GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

Schedule Title: Multiple Award Schedule (MAS)
Federal Supply Group: Professional Services
Contract Number: GS-23F-003AA
Contract Period: October 11, 2017 through October 10, 2022
Company Information: 6361 Walker Lane, Suite 210, Alexandria, VA 22310
Phone: (571) 303-2170
Website: www.fedquestsolutions.com
Point of Contact: Nathaniel Barfield, President
Phone: (703) 624-9109
Email: nbarfield@fedquestsolutions.com
Business Size: Small Business

Price list current as of Modification #PS-0019 effective July 7, 2021

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 GSA Advantage® is: GSAAdvantage.gov.

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.
Table of Contents
Customer Information ............................................................................................................. 2
Labor Category Descriptions .................................................................................................. 5
GSA Hourly Rates .................................................................................................................. 12
### 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>Schedule</th>
<th>Category</th>
<th>Description</th>
<th>Description Detail</th>
</tr>
</thead>
<tbody>
<tr>
<td>MAS</td>
<td>541219</td>
<td>Budget and Financial Management Services</td>
<td>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.</td>
</tr>
<tr>
<td>MAS</td>
<td>541611</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
<td>Provide operating advice and assistance on administrative and management issues. Examples include: strategic and organizational planning, business process improvement, acquisition and grants management support, facilitation, surveys, assessment and improvement of financial management systems, financial reporting and analysis, due diligence in validating an agency’s portfolio of assets and related support services, strategic financial planning, financial policy formulation and development, special cost studies, actuarial services, economic and regulatory analysis, benchmarking and program metrics, and business program and project management. Inherently Governmental services as identified in FAR 7.503 or by the ordering agency are prohibited. It is the responsibility of the Contracting Officer placing the order to make this determination. Ordering activities must require prospective contractors to identify potential conflicts of interest and address those, prior to task order award. Personal services as defined in FAR 37.104 are prohibited.</td>
</tr>
<tr>
<td>MAS</td>
<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.
Not Applicable (N/A)

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 Below

2. **Maximum order.** $1,000,000.00
The maximum order threshold represents the point where, given the dollar value of the potential order, the Schedule Contractor may decline the order. Schedule contractors are encouraged, but not obligated, to accept orders exceeding this limit.

3. **Minimum order.** $100.00

4. **Geographic coverage (delivery area).** Services will be furnished domestic only.

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

6. **Discount from list prices or statement of net price.** All Prices Herein are Net

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.** None

10a. **Time of delivery.** The time of delivery will be determined for each individual task order placed under this schedule.

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 advise agencies that they can also contact the Contractor’s representative to effect 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. No 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

18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). N/A

18b. Terms and conditions for any other services (if applicable). N/A

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

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

21. Preventive maintenance (if applicable). N/A

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). N/A

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/. Contact Contractor

23. Unique Entity Identifier (UEI) number. 620135884

24. Notification regarding registration in System for Award Management (SAM) database. Registered
Labor Category Descriptions

Category 541219 Budget and Financial Management Services

Engagement Partner/Heavy Sr. Manager

Function: This person will be responsible and accountable for the overall performance of the project. Their responsibilities include executing project management activities, serves as a senior advisor to customer executive management team in a variety of financial, accounting, information technology and related capacities. This person will be responsible for managing multiple projects, developing and implementing the project vision and executing against the project vision. This person will provide advice and expertise as required to the customer in areas of financial management, accounting, performance and accountability reporting, strategic planning, process improvement methods, and consolidation of business operations. This person will direct the completion of projects within estimated time frames and budget constraints coordinates all parties to tasks, and reviews work products for completeness and adherence to applicable laws and regulations.

Qualification: The minimum level of experience required for this position includes being an executive level professional with ten years of work history in accounting, finance, management, information systems, or other related fields.

Education and Equivalent: Education requirement is a four-year degree from an accredited university or college with preferred requirements of a Business, Public finance, Accounting or related field or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy; furthermore desired a higher educational degree or professional certification to include but not be limited to CPA, PMP, CDFM or CGFM.

Senior Manager

Function: This person will be responsible for leading and providing technical direction to projects, and must have demonstrated ability to provide guidance and direction for multiple projects, designing, implementing, and managing client engagements; and the capability to manage multi-task projects of high complexity. This person provides the primary interface with client management personnel regarding technical accounting issues. The Senior Manager delivers, presents, and leads strategic-level client meetings.

Qualification: The minimum level of experience required for this position includes being a senior-level professional with seven years of work history in accounting, budgeting, finance, management, information systems, or other related fields.

Education and Equivalent: Bachelor’s Degree or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy; Certification desired CPA, CIA, PMP, CGFM, CDFM and/or other related certifications.
Manager

Function: This person will interface with the client on a day-to-day basis and assist the project manager in support of the completion of project specific tasks within estimated time frames and budget constraints. This individual will also support in the execution and review of detailed tasks while providing day-to-day advice to clients. This person will also be responsible for reporting the status of the overall project to senior client management.

Qualification: The minimum level of experience required for this position includes having five years of work history in accounting, budgeting, finance, management, information systems, or other related fields.

Education and Equivalent: Bachelor’s Degree or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy; Certification desired CPA, CIA, PMP, CGFM, CDFM and/or other related certifications.

Senior Accountant

Function: This individual performs field work and supervises staff professionals. This person executes the more difficult and technical areas of the project. This person is responsible for analyzing engagement progress, meets regularly with Managers, Sr. Managers, Heavy Sr. Managers and Partners regarding budget and engagement issues.

Qualification: The minimum level of experience required for this position includes generally three years, with at least two years of work history in accounting, finance, management, information systems, or other related fields on engagements supporting the private sector or federal government with transaction analysis, transaction processing, data analysis and general ledger account summarization or equivalent work experience.

Education and Equivalent: Bachelor’s Degree or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy; Certification desired CPA, CIA, PMP, CGFM, CDFM and/or other related certifications.

Senior Consultant

Function: This individual performs field work and supervises staff professionals. This person executes more difficult and technical areas of the project. This person is responsible for analyzing engagement progress, meets regularly with Managers, Sr. Managers, Heavy Sr. Managers and Partners regarding budget and engagement issues.

Qualification: The minimum level of experience required for this position includes generally three years, with at least two years of work history in accounting, finance, management, information systems or other related fields. Qualifications must include working within the government or supporting government contracts as an auditor or management consultant supporting and helping agencies to improve its budget formulation, execution, and reporting processes.

Education and Equivalent: Bachelor’s Degree or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy; Certification desired CPA, CIA, PMP, CGFM, CDFM etc.
Staff Accountant

**Function:** This individual is usually assigned tasks in accordance with guidance provided by Seniors, Managers, Senior Managers, Heavy Senior Managers and Partners. This person usually executes detailed level technical field work in support of engagement senior staff.

**Qualification:** The minimum level of experience for this position is two years with at least one year of work history in accounting, finance, management, information systems or other related fields on engagements supporting the private sector or federal government with transaction analysis, transaction processing, data analysis and general ledger account summarization or equivalent work experience per FedQuest’s Experience and Degree Substitution policy.

**Education and Equivalent:** Bachelor’s Degree or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy.

Consultant

**Function:** This individual is usually assigned tasks in accordance with guidance provided by Seniors, Managers, Senior Managers, Heavy Senior Managers and Partners. This person usually executes detailed level technical field work in support of engagement senior staff.

**Qualification:** The minimum level of experience for this position is generally two years with at least one year of work history in accounting, finance, management, information systems or other related fields. Qualifications must include working within the government or supporting government contracts as an auditor or management consultant supporting and helping agencies to improve its budget formulation, execution, and reporting processes.

**Education and Equivalent:** Bachelor’s Degree or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy; Certification desired CPA, CIA, PMP, CGFM, CDFM etc.

Accountant

**Function:** This individual usually serves as a junior member of the engagement team. Under supervision, this individual must be able to assess processes and procedures for compliance with government standards and GAAP. This person may be familiar with government accounting, transaction analysis, transaction procession, data analysis and general ledger account summarization.

**Qualification:** The minimum level of experience for this position is zero (0) years of experience.

**Education and Equivalent:** Bachelor’s Degree or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy.

Analyst

**Function:** This individual usually serves as a junior member of the engagement team. Under supervision, this individual must be able to assess processes and procedures for compliance with government standards and GAAP. This person may be familiar with helping agencies to improve their budget formulation, execution and reporting processes.
**Qualification:** The minimum level of experience for this position is zero (0) years of experience.  

**Education and Equivalent:** Bachelor’s Degree or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy.

**Administrative Assistant**

**Function:** Provide administrative support services and is knowledgeable of key Microsoft products (e.g.: Outlook, Word and Excel).

**Qualification:** The minimum level of experience for this position is zero (0) years of experience.

**Education and Equivalent:** High school diploma.

### Category 541611 Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

**Engagement Partner/Heavy Sr. Manager**

**Function:** This person will be responsible and accountable for the overall performance of the project. Their responsibilities include executing project management activities, serves as a senior advisor to customer executive management team in a variety of financial, accounting, information technology and related capacities. This person will be responsible for managing multiple projects, developing and implementing the project vision and executing against the project vision. This person will provide advice and expertise as required to the customer in areas of financial management, accounting, performance and accountability reporting, strategic planning, process improvement methods, and consolidation of business operations. This person will direct the completion of projects within estimated time frames and budget constraints coordinates all parties to tasks, and reviews work products for completeness and adherence to applicable laws and regulations.

**Qualification:** The minimum level of experience required for this position includes being an executive level professional with ten years of work history in accounting, finance, management and/or information systems.

**Education and Equivalent:** Education requirement is a four-year degree from an accredited university or college with preferred requirements of a Business, Public finance, Accounting or related field or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy; furthermore desired a higher educational degree or professional certification to include but not be limited to CPA, CIA, CISA, CISSP, PMP, CGFM, or CDFM.

**Senior Manager**

**Function:** This person will be responsible for leading and providing technical direction to projects, and must have demonstrated ability to provide guidance and direction for multiple projects, designing, Implementing, and managing client engagements; and the capability to manage multi-task projects of high complexity. This person provides the primary interface with client management personnel regarding technical accounting issues. The Senior Manager delivers, presents, and leads strategic-level client meetings.
Qualification: The minimum level of experience required for this position includes being an executive level professional with seven years of work history in accounting, finance, management or information systems and at least five years of expertise working within the government, supporting government contracts or equivalent work experience per FedQuest’s Experience and Degree Substitution policy.

Education and Equivalent: Bachelor’s Degree or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy; Certification desired CPA, CIA, CISA, CISSP, PMP, CGFM, CDFM.

Manager

Function: This person will interface with the client on a day-to-day basis and assist the project manager in support of the completion of project specific tasks within estimated time frames and budget constraints. This individual will also support in the execution and review of detailed tasks while providing day-to-day advice to clients. This person will also be responsible for reporting the status of the overall project to senior client management.

Qualification: The minimum level of experience required for this position includes having five years of work history in accounting information systems, technology risk assessments of computer information systems, accounting, information technology management consultant helping agencies to assess and improve financial management systems, financial reporting and analysis, strategic financial planning, financial policy formulation and development or equivalent work experience.

Education and Equivalent: Bachelor’s Degree or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy; Certification desired CPA, CIA, CISA, CISSP, PMP, CGFM, CDFM.

Senior IT Specialist

Function: This individual performs field work and supervises staff professionals. This person executes more difficult and technical areas of the project. This person is responsible for analyzing engagement progress, meets regularly with Managers, Sr. Managers, Heavy Sr. Managers and Partners regarding budget and engagement issues. This person is also responsible for decoding financial systems.

Qualification: The minimum level of experience required for this position includes generally three years, with at least two years of expertise working on government contracts as an auditor or management consultant helping agencies assess and improve financial management systems, financial reporting and analysis, strategic financial planning, financial policy formulation and development or equivalent work experience.

Education and Equivalent: Bachelor’s Degree or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy; Certification desired CPA, CIA, CISA, CISSP, PMP, CGFM, CDFM.

IT Consultant

Function: This individual is usually assigned tasks in accordance with guidance provided by Seniors, Managers, Senior Managers, Heavy Senior Managers and Partners. This person usually executes detailed level technical field work in support of engagement senior staff.
**Qualification:** The minimum level of experience for this position is generally two years with at least one year of experience working on government contracts as an auditor or management consultant helping agencies assess and improve financial management systems, financial reporting and analysis, strategic financial planning, financial policy formulation and development or equivalent work experience.

**Education and Equivalent:** Bachelor’s Degree or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy; Certification desired CPA, CIA, CISA, CISSP, PMP, CGFM, CDFM.

**IT Analyst**

**Function:** This individual usually serves as a junior member of the engagement team. Under supervision, this individual must be able to assess processes and procedures for compliance with government standards and GAAP. This person may be familiar with improving financial management systems, financial reporting and analysis, strategic financial planning, financial policy formulation and development.

**Qualification:** The minimum level of experience for this position is zero (0) years of experience.

**Education and Equivalent:** Bachelor’s Degree or equivalent work experience per FedQuest’s Experience and Degree Substitution Policy.
**Experience and Degree Substitution Policy**

The above describes the functional responsibilities and education and requirements for each labor category. These requirements are a guide to the types of experience and educational backgrounds of typical personnel in each labor category.

Education and experience may be substituted for each other. Each year of relevant experience may be substituted for one year of education and vice versa. In addition, certifications, professional licenses, and vocational technical training may be substituted for experience and education as shown below:

<table>
<thead>
<tr>
<th>Degree</th>
<th>Experience</th>
<th>Other Equivalence</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s</td>
<td>Associate’s degree +2 years relevant experience, or 4 years relevant experience</td>
<td>Professional certifications, such as PMP, ITIL, CGFM, Six Sigma, etc.</td>
</tr>
<tr>
<td>Master’s</td>
<td>Bachelor’s +2 years relevant experience, or Associate’s +4 years relevant experience</td>
<td>Professional certifications, such as PMP, ITIL, CGFM, Six Sigma, etc.</td>
</tr>
<tr>
<td>Doctorate</td>
<td>Master’s +2 years relevant experience, Bachelors +4 years relevant experience</td>
<td></td>
</tr>
<tr>
<td>Higher Education</td>
<td>Successful completion of higher education which has not yet resulted in a degree may be counted as 1 year of experience for each year of college completed.</td>
<td>Professional certifications, such as PMP, ITIL, CGFM, Six Sigma, etc.</td>
</tr>
</tbody>
</table>
## GSA Hourly Rates

<table>
<thead>
<tr>
<th>Category</th>
<th>Labor Category Name</th>
<th>YEAR 6 10/11/2017 - 10/10/2018</th>
<th>YEAR 7 10/11/2018 - 10/10/2019</th>
<th>YEAR 8 10/11/2019 - 10/10/2020</th>
<th>YEAR 9 10/11/2020 - 10/10/2021</th>
<th>YEAR 10 10/11/2021 - 10/10/2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>541219</td>
<td>Engagement Partner/ Heavy Sr. Manager</td>
<td>$306.03</td>
<td>$312.15</td>
<td>$318.39</td>
<td>$324.76</td>
<td>$331.25</td>
</tr>
<tr>
<td>541219</td>
<td>Senior Manager</td>
<td>$241.61</td>
<td>$246.44</td>
<td>$251.37</td>
<td>$256.40</td>
<td>$261.52</td>
</tr>
<tr>
<td>541219</td>
<td>Manager</td>
<td>$220.13</td>
<td>$224.53</td>
<td>$229.02</td>
<td>$233.60</td>
<td>$238.27</td>
</tr>
<tr>
<td>541219</td>
<td>Senior Accountant</td>
<td>$166.44</td>
<td>$169.77</td>
<td>$173.16</td>
<td>$176.62</td>
<td>$180.16</td>
</tr>
<tr>
<td>541219</td>
<td>Senior Consultant</td>
<td>$166.44</td>
<td>$169.77</td>
<td>$173.16</td>
<td>$176.62</td>
<td>$180.16</td>
</tr>
<tr>
<td>541219</td>
<td>Staff Accountant</td>
<td>$139.59</td>
<td>$142.38</td>
<td>$145.23</td>
<td>$148.14</td>
<td>$151.10</td>
</tr>
<tr>
<td>541219</td>
<td>Consultant</td>
<td>$139.59</td>
<td>$142.38</td>
<td>$145.23</td>
<td>$148.14</td>
<td>$151.10</td>
</tr>
<tr>
<td>541219</td>
<td>Accountant</td>
<td>$112.75</td>
<td>$115.00</td>
<td>$117.30</td>
<td>$119.65</td>
<td>$122.04</td>
</tr>
<tr>
<td>541219</td>
<td>Analyst</td>
<td>$112.75</td>
<td>$115.00</td>
<td>$117.30</td>
<td>$119.65</td>
<td>$122.04</td>
</tr>
<tr>
<td>541219</td>
<td>Administrative Assistant</td>
<td>$80.53</td>
<td>$82.14</td>
<td>$83.79</td>
<td>$85.46</td>
<td>$87.17</td>
</tr>
<tr>
<td>541611</td>
<td>Engagement Partner/ Heavy Sr. Manager</td>
<td>$306.03</td>
<td>$312.15</td>
<td>$318.39</td>
<td>$324.76</td>
<td>$331.26</td>
</tr>
<tr>
<td>541611</td>
<td>Senior Manager</td>
<td>$241.60</td>
<td>$246.43</td>
<td>$251.36</td>
<td>$256.39</td>
<td>$261.52</td>
</tr>
<tr>
<td>541611</td>
<td>Manager</td>
<td>$220.13</td>
<td>$224.53</td>
<td>$229.02</td>
<td>$233.60</td>
<td>$238.27</td>
</tr>
<tr>
<td>541611</td>
<td>Senior IT Specialist</td>
<td>$171.81</td>
<td>$175.24</td>
<td>$178.75</td>
<td>$182.32</td>
<td>$185.97</td>
</tr>
<tr>
<td>541611</td>
<td>IT Consultant</td>
<td>$144.96</td>
<td>$147.86</td>
<td>$150.82</td>
<td>$153.83</td>
<td>$156.91</td>
</tr>
<tr>
<td>541611</td>
<td>IT Analyst</td>
<td>$118.12</td>
<td>$120.48</td>
<td>$122.89</td>
<td>$125.35</td>
<td>$127.85</td>
</tr>
</tbody>
</table>