On-line 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

Multiple Award Schedule (MAS)
Large Category H: Professional Services
Large Category F: Information Technology

CONTRACT NUMBER:
GS-23F-0006X

PERIOD COVERED BY CONTRACT:
October 26, 2020 – October 25, 2025

ElectrifAi, LLC
111 Town Square PL, Suite 1203
Jersey City, NJ 07310
Phone: (646) 520-4320
www.electrifai.net

Price list current as of Modification #PA-0048, effective March 25, 2022

GSA Contract Administrator:
Diane Clark
Phone: (646) 520-4320
legal@electrifai.net

Business Size: OTHER THAN SMALL

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.
1a. Table of awarded special item numbers with appropriate cross-reference to item descriptions and awarded price(s).

- **541611**: Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

- **541990RISK**: Risk Assessment and Mitigation Services

- **511210**: Software Licenses Includes both term and perpetual software licenses and maintenance.

**OLM**: Order-Level Materials (OLM) are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Schedule contract or BPA. OLM pricing is not established at the Schedule contract or BPA level, but at the order level. Since OLMs are identified and acquired at the order level, the ordering contracting officer (OCO) is responsible for making a fair and reasonable price determination for all OLMs.

*All SINs are subject to Disaster Recovery Purchasing and SIN OLM is subject to Cooperative Purchasing.*

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract.

**NOT APPLICABLE**

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 attached GSA Pricelist

2. Maximum Order Threshold*

<table>
<thead>
<tr>
<th>SIN</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>541990RISK</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>511210</td>
<td>$500,000</td>
</tr>
<tr>
<td>OLM</td>
<td>$250,000</td>
</tr>
</tbody>
</table>

*If the “best value” selection places your order over this Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement; (2) offer the lowest price available under this contract; or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the Schedule contract in accordance with FAR 8.404

3. Minimum order.

$100.00

4. Geographic coverage (delivery area).

SIN 511210- 50 States and Washington, DC; All other SINs- Worldwide

5. Point(s) of production (city, county, and State or foreign country).

ElectrifAi, LLC
111 Town Square PL, Suite 1203
Jersey City, NJ 07310 (Hudson County)
6. Discount from list prices or statement of net price.

Net GSA pricing is listed in the attached pricing tables

7. Quantity discounts.

None

8. Prompt payment terms.

0% 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).

NOT APPLICABLE

10a. Time of delivery. (Contractor insert number of days.)

SIN 541611: TO BE NEGOTIATED BETWEEN CONTRACTOR AND ORDERING AGENCY
SIN 541990RISK: TO BE NEGOTIATED BETWEEN CONTRACTOR AND ORDERING AGENCY
SIN 511210: 7 DAYS

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 lists that have expedited delivery.

EXPEDITED DELIVERY TIME IS NEGOTIATED BETWEEN CONTRACTOR AND ORDERING AGENCY

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.

EXPEDITED DELIVERY TIME IS NEGOTIATED BETWEEN CONTRACTOR AND ORDERING AGENCY

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.

EXPEDITED DELIVERY TIME IS NEGOTIATED BETWEEN CONTRACTOR AND ORDERING AGENCY

11. F.O.B. point(s).

Destination

12a. Ordering address(es).

ElectrifAI, LLC
111 Town Square PL, Suite 1203
Jersey City, NJ 07310
Phone: (646) 520-4320
www.electrifai.net

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).

ElectrifAI, LLC
111 Town Square PL, Suite 1203
14. Warranty provision.

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.

NOT APPLICABLE

23. Unique Entity Identifier (UEI) number.

UEI: ZVGCLK17PJG5

24. Notification regarding registration in System for Award Management (SAM) database.

Contractor registered and active in SAM
<table>
<thead>
<tr>
<th><strong>GSA LABOR CATEGORY DESCRIPTIONS</strong></th>
</tr>
</thead>
</table>
| **Partner** | Duties: Responsible for new sales engagements, senior client relationship management and final project deliverables. Engage with senior level clients to develop future business and manage current projects and teams. Has authority and responsibility to identify and commit resources required to support effort and ensure success and organizational acceptance.  

Experience: Demonstrated all capabilities with thought leadership. Implemented innovative client strategy solutions across more than one strategic change area in a complex integrated environment. Created, sustained, and leveraged board-level and senior-management-level relationships in strategic change areas across industries. Leveraged deep knowledge and experience in area of strategic change across the business environment through thought leadership, market presence, or development of strategic change service offerings. Recognized as a subject-matter expert outside own business unit, as a professional adviser to support teams, and as a leader in the external marketplace. Sustained and leveraged relationships with board-level and senior management to secure commitment and participation. Engaged with external marketplace to develop new opportunities and explore new markets. Sought feedback to proactively manage and consistently meet client expectations.  

Education: BA or BS degree. Master’s degree preferred (MBA, MA or PhD). An additional three years of specialized experience may be substituted for an advanced degree. |
| **Associate Partner** | Duties: Responsible for new sales engagements, senior client relationship management and final project deliverables. Engage with senior level clients to develop future business and manage current projects and teams. Has authority and responsibility to identify and commit resources required to support effort and ensure success and organizational acceptance.  

Experience: Demonstrated all capabilities independently. Delivered client solutions against defined value proposition across multiple strategic change areas in a complex environment. Transformed thinking of, and secured commitment and participation from, senior management by sustaining and leveraging relationships with all levels of staff and leading project-critical presentations. Sought feedback to proactively manage and consistently meet client expectations and to ensure that approaches and solutions fit with overall engagement objectives. Leveraged learning and experience to design, develop, and support implementation activities of robust and innovative strategic change solutions to complex problems. Recognized as subject-matter expert in area of strategic change specialization by business unit leadership. Conducted quality review of our own or other projects. Reviewed implemented strategic change solutions, documented lessons learned and recommended improvements. Developed the business case for the value added or benefits realized from a project by outlining specific performance measure targets and goals. Applied deep understanding of the relevant external markets and the client to identify critical business issue and potential risks and to assess alternative risk management strategies. Articulated implication of transitioning strategy to implementation. Typically 13+ years of consulting experience.  

Education: BA or BS degree. Master’s degree preferred (MBA, MA or PhD). An additional three years of specialized experience may be substituted for an advanced degree. |
| **Manager** | Duties: Key point of contact for the client and ultimately responsible for project delivery. Leads teams in structuring and completing assignments and responsible for managing day-to-day interactions with clients. Develops client relationships, which includes creating prospect presentations, drafting new proposals, and expanding existing relationships with clients. Organizes, directs and coordinates the planning and production of activities associated with assigned delivery order projects. Demonstrates strong written and oral communication skills.  
Experience: Demonstrated all capabilities with limited supervision. Delivered well-argued and structured work products based on issue identification, comprehensive analysis, and synthesis of issues in more than one phase of a strategic change project. Applied appropriate solution models to the specific needs of the project/client. Understood and consistently met client expectations within scope of project role, responding promptly to client inquiries. Leveraged knowledge of prior experience to develop and present alternatives and recommendations, and defend analysis. Conduct client interviews and co-facilitated workshops to identify needs and to determine aspects of business that support strategy. Applied broad perspective on interaction and impact of different components of strategic change and how to apply in client situations. Articulated competitive advantage of client value achievable through strategic change activities. Ensured individual contributions aligned with client needs and overall project objectives. Exercised judgment in ensuring involvement of more senior personnel and firm experts. Typically 8+ years of consulting experience.  
Education: BA or BS degree. Master's degree preferred (MBA, MA or PhD). An additional three years of specialized experience may be substituted for an advanced degree. |
| **Senior Consultant** | Duties: Performs day-to-day execution of projects and helps manage junior members on teams to ensure timely and organized delivery of project work and services. Interacts with senior clients and client team members to capture improvements and implement change. Responsible for large portions of analytic activities: formulating key analytic approaches, managing data capture and analysis, and identifying key insights. Assists on proposal development. Develops core recommendations and structuring storylines and presentations.  
Experience: Demonstrated all capabilities with little supervision. Contributed to the development of deliverables in more than one phase of a strategic change project. Understood and applied appropriate solution models in completing assignments. Sustained positive working relationships through understanding client needs, consistently meeting expectations, and responding promptly to client requests or inquiries. Applied knowledge of the client’s business, interdependencies and impact of business drivers to the understanding of client’s strategic purpose, content, and formulation. Gained credibility by demonstrating understanding of characteristics of successful strategies in work products. Contributed to and co-facilitated group discussions. Typically 6+ years of consulting experience.  
Education: BA or BS degree. Master's degree preferred (MBA, MA or PhD). An additional three years of specialized experience may be substituted for an advanced degree. |
| Consultant | Duties: Consultants are primarily engaged in conducting complex analyses that are critical for a project. In addition, they oversee the work of analysts. Consultants often have significant interaction with client peers. For instance, they typically interview junior members of the client organization without direct supervision of senior members of the team.

Experience: Demonstrated all capabilities with moderate supervision. Contributed to the development of deliverables in at least one phase of a strategic change project. Understood and applied appropriate solution models in completing assignments. Sustained positive working relationships through understanding client needs, consistently meeting expectations, and responding promptly to client requests or inquiries. Applied knowledge of the client’s business, interdependencies, and impact of business drivers to the understanding of client’s strategic purpose, content, and formulation. Gained credibility by demonstrating understanding of characteristics of successful strategies in work products. Contributed to and co-facilitated group discussions. Typically 4+ years of consulting experience.

Education: BA or BS degree. Master’s degree preferred (MBA, MA or PhD). An additional three years of specialized experience may be substituted for an advanced degree. |
| Analyst | Duties: Analysts are responsible for discrete pieces of analysis that contribute towards solving a client’s business problem. Analysts break down a problem into hypotheses to be tested; structure the testing approach; identify, model, analyze and interpret data; help develop the story to be communicated to the client; assist in developing client recommendations; and work collaboratively with client team members to implement change. Analysts will work on many different engagement types, gaining exposure to different clients while solving a variety of business problems.

Experience: Demonstrated all capabilities with regular supervision. Delivered work products for clearly defined subprojects or tasks reflecting a basic understanding of the strategic change service market gained in an academic or work environment. Applied awareness of appropriate solution models in completing assignments. Applied basic analysis tools and techniques to a given research topic and distilled key issues. Understood role and contribution relative to project objectives. Showed professional judgment in asking for assistance, discussing ideas, and seeking necessary approvals. Applied understanding of generic drivers of business value and their interdependencies. Typically 0–2 years of experience.

Education: BA or BS degree. Master’s degree preferred (MBA, MA or PhD). An additional three years of specialized experience may be substituted for an advanced degree |

**Service Contract Labor Standards:** 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 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 WD number. Failure to do so may result in cancellation of the contract.
<table>
<thead>
<tr>
<th>SINs</th>
<th>Labor Category</th>
<th>Min Degree</th>
<th>Min Years Exp</th>
<th>Year 11</th>
<th>Year 12</th>
<th>Year 13</th>
<th>Year 14</th>
<th>Year 15</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611, 5419990RISK</td>
<td>Partner</td>
<td>Bachelors</td>
<td>15</td>
<td>$409.64</td>
<td>$419.47</td>
<td>$429.54</td>
<td>$439.85</td>
<td>$450.41</td>
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<tr>
<td>541611, 5419990RISK</td>
<td>Associate Partner</td>
<td>Bachelors</td>
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<td>$308.59</td>
<td>$316.00</td>
<td>$323.58</td>
<td>$331.35</td>
<td>$339.30</td>
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<tr>
<td>541611, 5419990RISK</td>
<td>Manager</td>
<td>Bachelors</td>
<td>8</td>
<td>$222.19</td>
<td>$227.52</td>
<td>$232.98</td>
<td>$238.57</td>
<td>$244.30</td>
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<tr>
<td>541611, 5419990RISK</td>
<td>Senior Consultant</td>
<td>Bachelors</td>
<td>6</td>
<td>$197.50</td>
<td>$202.24</td>
<td>$207.10</td>
<td>$212.07</td>
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<td>541611, 5419990RISK</td>
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<td>Bachelors</td>
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<td>$170.64</td>
<td>$174.73</td>
<td>$178.93</td>
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<td>541611, 5419990RISK</td>
<td>Analyst</td>
<td>Bachelors</td>
<td>0</td>
<td>$141.95</td>
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<td>$148.85</td>
<td>$152.42</td>
<td>$156.08</td>
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<td>SIN</td>
<td>Manuf.</td>
<td>Part Number</td>
<td>Product Name / Description</td>
<td>Unit of Issue</td>
<td>GSA Price</td>
<td>Country of Origin</td>
<td>Warranty</td>
<td></td>
</tr>
<tr>
<td>------</td>
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<td></td>
</tr>
<tr>
<td>511210</td>
<td>ElectrifAi</td>
<td>BIQ1</td>
<td><strong>BIQ Cube (6-100 Licenses)</strong> Monthly Fee; maintenance included in price</td>
<td>Month</td>
<td>$ 5,192.55</td>
<td>USA</td>
<td>SCW</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SIN</th>
<th>Manuf.</th>
<th>Part Number</th>
<th>Product Name / Description</th>
<th>GSA Price</th>
<th>Country of Origin</th>
<th>Warranty</th>
</tr>
</thead>
<tbody>
<tr>
<td>511210</td>
<td>ElectrifAi</td>
<td>EIQ1</td>
<td><strong>EIQ Module of ElectrifAi Spend Intelligence Suite:</strong> EIQ is a web-based tool that delivers spend intelligence across all direct or indirect spend categories, with key drill downs and insights into buying patterns, vendor mix, and payment terms across different geographies, business units, and commodities.</td>
<td><strong>EIQ Module of Spend Intelligence Suite, Average Annual Spend &lt; $1B</strong></td>
<td>$ 174,307.30</td>
<td>USA</td>
</tr>
<tr>
<td></td>
<td></td>
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<td></td>
<td><strong>EIQ Module of Spend Intelligence Suite, Average Annual Spend $1B-$3B</strong></td>
<td>$ 224,181.36</td>
<td>USA</td>
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<td><strong>EIQ Module of Spend Intelligence Suite, Average Annual Spend $3B-$6B</strong></td>
<td>$ 298,690.18</td>
<td>USA</td>
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<td></td>
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<td><strong>EIQ Module of Spend Intelligence Suite, Average Annual Spend $6B-$10B</strong></td>
<td>$ 398,539.04</td>
<td>USA</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td><strong>EIQ Module of Spend Intelligence Suite, Average Annual Spend $10B - $15B</strong></td>
<td>$ 523,148.61</td>
<td>USA</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td><strong>EIQ Module of Spend Intelligence Suite, Average Annual Spend $15 - $30B</strong></td>
<td>$ 647,642.32</td>
<td>USA</td>
</tr>
</tbody>
</table>

**Note 1:** Price is based on a 3-year term and maximum of 15 ERP systems per customer

**Note 2:** Includes initial data enrichment, software configuration, project management, quarterly data refresh services, software license, maintenance, and hosting (single instance for 20 concurrent users).

**Note 3:** For each redundant server, add $1000 per month. Fee for each disaster recovery server, add $1000 per month.

**Note 4:** Includes license to BIQ custom analysis engine for up to 100 users
<table>
<thead>
<tr>
<th>SIN</th>
<th>Manuf.</th>
<th>Part #</th>
<th>Product Name / Description</th>
<th>GSA Price</th>
<th>Country of Origin</th>
<th>Warranty</th>
</tr>
</thead>
<tbody>
<tr>
<td>511210</td>
<td>ElectrifAi</td>
<td>SH-PLATFORM-SUBSCR</td>
<td><strong>SIGNAL HUB</strong>: Signal Hub is an advanced and scalable analytics platform designed to construct and deliver Signals throughout the enterprise. It's comprised of ETL processes, Signal Sets, APIs, and Signal-generation processes. Signals carry useful information about encounters, citizens, systems, and interactions. They are organized into Signal Sets that describe specific business domains (e.g. provider encounters). Signals may be used to describe behaviors, events, and attributes as well as to predict future outcomes. Signal Sets consist of the individual Signals that relate to a specific industry and business domain. Hosted within the client's IT environment.</td>
<td>$1,493,182.87</td>
<td>USA</td>
<td>SCW</td>
</tr>
</tbody>
</table>