GSA MULTIPLE AWARD SCHEDULE CONTRACT
GS-10F-147AA

GENERAL SERVICES ADMINISTRATION SERVICES

Federal Supply Service
Authorized Federal Supply Schedule Price List

Schedule for – Multiple Award Schedule
Federal Supply Group: Professional Services Class: R499
Contract Number: GS-10F-147AA

Contract Period: April 23, 2013 - April 22, 2023
Price list current as of Modification #PS-A812 effective April 15, 2020

BEYOND OPTIMAL STRATEGIC SOLUTIONS, LLC
1437 Oakview Drive Mclean, VA 22101-4140

Business Size: Small, Veteran Owned, Service-Disabled Veteran Owned Small Business (VA/CVE Certified)

For more information on ordering from Federal Supply Schedule click on the FSS Schedules button at fss.gsa.gov

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

Telephone: (703) 599/6696
FAX Number: (703) 599/6696
Web Site: www.beyondoptimal.com
E-mail: tim@beyondoptimal.com
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CAPABILITIES

**Contract Administration:** Timothy Reed
Beyond Optimal Strategic Solutions, LLC assists clients in meeting strategic sourcing and other acquisition challenges. The key difference between BOSS and other advisory firms is that our subject matter experts have experience in formulating and executing strategic sourcing, procurement, optimization and supplier relationship strategies from within government agencies. We incorporate industry best practices and research in our customer solutions, but rather than delivering an industry focused answer, we bring your organization solutions based on the reality of the government procurement environment. As we wrote in a sourcing white paper in 2006, “DoD is not IBM” (available at [www.beyondoptimal.com](http://www.beyondoptimal.com)). Our knowledge of the differences between strategic sourcing in industry and the public sector are the foundation of our approach to meeting procurement challenges within government.

We assist our clients in enhancing procurement strategy throughout the sourcing cycle. Our capabilities include assisting emergent sourcing organizations with identifying the capabilities and competencies necessary to establish effective organizations. BOSS experts also provide just-in-time training for leaders, stakeholders, and team members, as well as facilitation expertise to help analyze and identify sourcing opportunities. A summary of our capabilities is presented below.

- **BOSS is capable of providing assistance in all phases of the strategic sourcing process including:**
  - **Opportunity Assessment**
  - **Spend Analysis**
  - **Current Strategy Review**
  - **Market Research**
  - **Strategy Development & Execution**
  - **Performance Management**
  - **Supplier Relationship Management**

- **BOSS Strategic Sourcing focused models**
  - **Integrated rate, process, and demand cost model**
    - Enables organizations to identify and track sourcing savings in a comprehensive manner
  - **Strategic Sourcing organization multi-functional staffing model**
    - Analysis of organization workload requirements that results in identification of all functional expertise required to staff and meet sourcing strategy requirements

- **Data infrastructure**
• **Provide integrated data environment to support early assessments and opportunity identification during spend analysis**
  • Tracking actuals to enhance model accuracy and create routine reporting capability at all levels of the organization
• **Workforce capability analysis**
  • **Assessment of workforce competency and capability/availability**
  • Evaluation of workload complexity within sourcing areas
  • Human capital tools that calculates workforce capability, with anticipated workload management
  • Cost-per-Dollar Obligated (the Cost to Spend) assessment and modeling
  • Integrated SharePoint procurement workflow, coordination and status tracking systems

• **Executive / Stakeholder training**
  • **Highly effective strategy to level set expectations and priorities**
  • Message management and communication strategy
  • Ensures that strategies are not duplicated within the agency
• **Spend analysis and opportunity assessment**
  • **Complete spend analysis of integrated data**
  • Identify candidates for commodity council/sourcing strategy
  • Utilization of multiple decision criteria for selection
  • SME advice and strategy vector
• **Commodity spiral execution assistance**
  • We have experience in the formulation and execution of Federal agency commodity strategy
  • Not theoretical advice; but actual knowledge and insight from successful federal strategy experiences
• **Commodity team training**
  • **JIT training for each step of the sourcing process**
  • Sourcing tools and methods
• **Strategy communication/spend capture**
  • IT interface/portal for buyers ensures just-in-time knowledge transfer from Strategic Sourcing organization to contract specialists
  • Sourcing guidance, policy and information is not readily available at the point-of-execution (buyer) at the time-of-need (execute requirements)
CUSTOMER INFORMATION:

For more information on ordering from Federal Supply Schedules
click on the FSS Schedules button at

http://www.gsa.gov/schedules-ordering

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page
numbers: OLM 541611, 611430, 611512

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.

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.

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 (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). See
Attachment.

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.

9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold: Yes

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

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

11a. Time of Delivery (Contractor insert number of days): Specified on the Task Order
11b. 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

11c. 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

11d. 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

12. F.O.B Points(s): Destination

13a. Ordering Address(es): Same as Contractor

13b. 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.

14. Payment address(es): 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 lists and any discounts from list prices (if applicable): N/A

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

21. List of service and distribution points (if applicable): N/A

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

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

24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: N/A

24b. Section 508 is not applicable.

25. Data Universal Numbering System (DUNS) number: 832698687

26. Notification regarding registration in System for Award Management (SAM) database: Registered
Contract: GS-10F-147AA

LABOR RATES (per hour)
SINs: OLM 541611, 611430, 611512
Contract Period Performance: April 23, 2013 - April 22, 2023

<table>
<thead>
<tr>
<th>SINs</th>
<th>Labor Category</th>
<th>Minimum Education</th>
<th>Minimum Experience</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
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<tbody>
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<td>541611</td>
<td>Subject Matter Expert</td>
<td>PhD</td>
<td>20</td>
<td>$375.00</td>
<td>$383.44</td>
<td>$392.07</td>
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<td>541611</td>
<td>Course Development Associate</td>
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<td>541611</td>
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<td>Skill Category</td>
<td>Education Level</td>
<td>Experience Level</td>
<td>Responsibilities</td>
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<tr>
<td>Subject Matter Expert</td>
<td>PhD degree in related subject area</td>
<td>20 years</td>
<td>Responsibilities include: 1) advising senior project management in area of expertise; and 2) leading complex problem solving process in area of expertise</td>
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<tr>
<td>Senior Associate</td>
<td>Master’s degree in related subject area</td>
<td>10 years</td>
<td>Responsibilities include: 1) leading analysis and management of project work streams; and 2) leading complex problem solving processes</td>
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<tr>
<td>Strategic Research Associate</td>
<td>Master’s degree in related subject area</td>
<td>8 years</td>
<td>Responsibilities include: 1) develop project research methodologies; 2) quantitative and qualitative analysis on critical project issues, 3) utilize practical expertise in the subject area to develop deliverables to meet customer requirements</td>
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<tr>
<td>Course Development Associate</td>
<td>Master’s degree in related subject area</td>
<td>7 years</td>
<td>Responsibilities include: 1) analyzing and assessing training requirements; and 2) developing curricula to meet customer requirements</td>
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<tr>
<td>Instructor</td>
<td>Bachelor’s degree in related subject area</td>
<td>5 years</td>
<td>Responsibilities include: 1) analyzing and assessing training requirements; and 2) delivering instruction via various methods</td>
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<table>
<thead>
<tr>
<th>Degree</th>
<th>Substitution Requirement</th>
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<tbody>
<tr>
<td>PhD</td>
<td>Master’s degree and four additional years of experience</td>
</tr>
<tr>
<td>Master’s</td>
<td>Bachelor’s degree and four additional years of experience</td>
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</table>

**Service Contract Act:** The Service Contract Labor Standards (SCLS) 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 due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCLS eligible labor categories. If and/or when the contractor adds SCLS labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.