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!®, a menu-driven database system. The INTERNET address GSA Advantage!® is: GSAAdvantage.gov.

Multiple Award Schedule

FSC Group: Professional Services  FSC Class: R704

Contract number: GS-23F-0181S

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

Contract period: May 17, 2021– May 16, 2026

Sullivan Cove Consultants, LLC
838 Ritchie Highway, Suite 4
Severna Park, MD 21146-4178
Phone: (410) 544-4495
Fax: (410) 697-6056

Web site: http://www.sullivancove.com
Contact for contract administration: John S. Graham, III,
Managing Director

Business size: Other Than Small Business
Minority-Owned Business, Veteran-Owned Business and CVE Verified Service-Disabled Veteran-Owned Business

Price list current as of Modification # PS-0041 effective October 18, 2021 and #PO-0042, effective November 13, 2021. Prices Shown Herein are Net (discount deducted)
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>SINs</th>
<th>Disaster Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>541110</td>
<td>541110RC</td>
<td>Professional Legal Services</td>
</tr>
<tr>
<td>541611LIT</td>
<td>541611LITRC</td>
<td>Litigation Support Services</td>
</tr>
<tr>
<td>541611</td>
<td>541611RC</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project 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. 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. All hourly rates, job titles and description, experience, functional responsibility and education for employees or subcontractors who will perform services are provided.

2. Maximum order: $1,000,000

3. Minimum order: $300

4. Geographic coverage (delivery area). Worldwide

5. Point(s) of production (city, county, and State or foreign country). 838 Governor Ritchie Highway, Suite 4, Severna Park, Maryland 21146-4178.

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

7. Quantity discounts. None
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. Not Applicable

10a. Time of delivery. Contact Contractor

10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. Contact Contractor

10c. Overnight and 2-day delivery. Contact Contractor

10d. Urgent Requirements. Contact Contractor

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

12a. Ordering address(es). 838 Governor Ritchie Highway, Suite 4, Severna Park, Maryland 21146-4178.

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). 838 Governor Ritchie Highway, Suite 4, Severna Park, Maryland 21146.

14. Warranty provision. Standard Commercial Warranty Terms & Conditions

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. LHFMMCM9BG8

24. Notification regarding registration in System for Award Management (SAM) database. Contractor registered and active in SAM

### Labor Categories and Hourly Rates

**Pricing Includes a 2.25% annual escalation**

<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td><strong>Senior Counsel</strong></td>
<td>$411.35</td>
<td>$420.61</td>
<td>$430.07</td>
<td>$439.75</td>
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<td><strong>Counsel</strong></td>
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<td>$213.67</td>
<td>$218.47</td>
<td>$223.39</td>
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<td>$120.94</td>
<td>$123.67</td>
<td>$126.45</td>
<td>$129.29</td>
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<td><strong>Analyst I</strong></td>
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<td>$56.05</td>
<td>$57.32</td>
<td>$58.61</td>
<td>$59.92</td>
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<td>$80.02</td>
<td>$81.82</td>
<td>$83.66</td>
<td>$85.54</td>
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<td><strong>Analyst III</strong></td>
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<td>$99.37</td>
<td>$101.60</td>
<td>$103.89</td>
<td>$106.22</td>
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<td><strong>Project Manager</strong></td>
<td>$104.43</td>
<td>$106.78</td>
<td>$109.19</td>
<td>$111.64</td>
<td>$114.15</td>
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<tr>
<td><strong>Senior Project Manager</strong></td>
<td>$157.56</td>
<td>$161.11</td>
<td>$164.73</td>
<td>$168.44</td>
<td>$172.23</td>
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<tr>
<td><strong>Investigator/Financial Analyst</strong></td>
<td>$97.18</td>
<td>$99.37</td>
<td>$101.60</td>
<td>$103.89</td>
<td>$106.22</td>
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<tr>
<td><strong>Subject Matter Expert I</strong></td>
<td>$102.52</td>
<td>$104.83</td>
<td>$107.18</td>
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<td><strong>Subject Matter Expert II</strong></td>
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<td>$122.29</td>
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<td><strong>Subject Matter Expert III</strong></td>
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<td>$200.89</td>
<td>$205.41</td>
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<td>$214.76</td>
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</tbody>
</table>

### Labor Category Descriptions

1. **Senior Counsel**

Licensed Attorney with a minimum of 20 years’ experience as partner with private law firm, in-house corporate counsel or government agency) - This category encompasses attorneys with extensive background in corporate, tax, bankruptcy, real estate, securities, contract or mortgage banking law and transactions related thereto. All attorneys in this category are members of the bars of at least two states or the District of Columbia and are graduates of ABA- accredited law
schools and have at least 20 years of experience as a partner in a private law firm, in-house corporate counsel or government agency.

**Experience:** Twenty (20) years of experience

**Education:** PhD

**Licenses and Certifications:** 2 Bar Memberships, ABA-accredited law school

2. **Counsel**

Licensed Attorney with a minimum of 10 years of experience with private law firm, in-house corporate counsel or government agency) - This category encompasses attorneys with extensive background in corporate, tax, bankruptcy, real estate, securities, contract or mortgage banking law and disputes related thereto, including resolution of such disputes. All attorneys in this category are graduates of an ABA-accredited law schools and are members of the bar of at least one state or the District of Columbia.

**Experience:** Ten (10) years of experience

**Education:** PhD

**Licenses and Certifications:** Bar Membership, ABA-accredited law school

3. **Associate**

Licensed Attorney with a minimum of one year's experience with private law firm, in-house corporate counsel or government agency) - This category encompasses attorneys with background in corporate, tax, bankruptcy, real estate, securities, contract or mortgage banking law and disputes related thereto, including litigation or other resolution of such disputes. All attorneys in this category are graduates of an ABA-accredited law school and are members of the bar of at least one state or the District of Columbia.

**Experience:** One (1) year of experience

**Education:** PhD

**Licenses and Certifications:** Bar Membership, ABA-accredited law school

4. **Legal Assistant/Law Clerk**

A graduate of an accredited college or university and/or recipient of paralegal certification or equivalent legal experience. This category encompasses paraprofessional personnel with professional skills to provide assistance to Senior Counsel, Counsel and Associate in their respective undertaking of legal matters and with coordination skills to arrange legal project teams when appropriate.
Experience: Zero (0) years of experience

Education: High School

Licenses and Certifications: None

5. Analyst I

Provides administrative and analytical support relating to professional services such as strategic planning, process improvement, special studies, regulatory analysis, acquisition management, security, legal matters, FOIA processing and litigation support. Analyst personnel collect and analyze data and information, present findings in reports, provide advice, perform research, data entry, and technical support. Duties may include analyzing complex problems, monitoring tasks and schedules, developing or evaluating technical and process guidance and instructions, completion of assigned technical tasks, redacting information pursuant to exemption requirements, identifying classified documents and conducting declassification reviews. Develops and recommends solutions to technical requirements as assigned. Works collaboratively and under supervision. Position may require a security clearance and identification and handling of classified information.

Experience: Two (2) years of experience

Education: High School

6. Analyst II

Provides administrative and analytical support relating to professional services such as strategic planning, process improvement, special studies, regulatory analysis, acquisition management, security, legal matters, FOIA processing and litigation support. Analyst personnel collect and analyze data and information, present findings in reports, provide advice, perform research, data entry, and technical support. Duties may include analyzing complex problems, monitoring tasks and schedules, developing or evaluating technical and process guidance and instructions, completion of assigned technical tasks, redacting information pursuant to exemption requirements, identifying classified documents and conducting declassification reviews. Develops and recommends solutions to technical requirements as assigned. Works collaboratively and/or independently to support complex requirements. Capable of supervising less experienced team members. Position may require a security clearance and identification and handling of classified information.

Experience: Three (3) years of experience

Education: Bachelor’s Degree

7. Analyst III

Provides administrative and analytical leadership for management, organizational, and business improvement relating to professional services such as, but not limited to,
strategic planning, process improvement, special studies, regulatory analysis, acquisition management, security, and legal matters. Analyst personnel collect and analyze data and information, present findings in reports, provide advice, perform research, data entry, and technical support. Duties may include analyzing and solving complex problems, monitoring tasks and schedules, developing or evaluating technical and process guidance and instructions, and completion of complex technical tasks, redacting information pursuant to exemption requirements, identifying classified documents and conducting declassification reviews. Develops and recommends solutions to technical requirements as assigned. Works independently to support complex requirements. Capable of supervising less experienced team members. Position may require a security clearance and identification and handling of classified information.

**Experience:** Five (5) years of experience

**Education:** Bachelor’s Degree

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8. **Project Manager**

Responsible for daily operations of a team relating to professional services such as, but not limited to, consulting, legal services, financial investigations, and administration and analysis. Responsibilities may include cost, schedule, and technical performance of a specific element of a large contract, or responsibility for all aspects of project performance on smaller contracts. Administers statement of work objectives. Skilled in evaluating and developing methods to accomplish functional objectives. Plans, directs, organizes, controls, and manages personnel to ensure work is performed in accordance with contract requirements and customer policies and procedures. Reviews work products for completeness and adherence to customer requirements. Responsible for contract deliverables, project reporting, and quality control. Recommends and implements process improvements. Serves as point of contact with the Contracting Officer and Contracting Officer’s Representative. Position may require a security clearance.

**Experience:** Five (5) years of experience

**Education:** Bachelor’s Degree

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9. **Senior Project Manager**

Responsible for daily operations of a team relating to professional services such as, but not limited to, consulting, legal services, financial investigations, and administration and analysis. Responsibilities include cost, schedule, and technical performance of larger or complex contracts. Administers statement of work objectives. Skilled in evaluating and developing methods to accomplish functional objectives. Plans, directs, organizes, controls, and manages personnel to ensure work is performed in accordance with contract requirements and customer policies and procedures. Reviews work products for completeness and adherence to customer requirements. Responsible for contract deliverables, project reporting and quality control. Recommends and implements process improvements. Serves as point of contact with the Contracting Officer and Contracting Officer’s Representative. Position may require a security clearance.
Experience: Eight (8) years of experience

Education: Bachelor’s Degree

Investigator/Financial Analyst

Assists Customer by planning, implementing, and managing analyses and/or investigations in support of a case or enforcement action. Reports, analyzes, and interprets financial and operating data. May perform financial reporting and analysis, budget and schedule plans, due diligence in validating an Agency’s portfolio of assets, asset forfeiture investigations and related support services, strategic financial planning, financial policy formulation and development. Capable of conducting database research using various investigative and business-related automated systems such as FinCEN, ChoicePoint, Accurint, BankScan®, iSight®, and various social media and cyber research tools. May analyze ex parte tax return information, seized financial documents, subpoenaed financial records, and testimony. May prepare documentation from financial analysis for use by legal, case or enforcement staff in pursuing investigations and/or provide evidence for use at trial. Makes recommendations to case or enforcement staff based on case results, manages case files, records, and property database to ensure information is accurate, up-to-date, and audit ready when required. May require a security clearance.

Experience: Five (5) years of experience

Education: Bachelor’s Degree

Subject Matter Expert I

Consults and provides subject matter expertise and support services in a specific subject matter area or function related to the Customer’s operations. Has relevant industry experience or substantial subject area knowledge and conducts analysis of information, tools and/or methods to satisfy program requirements. Has an academic background, professional training, or experience in areas related to their field. Areas related to contract performance may include, but are not limited to law, business, finance, auditing, business management, acquisition and contract management, and program and project management. Institutes industry best practices, assesses symptoms and diagnoses problems, considers alternatives, develops conclusions and recommends corrective action. As a key analytical resource, is responsible for conducting research, analyzing data/information, and creating reports. May evaluate or draft Customer internal policy documents, standard operating procedures and manuals. Position may require a security clearance.

Experience: Three (3) years of experience

Education: Bachelor’s Degree

Subject Matter Expert II

Consults and provides subject matter expertise and support services in a specific subject matter area or function related to the Customer’s operations. Has relevant industry experience
or substantial subject area knowledge and conducts analysis of information, tools and/or methods to satisfy program requirements. Has an academic background, professional training, or experience in areas related to their field. Areas related to contract performance may include, but are not limited to law, business, finance, auditing, business management, acquisition and contract management, and program and project management. Institutes industry best practices, assesses symptoms and diagnoses problems, considers alternatives, develops conclusions and recommends corrective action. As a key analytical resource, is responsible for conducting research, analyzing data/information, and creating reports. May evaluate or draft Customer internal policy documents, standard operating procedures and manuals. Position may require a security clearance.

**Experience:** Five (5) years of experience

**Education:** Bachelor’s Degree

13. **Subject Matter Expert III**

Consults and provides subject matter expertise and specialized knowledge pertaining to their field and functions related to the Customer’s operations. Has specialized industry experience or extensive subject area knowledge and conducts analysis of tools and methods to satisfy program requirements. Experienced in interacting, communicating, and advising at the highest Government and/or corporate levels. Proposes original and practicable methods of resolving complex problems. Ensures solutions are consistent with program objectives. Has an academic background, professional training, or experience in areas related to their field. Areas related to contract performance may include, but are not limited to law, finance, auditing, business management, acquisition, contract management, and program and project management. Institutes industry best practices, assesses symptoms and diagnoses problems, considers alternatives, develops conclusions and recommends corrective action. As a key analytical resource, is responsible for conducting research, analyzing data/information, and creating reports. May evaluate or draft Customer internal policy documents, standard operating procedures and manuals. May participate in the creation and update of comprehensive training programs relating to all aspects of their field, policy development and any functional or operational need identified. Supervisory responsibility for complex consulting projects, and principal liaison with staff and Customer. Position may require a security clearance.

**Experience:** Ten (10) years of experience

**Education:** Master’s 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 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.
Since the formation of Sullivan Cove in 2003, the Martindale Hubbell law directory, which maintains peer review ratings for lawyers and law firms, has accorded us its highest rating, AV® Preeminent™ 5.0 out of 5.

Martindale Hubbell describes this rating as “An AV® certification mark is a significant rating accomplishment - a testament to the fact that a lawyer's peers rank him or her at the highest level of professional excellence.”

Sullivan Cove is also listed in the latest edition of Woodward & White’s Best Law Firms in America.

Sullivan Cove is a Minority-Owned Business and a Service-Disabled Veteran Owned Small Business (“SDVOSB”) verified by the Department of Veterans Affairs, Center for Verification and Evaluation. Because of the broad experience of its attorneys and legal assistants, Sullivan Cove offers specialized services in 19 NAICS code categories. Recent assignments have included representing offices of inspectors general, FOIA and real estate matters; Sullivan Cove’s talented roster of attorneys has experience in a broad array of the legal specialties which government agencies encounter. The federal departments and agencies which Sullivan Cove has represented include a broad array of different specialties and engagements.¹

Built upon its founder’s 40-year career in energy, corporate, business and financial institution law, Sullivan Cove now practices almost exclusively in the federal sector. With core competence in law, legal support services and in Alternative Dispute Resolution, SCC specializes in multidisciplinary assignments. SCC’s founder John S. Graham, III, is a U.S. Navy veteran of the Vietnam War. During his career, he has practiced in the U.S. and overseas as
an equity partner with several of this nation’s largest law firms. These relationships continue as Sullivan Cove has strategic alliances with several AmLaw 100 and AmLaw 200 firms.

Most members of SCC’s roster of attorneys and legal assistants have both public sector and private sector experience, including administrative and litigation matters. By marrying our private sector experience with our former careers in government service, SCC capitalizes upon the strengths and the best practices of both spheres.

Maryland Office
838 Governor Ritchie Highway
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410-544-4495

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601 Pennsylvania Ave, NW
Suite 900, South Building
Washington, D.C. 20004
202-331-3311

Fax: (410) 697-6056

GSA Advantage Contracts: Multiple Award Schedule Professional Services SINS 541110, 541611LIT, and 541611 and Multiple Award Schedule Facilities – Facilities Solutions SINS 334512, 561611, and 541611

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1 The Department of Defense, the Department of Justice, the US Treasury, the Department of Homeland Security, the Federal Communications Commission (Office of Inspector General), the FDIC, the Department of Agriculture, the US Postal Service, the Equal Employment Opportunities Commission, NASA, the US Trade and Development Agency and the Department of Veterans Affairs as well as the GSA.

2 Mr. Graham has been an equity partner in Akin Gump Strauss Hauer & Feld, (Washington, DC) McGuire Woods Battle & Boothe, (Virginia, Maryland and District of Columbia), Browder Russell Morris & Butcher (Virginia) and Ober Kaler Grimes & Shriver (Maryland and District of Columbia).

3 AmLaw 100 and AmLaw 200 refer to the largest 100 and 200 law firms in the United States, based upon annual gross revenue as reported by The American Lawyer.