Federal Supply Service (FSS)  
Authorized Federal Supply Schedule  
Price List

MULTIPLE AWARD SCHEDULE (MSA)  
Federal Supply Group: Professional Services  
Contract Number GS-23F-0021W


Contractor Name & Address:  
Beyond The Bottom Line, Inc.  
1300 Mercantile Lane  
Suite 129-42  
Largo, Maryland 20774  
Office: 301-322-4083 Fax: 888-252-8047  
www.beyondbottomline.com  
POC: Corinda Davis

Price List Current as of: Modification # PS-A812, effective 02/13/2020  
Business Size: Women-Owned Small Business  
Prices Shown Herein are Net (Discount deducted)
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I. Contract Information

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

<table>
<thead>
<tr>
<th>SINs</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>541219</td>
<td>541219RC</td>
<td>Budget and Financial Management Services</td>
</tr>
<tr>
<td>OLM</td>
<td>OLMRC</td>
<td>Order-Level Materials (OLM’s)</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.

All discounts and the GSA Industrial Funding Fee have already been applied.

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.

Please see authorized prices provided at the end of this pricelist, starting on page 5.

2. Maximum order. $1,000,000

3. Minimum order. $100

4. Geographic coverage (delivery area). Domestic Only

5. Point(s) of production (city, county, and State or foreign country). Largo, Maryland, USA (PG County)

6. Discount from list prices or statement of net price. Government net prices (discounts already deducted)

7. Quantity discounts. .25% discount off all orders totaling $750,000 to $999,999

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 at or below the micro-purchase threshold. Accepted
9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold. | Accepted
---|---
10. Foreign items (list items by country of origin). | Not applicable
11a. Time of delivery. | To be negotiated at the task order level
11b. Expedited Delivery. Items available for expedited delivery are noted in this price list. | To be negotiated at the task order level
11c. Overnight and 2 day delivery. | To be negotiated at the task order level
11d. Urgent Requirements. | To be negotiated at the task order level
12. F.O.B. point(s). | Destination
13a. Ordering address(es). | Beyond The Bottom Line, Inc.
| 1300 Mercantile Lane, Suite 129-42
| Largo, Maryland 20774
| Attn: Corinda Davis
| Phone: 301-322-4083
| Fax: 888-252-8047
| Email: bbline@beyondbottomline.com
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). | Beyond The Bottom Line, Inc.
| 1300 Mercantile Lane, Suite 129-42
| Largo, Maryland 20774
15. Warranty provision. | Not Applicable
16. Export packing charges, if applicable. | Not Applicable
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level). | Not Applicable
18. Terms and conditions of rental, maintenance, and repair (if applicable). | Not Applicable
19. Terms and conditions of installation (if applicable). | Not Applicable
20a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). | Not Applicable
20b. Terms and conditions for any other services (if applicable). | Not Applicable
21. List of service and distribution points (if applicable). | Not Applicable
22. List of participating dealers (if applicable). | Not Applicable
23. Preventive maintenance (if applicable). | Not Applicable
24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). | Not Applicable
24b. If applicable, indicate that Section 508 | Not Applicable
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.

25. Data Universal Number System (DUNS) number. 132-48-1552

26. Notification regarding registration in System for Award Management (SAM) database. Active contractor in DoD SAM database.

### II. Price List

<table>
<thead>
<tr>
<th>SIN(s)</th>
<th>Labor Categories</th>
<th>Hourly Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>541219</td>
<td>Accountant I</td>
<td>$ 58.03</td>
</tr>
<tr>
<td>541219</td>
<td>Accountant III</td>
<td>$ 96.72</td>
</tr>
<tr>
<td>541219</td>
<td>Financial Analyst</td>
<td>$ 82.21</td>
</tr>
</tbody>
</table>

The price list currently does not notate expedited delivery, 2 day delivery, overnight rates or urgent requirements.

Please contact us directly for expedited delivery, 2 day delivery, overnight or urgent requirement rates.

**Service Contract Labor Standards (SCLS):**

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 (MAS) 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 CRF 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.
III. Description of Services

Beyond The Bottom Line, Inc. (BBL) is a minority woman owned small business providing services in the accounting, budget, and financial arena. BBL is a dynamic, process-driven, client-oriented organization. Our goal is to create strategic business relationships that will assist our client’s operations and complement their daily business solutions. By going “beyond the bottom line”, our passion, performance, and professionalism will enable and achieve cost effective methods, awareness, and future insight to the clients we serve. BBL has over 25+ years of success with assisting private and public sector clients in managing their daily financial business activities.

Beyond The Bottom Line, Inc. is Staffed with talented and professional employees, who work as a team to support and meet the needs of the companies, organizations, and agencies we serve. With our schedule we offer,

**SIN 541219**: Services include accounting, budgeting, and complementary financial services such as: transaction analysis, transaction processing, data analysis and summarization, technical assistance in devising new or revised accounting policies and procedures, classifying accounting transactions, special studies to improve accounting operations, assessment and improvement of budget formulation and execution processes, special reviews to resolve budget formulation or budget execution issues, and technical assistance to improve budget preparation or execution processes."

Various service descriptions are provided, but BBL is not limited to just these services.

**Accounts Payable Services**: BBL, Inc. will work with customers to identify practices and procedures for improving efficiency in vendor payments. These practices may include negotiating with vendors for volume discounts.

**Payroll Services**: BBL, Inc. is experience and will provide all aspects of payroll services to include time collection, paycheck production, tax filing, third party payments, and audit preparation. We apply processes to increase accuracy and efficiency.

**Accounts Receivable Services**: BBL, Inc. can help with invoicing, cash receipt recording, and collection of past due invoices. Assess and improve invoice deadlines through excellent customer relationships to improve receivable collections.

**Investigative Accounting Services**: BBL specializes in resolving accounting fraud, by false or misleading concealment of accounting transactions. Implementing accounting controls to minimize re-occurrence of any accounting fraudulent activities.

**Cash & Budget Essential Services**: BBL provides cash flow statements, cash forecast and budget projections, and proper cash management from receipt to disbursement.

**General Ledger Services**: BBL will assist customers in proper classification of transactions, account analysis and reconciliation, depreciation schedules, as well as preparation of financial statements to include managerial reports, performance ratios, and trend analyses.
IV. Labor Categories and Descriptions

ACCOUNTANT I

Minimum/General Experience:
Prepares balance sheets, profit and loss statements, and other financial reports. Responsibilities also include analyzing trends, costs, revenues, financial commitments, and obligations incurred to predict future revenues and expenses. Reports organization’s finances to management, and offers suggestions about resource utilization, tax strategies, and assumptions underlying budget forecasts. Oversee the entire Accounting Department and ability to perform various departmental functions of Accounting. Communicate with all transactional areas of the Accounting Department to ensure accuracy of the information flowing to the general ledger. Responsible for coordinating the monthly closings, analyzing balance sheet accounts, and facilitating timely receipt of the information presented on the monthly financial statements.

Functional Responsibility:
Familiar with a variety of the accounting concepts, practices, and procedures. Relies on limited experience and judgment to plan and accomplish goals. Performs a variety of complicated tasks. Work under general supervision. Reports to a manager or head of a unit/department. Excellent interpersonal, written, and oral communication skills are a must for the position.

Minimum Education:
Bachelor’s Degree in accounting, Business or related fields and four or more years of experience in the field.

ACCOUNTANT III

Minimum/General Experience:
Review balance sheets, profit and loss statements, and other financial reports prior to submission to management. Responsibilities also include analyzing trends, costs, revenues, financial commitments, and obligations incurred to predict future revenues and expenses. Submits finance reports to management, and offer suggestions concerning resource utilization, tax strategies, and assumptions underlying budget forecasts. The ability to identify and resolve accounting issues. The ability to negotiate on behalf of management.

Functional Responsibility:
Familiar with a variety of accounting concepts, practices, and procedure. Relies on extensive experience and judgment to plan accomplish goals. Will lead and direct the work of others. Creativity and latitude is expected to perform a variety of tasks. Reports to executive management. Excellent interpersonal, written, and oral communication skills are a must for the position.
**Minimum Education:**

Bachelor’s Degree is required in Accounting, Business or related fields and eight years of experience in the field.

**FINANCIAL ANALYST**

**Minimum/General Experience:**

Compiles and analyzes financial information. Develops integrated revenue/expense analyses, projections, reports, and presentations. Prepares and analyzes monthly, quarterly, and annual reports and ensures financial information has been recorded accurately. Performs financial forecasting and reconciliation of internal accounts. The ability to identify and resolve accounting issues.

**Functional Responsibility:**

Familiar with standard concepts, practices, and procedures within the field. Relies on experience and judgment. Performs a variety of tasks.

**Minimum Education:**

Bachelor’s Degree with two years or more experience in the field.