

**General Services Administration  
Federal Supply Service  
Authorized Federal Supply Schedule Price List**

*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!<sup>TM</sup>, a menu-driven database system.  
The Internet address for GSA-Advantage!<sup>TM</sup> is: <http://www.gsadvantage.gov>*

**Financial and Business Solutions**

**FSC Group 520**

**Contract No. GS-23F-0051P**

*For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at:  
<http://www.fss.gsa.gov>*

**Base Period: November 17, 2003 ~ November 16, 2008  
Option Period 1: November 17, 2008 ~ November 16, 2013  
Option Period 2: November 17, 2013 ~ November 16, 2018**



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**Business Size/Status: Large**

**Prices shown herein are NET (discount deducted).**

**Pricelist current through modification #PS-0016\* dated September 10, 2015**



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## GENERAL CONTRACT INFORMATION

1a. Table of Awarded Special Item Numbers (SINs):  
 (Please refer to [page #6-13](#) for a more detailed description)

SIN	Description
520-1; 520-1RC	Program Financial Advisor Services
520-2; 520-2RC	Transaction Specialist
520-5; 520-5RC	Loan Servicing and Asset Management
520-12; 520-12RC	Budgeting
520-13; 520-13RC	Complementary Financial Management Services
520-15; 520-15RC	Outsourcing Recurring Commercial Activities for Financial Management Services

1b. Lowest Priced Model Number and Lowest Price:      Please refer to our rates on [page #18](#)

1c. Labor Category Descriptions:      Please refer to [page #13](#)

2. Maximum Order:      \$1,000,000 (for all awarded SINs)

3. Minimum Order:      \$100

4. Geographic Coverage:      Worldwide

5. Point(s) of Production:      Not Applicable

6. Discount from List Price:      All Prices Herein are Net

7. Quantity Discounts:      Not Applicable

8. Prompt Payment Terms:      Net 30 days

9a. Government Purchase Card *is* accepted at or below the micro-purchase threshold.

9b. Government Purchase Card *is* accepted above the micro-purchase threshold.

10. Foreign Items:      None

11a. Time of Delivery:      30 days ARO

11b. Expedited Delivery:      Not Offered

- 11c. Overnight and 2-Day Delivery: Not Offered
- 11d. Urgent Requirement: When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract. Please contact David D. Lee at (301) 771-7927 or David\_Lee@DAI.com.
12. F.O.B. Point(s): Destination
- 13a. Ordering Address: Development Alternatives, Inc. (“DAI”)  
Attn: David D. Lee/GSA Orders  
7600 Wisconsin Avenue, Suite 200  
Bethesda, MD 20814
- 13b. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), are found in Federal Acquisition Regulation (FAR) 8.405-3.
14. Payment Address: Development Alternatives, Inc. (“DAI”)  
Attn: Accounts Receivable/Eliza Botti  
7600 Wisconsin Avenue, Suite 200  
Bethesda, MD 20814
15. Warranty Provision: Not Applicable
16. Export Packing Charges: Not Applicable
17. Terms & Conditions of Government Purchase Card Acceptance: Accepted at or below micro-purchase threshold; Above micro-purchase level as negotiated with the Ordering Activity
18. Terms and conditions of rental, maintenance, and repair: Not Applicable
19. Terms and conditions of installation (if applicable): Not Applicable
20. Terms and conditions of repair parts indicating date: Not Applicable

of parts, price lists and any discounts from list prices:

- |  |                |
|--|----------------|
| 20a. 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. Preventative 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. 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: <a href="http://www.Section508.gov/">http://www.Section508.gov/</a> | Not Applicable |
| 25. Data Universal Number System (DUNS) Number:  | 066781956      |
| 26. Development Alternatives, Inc. <u>is</u> registered in the System for Award Management (SAM) database.   |                |

## **CONTRACT OVERVIEW**

GSA awarded Development Alternatives, Inc. (“DAI”) a GSA Federal Supply Schedule contract for Financial and Business Solutions (FABS), Contract No. GS-23F-0051P. The base contract period is 11/17/2003 - 11/16/2008. GSA has exercised the second of three 5-year option periods (11/17/2013 – 11/16/2018). GSA may exercise a total of up to one additional 5- year option period. The contract allows for the placement of Firm Fixed Price or Time & Materials task orders using the labor categories and ceiling rates defined in the contract.

## **CONTRACT ADMINISTRATOR**

David D. Lee  
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## **MARKETING AND TECHNICAL POINT OF CONTACT**

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## **CONTRACT USE**

This contract is available for use by all federal government agencies, as a source for Financial and Business Solutions, for worldwide use. Executive agencies, other Federal agencies, mixed ownership Government corporations, and the District of Columbia; government contractors authorized in writing by a Federal agency pursuant to 48 CFR 51.1; and other activities and organizations authorized by statute or regulation to use GSA as a source of supply may use this contract. Additionally, contractors are encouraged to accept orders received from activities within the Executive Branch of the Federal Government.

## **CONTRACT SCOPE**

The Contractor shall provide professional financial services as specified in individual task orders placed by ordering agencies. Services specified in a task order may be performed at the contractor’s facilities or the ordering agencies facilities. The government will determine the contractor’s compensation by any of several different methods (to be specified at the task order level) e.g., a firm-fixed price for services with or without incentives, labor hours or time-and-material.

The Special Item Numbers (SINs) available under this contract provide services across the full life cycle of a project. When task orders are placed, they must identify the SIN or SINs under which the task is being executed. Development Alternatives, Inc. (“DAI”) has been awarded a contract by GSA to provide services under the following SINs:

SIN	Description
520-1; 520-1RC	Program Financial Advisor
520-2; 520-2RC	Transaction Specialist
520-5; 520-5RC	Loan Servicing and Asset Management
520-12; 520-12RC	Budgeting
520-13; 520-13RC	Complementary Financial Management Services
520-15; 520-15RC	Outsourcing Recurring Commercial Activities for Financial Management Services

A full description of each SIN definition and examples of the types of work covered by the SIN are provided below.

### **SPECIAL ITEM NUMBER (SIN) DESCRIPTIONS**

#### **520-1 & 520-1RC PROGRAM FINANCIAL ADVISOR**

The Contractor shall provide program financial advisor services to assist agencies on cross-cutting issues, asset marketability, program development, trust or other monetary fund management/benefit administration, equity monitoring, originations, and addresses any other considerations regarding the acquisition, management and/or resolution of an asset.

#### **520-2 & 520-2RC TRANSACTION SPECIALIST**

The Contractor shall provide transaction specialist services to assist agencies in all asset resolution related areas including valuation/pricing, portfolio stratification, restructuring and disposition strategies which best meet agency goals. Make specific recommendations as to the best execution. Conduct a sale or other disposition vehicle. Provide marketing expertise, budget and credit reform analyses.

#### **520-5 & 520-5RC LOAN SERVICING AND ASSET MANAGEMENT**

The Contractor shall provide loan servicing and asset management services to assist agencies in servicing, monitoring and maintaining loan assets which may include establishing loan database, remittance processing, verify and update borrower data, issue forms and correspondence, process loan cancellations and consolidations, billing services, credit bureau reporting, and transfer and discharge loans. Provide servicing of troubled loans which may include borrower negotiations, restructuring, foreclosure and supervision of the sale of the collateral and workout agreements.

#### **520-12 & 520-12RC BUDGETING**

The Contractor shall provide budgeting services to assess and improve the budget formulation and execution processes, conduct special reviews to resolve budget formulation or budget execution issues, provide technical assistance to improve budget preparation or execution processes.

**520-13 & 520-13RC COMPLEMENTARY FINANCIAL MANAGEMENT SERVICES**

The Contractor shall provide complementary financial management services to assess and improve financial management systems, financial reporting and analysis, strategic financial planning, financial policy formulation and development. Devise and implement performance measures, conduct special cost studies, perform actuarial services, perform economic and regulatory analysis, assist with financial quality assurance efforts, perform benchmarking.

**520-15 & 520-15RC OUTSOURCING RECURRING COMMERCIAL ACTIVITIES FOR FINANCIAL MANAGEMENT SERVICES**

The Contractor shall provide services that an agency identifies as recurring commercial activities which may include billing, payroll processing, application processing, claim processing, grant application management, loan application management, inventory management, brokerage services and other financial management activities.

## **INSTRUCTIONS FOR PLACING ORDERS FOR SERVICES BASED ON GSA SCHEDULE HOURLY RATES**

GSA provides a streamlined, efficient process for ordering the services you need. GSA has already determined that Development Alternatives, Inc. meets the technical requirements and that our prices offered are fair and reasonable. Agencies may use written orders; facsimile orders, credit card orders, blanket purchase agreement orders or individual purchase orders under this contract.

If it is determined that your agency needs an outside source to provide FABS services, follow these simple steps:

### **Step 1. Develop a Statement of Work (SOW)**

In the SOW, include the following information:

- Work to be performed,
- Location of work,
- Period of performance;
- Deliverable schedule, and
- Special standards and any special requirements, where applicable.

### **Step 2. Select Contractor and Place Order**

- If the order is at or below the micro-purchase threshold, select the contractor best suited for your needs and place the order.
- If the order is exceeding but less than the maximum order threshold (MOT), prepare an RFQ;
- If the order is in excess of the MOT, prepare an RFQ. Consider expansion of competition and seek price reductions.

### **Step 3. Prepare a Request for Quote (RFQ)**

- Include the SOW and evaluation criteria;
- Request fixed price, ceiling price, or, if not possible, labor hour or time and materials order;
- If preferred, request a performance plan from contractors and information on past experience; and include information on the basis for selection.
- May be posted on GSA s electronic RFQ system, e-Buy

### **Step 4. Provide RFQ to at least Three Firms**

### **Step 5. Evaluate Offers, Select Best Value Firm, and Place Order**

## **REQUIREMENTS EXCEEDING THE MAXIMUM ORDER (I-FSS-125)**

In accordance with FAR 8.404, before placing an order that exceeds the maximum order threshold, ordering offices shall:

- Review additional schedule contractors catalogs/price lists or use the GSA Advantage! on-line shopping service;
- Based upon the initial evaluation, generally seek price reductions from the schedule contractor(s) appearing to provide the best value (considering price and other factors); and
- After price reductions have been sought, place the order with the schedule contractor that provides the best value and results in the lowest overall cost alternative (see FAR 8.404(a)). If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

Vendors may:

Offer a new lower price for this requirement (the Price Reduction clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations.)

- Offer the lowest price available under the contract; or
- Decline the order (orders must be returned in accordance with FAR 52.216-19).

A task order that exceeds the maximum order may be placed with the Contractor selected in accordance with FAR 8.404. The order will be placed under the contract.

Sales for orders that exceed the Maximum Order shall be reported in accordance with GSAR 552.238-74.

## **BLANKET PURCHASE AGREEMENT (8.405-3)**

Ordering activities may establish BPAs under any schedule contract to fill repetitive needs for supplies or services. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPAs and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). In determining how many BPAs to establish, consider:

- The scope and complexity of the requirement(s);
- The need to periodically compare multiple technical approaches or prices;
- The administrative costs of BPAs; and
- The technical qualifications of the schedule contractor(s).

Establishment of a single BPA, or multiple BPAs, shall be made using the same procedures outlined in 8.405-1 or 8.405-2. BPAs shall address the frequency of ordering, invoicing, discounts, requirements (*e.g.* estimated quantities, work to be performed), delivery locations, and time.

When establishing multiple BPAs, the ordering activity shall specify the procedures for placing orders under the BPAs.

Establishment of a multi-agency BPA against a Federal Supply Schedule contract is permitted if the multi-agency BPA identifies the participating agencies and their estimated requirements at the time the BPA is established.

Ordering from BPAs:

**Single BPA.** If the ordering activity establishes one BPA, authorized users may place the order directly under the established BPA when the need for the supply or service arises.

**Multiple BPAs.** If the ordering activity establishes multiple BPAs, before placing an order exceeding the micro-purchase threshold, the ordering activity shall:

- Forward the requirement, or statement of work and the evaluation criteria, to an appropriate number of BPA holders, as established in the BPA ordering procedures; and
- Evaluate the responses received, make a best value determination (see 8.404(d)), and place the order with the BPA holder that represents the best value.

**BPAs for hourly rate services.** If the BPA is for hourly rate services, the ordering activity shall develop a statement of work for requirements covered by the BPA. All orders under the BPA shall specify a price for the performance of the tasks identified in the statement of work.

**Duration of BPAs.** BPAs generally should not exceed five years in length, but may do so to meet program requirements. Contractors may be awarded BPAs that extend beyond the current term of their GSA Schedule contract, so long as there are option periods in their GSA Schedule contract that, if exercised, will cover the BPA s period of performance.

Review of BPAs:

The ordering activity that established the BPA shall review it at least once a year to determine whether:

- The schedule contract, upon which the BPA was established, is still in effect;
- The BPA still represents the best value (see 8.404(d)); and
- Estimated quantities/amounts have been exceeded and additional price reductions can be obtained.

The ordering activity shall document the results of its review.

## LABOR CATEGORY DESCRIPTIONS

DAI's commercial practices include the education/experience substitutions identified below.

No Education plus 2 years experience	Equals	AA Degree
5 years experience	Equals	Bachelor's Degree
10 years experience	Equals	Master's Degree
15 years experience	Equals	PhD Degree

Labor Category	Education	Years Experience	Description
Program Director	PhD	15	Performs overall management role at the highest level. Directs the planning and production of all contract support activities. Has authority and responsibility to identify and commit resources required to support program. Establishes and alters management structure to direct effective contract support activities. Ultimate responsibility for quality products and services.
Program Manager	Masters Degree	10	Oversees and manages contract support operations involving multiple projects and groups of personnel at multiple locations. Works with Project Managers to establish and maintain timelines. Provides Project Managers with adequate resources to complete assigned projects. Ensure that all programmatic reporting deadlines are met, and contractual relationships with subcontractors are established. Ensures that grant proposals and awards meet corporate guidelines and that grant awards are spent in an appropriate and timely manner, and ensures that all project deliverables are submitted in a timely fashion.
Senior Project Manager	Masters Degree	5	Under the guidance of the Program Manager, is responsible for the overall management of the specific task orders and ensures that the technical/financial solutions and schedules in the task orders are implemented in a timely manner. Organizes, directs and coordinates the planning and production of all activities associated with assigned task order. Ensures that quality products and services are delivered. Ensures that all programmatic reporting deadlines are met, and contractual relationships with subcontractors are established. Ensures that grant proposals and awards meet corporate guidelines and that grant awards are spent in an appropriate and timely manner.
Project Associate	Bachelors Degree	2	Performs management and administrative backstopping for long- and short-term overseas projects of moderate size and complexity, including overall coordination and monitoring of project activities. Assists in project start-up, recruitment, and closedown. Resolves project finance and contract issues. Provides training to field staff on home office procedures and systems on long-term projects. Provides management and logistical support in field on short-term assignments. Ensures that grant awards are spent in an appropriate and timely manner.

Labor Category	Education	Years Experience	Description
Project Assistant	Bachelors Degree	0	Serves as liaison between field staff and home office for long and short-term overseas projects. Assists in routine administration and backstopping assignments for projects or group initiatives. Addresses project finance and contract issues.
Economist	Masters Degree	10	Includes actuarial, macro, micro, financial, monetary, and fiscal economists as well as tax specialists, pension specialists, statisticians, and budget/forecasting specialists. Familiar with standard concepts, practices, and procedures within field. Plans, conducts, and supervises projects of major significance. Has advanced knowledge of field of economics and the ability to develop analytical methodologies and research approaches. Supplies technical advice and counsel to other professionals. Has experience in analysis of economic development projects and proposals. Analyzes and interprets data from various sources. Compiles reports, charts, and tables based on established statistical methods.
Senior Financial Analyst	Masters Degree	10	Provides technical guidance and leadership to projects. Formulates strategic financial plans, prepares cost estimates and analyzes financing requirements. Assesses products and procedures for compliance with government standards, accounting principles, internal controls, and multi-tiered system application standards. Understands interrelationships between financial management requirements and automated solutions, considering the current system environment and potential integration for added systems.
Financial Analyst	Masters Degree	5	Under guidance of a Senior Financial Analyst, formulates strategic financial plans, prepares cost estimates and analyzes financing requirements. Assesses products and procedures for compliance with government standards, accounting principles, internal controls, and multi-tiered system application standards. Understands interrelationships between financial management requirements and automated solutions, considering the current system environment and potential integration for added systems.
Junior Financial Analyst	Bachelors Degree	2	Prepares cost estimates and analyzes financing requirements. Assess products and procedures for compliance with government standards, accounting principles, internal controls, and multi-tiered system application standards. Prepares status reports and presentations for Financial Analyst Team.
Senior Banker	Masters Degree	10	Has significant technical experience in one or more of the following areas: providing program and transaction financial advisory services; market outreach, market analysis, and execution of asset sale transactions; conducting financial analysis for commercial loan underwriting, servicing, and/or loss mitigation; investment banking and/or corporate finance experience structuring debt or equity financing; analytical evaluation and modeling of credit risk.

Labor Category	Education	Years Experience	Description
Junior Banker	Bachelors Degree	5	Has experience in one or more of the following areas: providing transaction financial advisory services; market outreach, market analysis, and execution of asset sale transactions; conducting financial analysis for commercial loan underwriting, servicing, and/or loss mitigation; structuring debt or equity financing; Analytical evaluation and modeling of credit risk.
Attorney	J.D.	5	Includes Regulatory, Pension, Tax, International, Trade, and Commercial law. Familiar with standard concepts, practices, and procedures within particular field. Acts as representative in dealing with local and national agencies. Provides advice on commercial and government matters and on contractual terms and conditions.
Financial Services Trainer	Masters Degree	5	Responsible for designing and delivering training classes aimed at strengthening counterparts' capacity in the financial sector. Training topics include credit, banking sector, capital market, accounting, bank restructuring, financial sector strategies, deposit insurance, foreign exchange reporting, anti-money laundering procedures, and training of trainer programs. Responsibilities include training of trainers.
Technical Writer	Masters Degree	5	Prepares brochures, operating instructions, training materials and reports of a technical nature working under general direction and subject to deadlines and heavy workload. Edits documents that have been prepared by technical specialists to ensure that organization, vocabulary, and development is clear, logical, and meaningful to those with less subject matter knowledge than the authors. Combines reports and papers from several authors, determining the relationships of each component part to the whole to produce final products that are clear, logically organized, and presented in a uniform style. Reviews complex and lengthy technical material and prepares written or oral summaries that are easily understood by non-technical audiences.
Training Coordinator	Bachelors Degree	3	Organizes and conducts training and educational programs; Maintains records of training activities, employee progress and program effectiveness. Works on most phases of training and conducts the research necessary to develop and revise training courses and prepares appropriate training catalogs. Prepares instructor materials (course outline, background material, and training aids), as well as student materials (course manuals, workbooks, handouts, completion certifications, and course critique forms).

Labor Category	Education	Years Experience	Description
Senior Financial Systems Analyst	Masters Degree	10	Provides technical guidance to complex management information systems. Assesses, designs, and implements management information systems for corporate and project needs. Using knowledge of project management concepts, practices and procedures, conducts assessment of project need, design systems that are user friendly, stable and appropriate. Provides technical support and backstopping to field, home office and clients.
Financial Systems Analyst	Bachelors Degree	5	Under a Senior Financial Systems Analyst, provides technical guidance to complex management information systems. Assesses, designs, and implements management information systems for corporate and project needs. Using knowledge of project management concepts, practices and procedures, conducts assessment of project need, design systems that are user friendly, stable and appropriate. Customizes DAI s proprietary project management system to meet particular project needs. Provides technical support and backstopping to field, home office and clients.
Junior Financial Systems Analyst	Bachelors Degree	2	Under the Financial Analyst Team, assesses, designs, and implements management information systems for corporate and project needs. Using knowledge of project management concepts, practices and procedures, conducts assessment of project need, design systems that are user friendly, stable and appropriate. Customizes DAI s proprietary project management system to meet particular project needs. Provides technical support and backstopping to field, home office and clients.
Functional Expert I	PhD	15	Has had significant development experience in a related discipline; minimum fifteen years experience working in international development, as well as significant experience working on donor-funded technical projects or for/with contractors providing technical assistance on projects. Has significant experience in planning, organization, and oversight of group of project staff; and has experience in supervising and managing large teams and complex projects.
Functional Expert II	Masters Degree	10	Possesses professional experience in a field of specialization; Substantial overseas experiences, including experience as a project manager or technical advisor; minimum of ten years working with international donors, including proposal preparation, project management, and marketing; Demonstrated negotiation skills; Experience providing direction, oversight, and coordination of project, proposal, and initiative teams.

Labor Category	Education	Years Experience	Description
Functional Expert III	Masters Degree	5	Possesses professional experience in a related field; has substantial overseas experience. Has minimum of five years experience working with international donors, including proposal preparation, project management, and marketing.
Functional Expert IV	Masters Degree	3	Possesses professional experience in a field of specialization; has substantial overseas experience, including experience working with systems of international donors, project management, proposals, and marketing.

## HOURLY RATES FOR SERVICES

SIN 520-1	Program Financial Advisor Services
SIN 520-2	Transaction Specialist
SIN 520-5	Loan Servicing and Asset Management
SIN 520-12	Budgeting
SIN 520-13	Complementary Financial Management Services
SIN 520-15	Outsourcing Recurring Commercial Activities for Financial Management Services

These represent our ceiling rates to include labor, benefits, overhead, G & A, fee and the 0.75% Industrial Funding Fee. The Government Hourly Billable Rates for the following labor categories are for Option Period 2.

GSA FABS Labor Category	OPTION PERIOD 2				
	11/17/13 - 11/16/14*	11/17/14 – 09/14/15*	09/15/15 - 11/16/16*	11/17/16 - 11/16/17*	11/17/17 - 11/16/18*
Program Director	\$503.32	\$503.32	\$450.00	\$450.00	\$450.00
Program Manager	\$310.94	\$310.94	\$271.73	\$271.73	\$271.73
Senior Project Manager	\$238.24	\$238.24	\$238.24	\$238.24	\$238.24
Project Associate	\$158.14	\$158.14	\$158.14	\$158.14	\$158.14
Project Assistant	\$88.85	\$88.85	\$88.85	\$88.85	\$88.85
Senior Financial Analyst	\$246.79	\$246.79	\$246.79	\$246.79	\$246.79
Financial Analyst	\$172.36	\$172.36	\$172.36	\$172.36	\$172.36
Junior Financial Analyst	\$88.85	\$88.85	\$88.85	\$88.85	\$88.85
Economist	\$301.89	\$301.89	\$244.97	\$244.97	\$244.97
Senior Banker	\$246.95	\$246.95	\$246.95	\$246.95	\$246.95
Junior Banker	\$192.33	\$192.33	\$192.33	\$192.33	\$192.33
Attorney	\$232.39	\$232.39	\$232.39	\$232.39	\$232.39
Senior Financial Systems Analyst	\$227.88	\$227.88	\$227.88	\$227.88	\$227.88
Financial Systems Analyst	\$184.35	\$184.35	\$184.35	\$184.35	\$184.35
Junior Financial Systems Analyst	\$129.64	\$129.64	\$129.64	\$129.64	\$129.64
Financial Services Trainer	\$246.96	\$246.96	\$246.96	\$246.96	\$246.96
Technical Writer	\$236.79	\$236.79	\$147.81	\$147.81	\$147.81
Training Coordinator	\$171.85	\$171.85	\$171.85	\$171.85	\$171.85
Functional Expert I	\$310.94	\$310.94	\$310.94	\$310.94	\$310.94
Functional Expert II	\$248.78	\$248.78	\$248.78	\$248.78	\$248.78
Functional Expert III	\$178.95	\$178.95	\$178.95	\$178.95	\$178.95
Functional Expert IV	\$159.30	\$159.30	\$159.30	\$159.30	\$159.30

\*Modification PO-0011 (dated 11/15/2013) executed the Option Period 2 for contract GS-23F-0051P with a new period of performance of 11/17/2013 through 11/16/2018.

\*Modification PS-0016 (dated 09/2015) modifies the contract as follows:

1. The annual escalation rate is waived in accordance with Clause I-FSS-969 Economic Price Adjustment. Via the modification, the annual escalation rate changed from 4% to 0%.
2. In accordance with PIN 2006-06, the Basis of Award is N/A because DAI is doing business only with the Federal Government.
3. The following labor categories received discounts:
  - a. Economist from \$301.89 to \$244.97
  - b. Program Manager from \$310.94 to \$271.73
  - c. Technical Writer from \$236.79 to \$147.81
  - d. Program Director from \$503.32 to \$450.00
4. The following labor categories modified the name:
  - a. From Project Manager to Senior Project Manager
  - b. From Trainer to Financial Services Trainer