr>
<tr>
<td>** Administrative Assistant</td>
<td>Provides general administrative support to a department or group of professionals. Collects, compiles, and analyzes data and information. Composes straightforward written descriptions of results. Requires the ability to exercise independent judgment and employ basic reasoning skills.</td>
<td>3</td>
<td>Associate</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Substitution Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelors Degree</td>
<td>Two years of experience with Associate Degree High School Diploma + 4 years additional experience Equals. For Associates and above, Bachelor degree cannot be substituted.</td>
</tr>
<tr>
<td>Masters Degree</td>
<td>Bachelor’s Degree + 2 years additional experience</td>
</tr>
<tr>
<td>Doctoral Degree</td>
<td>Masters Degree + 3 years required experience Bachelors Degree + 5 years required experience</td>
</tr>
</tbody>
</table>