Schedule Title: Multiple Award Schedule
Federal Supply Group: Professional Services
Product Service Codes: R704 and R408
Contract Numbers: GS23F0025X

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Contract Period: January 5, 2021 to January 4, 2026
Price list current as of Modification #PA-0038 effective November 16, 2020

Contractor: FINANCIAL MARKETS INTERNATIONAL, INC.
1901 N. Moore Street, Suite 802
Arlington, VA 22209-1706

Business Size: Small Business
Telephone: 202-721-0194
Fax: 202-721-0198
Website: fmi-inc.net

Contract Administration: Nicholas Kennedy
E-mail Address: nkennedy@fmi-inc.net
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>SIN Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Administrative Management and General Management Consulting</td>
</tr>
<tr>
<td>OLM</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. 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 Pages 4-8 for Labor Category Descriptions.

2. Maximum order: SIN 541611 ($1,000,000.00) and SIN OLM ($250,000.00)

3. Minimum order: $100.00

4. Geographic coverage (delivery area): Worldwide

5. Point(s) of production (city, country, and state or foreign country): Same as company address


7. Quantity discounts: None Offered

8. Prompt payment terms. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions. Net 30 days

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 lists 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 advice agencies that they can also contact the Contractor’s representative to affect a faster delivery: Contact Contractor

11. F.O.B. point(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: 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 lists and any discounts from list prices (if applicable): N/A

19. Terms and conditions for any other services (if applicable): Contact Contractor

20. List of service and distribution 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 Number System (DUNS) Number: 808262042

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

Final Pricing for SIN(s): 541611
The rates shown below include Industrial Funding Fee (IFF) of .75%

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Option 2</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Year 11</td>
</tr>
<tr>
<td>Accounting Expert</td>
<td>$ 86.84</td>
</tr>
<tr>
<td>Senior Attorney</td>
<td>$ 132.24</td>
</tr>
<tr>
<td>Capital Markets Specialist (CMS)</td>
<td>$ 177.28</td>
</tr>
<tr>
<td>Chief-of-Party (COP)</td>
<td>$ 174.70</td>
</tr>
<tr>
<td>Senior Communication Specialist</td>
<td>$ 65.14</td>
</tr>
<tr>
<td>Economic Development Specialist</td>
<td>$ 137.87</td>
</tr>
<tr>
<td>Economist</td>
<td>$ 181.40</td>
</tr>
<tr>
<td>Fund Operations Specialist</td>
<td>$ 137.87</td>
</tr>
<tr>
<td>Senior Government Securities Expert</td>
<td>$ 136.03</td>
</tr>
<tr>
<td>Investment Banker</td>
<td>$ 137.87</td>
</tr>
<tr>
<td>Non-Bank Financial Institution Advisor (NBFI)</td>
<td>$ 171.64</td>
</tr>
<tr>
<td>Pension Specialist</td>
<td>$ 136.03</td>
</tr>
<tr>
<td>Project Manager</td>
<td>$ 171.64</td>
</tr>
<tr>
<td>Public Education / Awareness Specialist</td>
<td>136.03</td>
</tr>
<tr>
<td>Senior Regulatory Reform Expert</td>
<td>$ 197.06</td>
</tr>
<tr>
<td>Sector Specialist</td>
<td>$ 160.02</td>
</tr>
<tr>
<td>Senior Principal, Attorney</td>
<td>$ 401.84</td>
</tr>
<tr>
<td>Senior Principal, Project Manager</td>
<td>$ 401.84</td>
</tr>
<tr>
<td>Trade Specialist</td>
<td>$ 168.63</td>
</tr>
</tbody>
</table>

Labor Category Descriptions

The following are the descriptions of the labor category levels used in preparing this submission:

Accounting Expert – MBA/MA/MS with at least 5 years industry experience and an understanding of IAS and U.S. GAAP. Successful work history with an accounting firm or as a company accountant, CFO, corporate controller, regulator, or in the development of standards and practices at an NGO/SRO. Responsibilities and skills including accounting practices, auditing, financial valuation, reporting, back office management, financial statement analysis,
and site visits to review the accounting methods, practices and recordkeeping procedures. Experience in developing the reports and accounts required for offering memoranda, IPOs or private placements will be needed for selected assignments. At least 2 years developing country context experience is required.

**Senior Attorney** – MBA/MA/MS with at least 5 years financial markets industry experience. Successful work history with law firms, governmental organizations/regulators, international financial institutions, or the corporate sector. Responsibilities and skills including tax law and codes, accounting issues, due diligence, legislative drafting, litigation, legal research, commercial law, securities law, and judicial/legal process.

**Capital Markets Specialist** – MBA/MA/MS and at least 10 years financial markets industry experience. Successful work history in such functional areas as securities and commodities markets, mutual funds and brokerages, pension and insurance firms, investment banks and venture capital firms, financial markets regulation, corporate governance/shareholder rights, financial risk management, and exchange systems. Responsibilities and skills including new product design/development, back office operations, trading techniques, market analysis, debt and equity markets, and underwriting. 3+ years developing country context experience and proficiency in at least one foreign language.

**Chief of Party** – MBA/MA/MS and at least 10 years financial market industry experience. Successful work history in such functional areas as financial sector policies and regulation, designing financial sector strategies, models, and organizational structures to deliver efficient and competitive financial services; developing skills to strengthen host country institutional capacity in the financial sector; performing capital markets development, financial sector stability; deposit insurance, and significant project management experience. Experience as a Chief of Party for large and complex financial sector projects. A proven ability to work collaboratively with USAID and other donors. Senior level work experience and supervisory responsibilities. Effective cross-cultural interpersonal skills and demonstrated ability to resolve higher level work and issues with senior country counterparts, donor representatives, and senior-level USAID staff. 5+ years developing country context experience and proficiency in at least one foreign language.

**Senior Communication Specialist** – BA/BS in an appropriate discipline with 8 years industry experience or MA/MS or equivalent with at least 5 years industry experience. Successful work history in the design and management of information systems and products for the private, public or NGO sectors. Skills should include database development and management, design and implementation of multi-media presentations, web site development and computer programming.

**Economic Development Specialist** – MBA/MA/MS with at least 8 years experience in implementing economic growth projects in emerging market countries. Must have expertise facilitating economic growth via competitiveness of the private sector, financial sector, and/or the public sector. It is important that the expert has experience conducting analyses of end-markets, value chain constraints, business environment constraints, inter-firm constraints and other systemic constraints to improved economic growth. Identifies and implements private and public sector strategies and interventions to improve and promote broad-based growth.
Economist – MBA/MA/MS with at least 8 years experience in macroeconomic or trade analysis. Other skills include: research and economic modeling; policy-making experience at the local and national levels; and ability to analyze macroeconomic trends and put them in an economic growth-context. Specific areas of concentration could include: agribusiness/agriculture, micro/macroeconomics; trade and investment; etc.

Fund Operations Specialist – MBA with at least 10 years direct experience in private and public pension, mutual, and other investment fund reform in both developed and emerging markets, including work as a regulator, fund manager and policy adviser. Significant understanding of the legal/regulatory process, proven abilities to work with senior leadership in the government and business community, and strong consensus building skills. Knowledge of the structure and function of pension system is strongly preferred, as well as practical experience assisting comparable markets in achieving three pillar pension reform.

Senior Government Securities Expert – MBA or equivalent with at least 5 years industry experience. Successful work history in investment banking, Mergers & Acquisitions, corporate management, financial restructuring, debt-for-equity swaps, and deal-making (including in law firms with active corporate finance/investment banking practices). Responsibilities and skills including financial engineering, risk management, economic analysis, due diligence, asset management, strategic planning, financial and loan workouts, investment promotion and negotiations. 3+ years developing country context experience and proficiency in at least one foreign language.

Investment Banker – BA/BS with 10 years industry experience or MBA/MA with at least 5 years industry experience. Successful work history in commercial/private banking, supervision/regulation, investment banking and credit markets. Responsibilities and skills including policy development, oversight and market monitoring, credit/financial analysis, portfolio management, lending and risk analysis. Transactional expertise, an understanding of best practices in universal banking and regulation, and experience in bank resolution issues. 3+ years developing country context experience and proficiency in at least one foreign language.

Non-Bank Financial Institution Adviser – MBA/MA/MS with 10 years direct experience in private and public pension fund reform in both developed and emerging markets, including work as a regulator, pension fund manager and policy adviser. Significant understanding of the legal/regulatory process, proven abilities to work with senior leadership in the government and business community, and strong consensus building skills. Knowledge of the structure and function of the NBFI sector and related pension system is strongly preferred, as well as practical experience assisting comparable markets in achieving three pillar pension reforms.

Pension Specialist – Advanced degree in law, economics or finance (MA/MS, and MBA) with at least 5 years industry experience. Successful work history in pension funds (private and public), institutional investors, social security systems, management consultancies and actuaries. Responsibilities and skills including policy development, actuarial analysis, finance, benefits (re)structuring, asset management, payment and collections systems. Understanding of modern pension systems, including work in Pay As You Go (PAYGO), Mandatory/Fully Funded, and
Private Voluntary system reform. 3+ years developing country context experience and proficiency in at least one language.

**Project Manager** – MBA/MA/MS with at least 8 years experience in international project management, including direct experience as a Team Leader, Chief-of-Part of Home Office Manager for a multi-year, multi-million international donor-funded project. Project Management duties include: project backstopping, monitoring, and reporting; liaising with clients, counterparts, and field staff on recruiting, consultant mobilization, strategy and work plan development, performance monitoring, and achievement of benchmarks/deliverables; and maintaining/updating database of consultants.

**Public Education/Awareness Specialist** – BA/BS in an appropriate discipline with 8 years industry experience or MBA/MA/MS with at least 5 years experience in the design, development and implementation of public relations and outreach programs. Successful work history in advertising, marketing, outreach, political campaigns, mass media, and public advocacy. Responsibilities and skills including design and development of marketing and public education materials, polling and survey design, presentation development and speech writing. Well developed public speaking, conference management and multi-media skills. 3+ years developing country context experience and proficiency in at least one foreign language.

**Senior Regulatory Reform Expert** – MBA/MA/MS or equivalent credentials and legal and overseas experience with at least 10 years industry experience. Provides assistance and expertise on legal topics such as: analyzing/drafting legislation, administrative law, business environment and regulatory reform, business formation and dissolution, small business advisory work, bankruptcy, company law, real estate, company restructuring/mergers/divestitures, small/medium/micro-enterprise legal issues, and legal work with organizations and associations.

**Sector Specialist** – MBA/MA/MS with 8 years relevant working experience in a senior position, particularly in development and reforms as well as in project administration, and commercial banking. Excellent oral and written communication skills in English. At least 5 years international experience working in developing countries.

**Senior Principal Attorney** – MBA/MA/MS with at least 30 years financial markets industry experience. Individual must have successful work history with law firms, governmental organizations/regulators, international financial institutions, or the corporate sector. Responsibilities and skills including tax law and codes, accounting issues, due diligence, legislative drafting, litigation, legal research, commercial law, securities law, and judicial/legal process. Must have excellent oral and written communication English skills. At least 10 years international experience working in developing countries, desirable.

**Senior Principal Project Manager** – MBA/MA/MS with over 30 years experience in international project management, including direct experience as a Team Leader, Chief-of-Part of Home Office Manager for a multi-year, multi-million international donor-funded project. Project Management duties include: project backstopping, monitoring, and reporting; liaising with clients, counterparts, and field staff on recruiting, consultant mobilization, strategy and work plan development, performance monitoring, and achievement of benchmarks/deliverables; and
maintaining/updating database of consultants. Individual must have excellent oral and written communication English skills, with a minimum of 15 years international experience working in developing countries.

Trade Specialist – MBA/MA/MS with at least 8 years experience is required working on trade related issues for international donor-funded projects. Provides assistance and expertise in areas such as: trade facilitation, logistics, customs reform, export promotion, trade policy, implementation of international and regional trade agreements, "competition policy," and other, general trade issues.

**Service Contract Labor Standards:** The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire MAS 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 CFR 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.