

# ***Fulcrum Corporation***

## **General Services Administration Federal Supply Service**

Authorized Federal Supply Schedule Price List

## **Professional Engineering Services**

**Contract No.: GS-23F-0267L**

**Contract Period: August 21, 2001 through July 31, 2016**

**Business Size: Minority Woman-Owned Small Business**

**SIN Codes: 8712, 8713, 8714, 871-2RC, 871-3RC, & 871-4RC**

**Price List Current through Modification Number 5, dated June 7, 2011**

**Fulcrum Corporation  
801 N. Quincy St. Suite 610  
Arlington, VA 22203  
<http://www.fulcrum-corp.com/gsa>  
703-522-1025  
703-522-1026 (Fax)  
email: [ykohli@fulcrum-corp.com](mailto:ykohli@fulcrum-corp.com)**

## **Federal Supply Service**

General Services Administration: [www. GSAAdvantage.gov](http://www.GSAAdvantage.gov)

FSC Security Code is 871 Professional Engineering Services

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Contract administration source: Vijay K. Kohli

Business size: Minority Woman- own Small Business

Customer Information:

1a. Awarded SINS: SIN 871-2 Concept Development and Requirements Analysis

SIN 871-3 System Design, Engineering, and Integration

SIN 871-4 Tests and Evaluation

SINs 871-2RC, 871-3RC, & 871-4RC-Disater and Recovery

1b. Not Applicable

1c. Hourly rates, job titles, experience, functional responsibility, and education.

**Table 1. Labor level and qualifications.**

<b>LABOR CATEGORIES FOR PROFESSIONAL ENGINEERING SERVICES</b>			
<b>Position</b>	<b>Experience</b>	<b>Description</b>	<b>Education</b>
<b>Program Director</b>	At least fifteen (15) years' experience in a related engineering discipline including supervisory or management experience of complex or multiple engineering projects.	The Program Director provides overall management and technical direction to subordinate technical managers and staff in an environment of large programs or multiple complex projects. The Program Director has overall responsibility for directing the planning and execution of assigned projects and programs and for assuring that schedule, cost and technical objectives are met. He/she regularly exercises independent judgment and uses a high level of analytical skill in solving complex, unusual technical, managerial, and administrative problems. In addition, he/she is adept at oral and written communication.	M.S./M.A. degree in an associated discipline or the equivalent years of experience.
<b>Program Manager</b>	At least ten (10) years' experience in a related engineering discipline including supervisory or management experience of complex engineering projects.	The Program Manager provides leadership and technical direction; solves complex technical, management, and administrative problems and provides overall direction for all program activities. The Program Manager is responsible for planning and managing a number of highly technical programs/projects with tasking often spanning multiple clients and multiple contractors. The Program Manager directly interfaces with client management personnel including the Contracting Officer and the Contracting Officer's Technical Representative. He/she is adept at oral and written communication required at all levels of management to maintain complete control of assigned programs and projects.	B.S./B.A. degree in an associated discipline or the equivalent years of experience.
<b>Project Manager</b>	At least eight (8) years experience in a related engineering discipline including supervisory or management experience of complex engineering projects.	The Project Manager is responsible for all aspects of project performance and provides overall direction to all project level activities and personnel. The Project Manager solves complex technical, managerial and administrative problems and is responsible for interfacing with client project management and technical personnel. The Project Manager is responsible for preparing project reports and presentations and participating in project meetings. In addition, he/she is adept at oral and written communication.	B.S./B.A. degree in an associated discipline or the equivalent years of experience.
<b>Principal Investigator</b>	At least ten (10) years experience in a related engineering discipline including supervisory experience of complex, highly-focused engineering projects.	The Principle Investigator is responsible for the technical direction of assigned staff and resources in performing engineering efforts of a highly specialized nature. The Principal Investigator is responsible for planning the technical direction of assigned efforts and for controlling schedule and cost. The Principle Investigator solves complex technical problems and is responsible for interfacing with client project technical personnel. In addition, he/she is adept at oral and written communication.	M.S./M.A. degree in an associated discipline or the equivalent years of experience.

## LABOR CATEGORIES FOR PROFESSIONAL ENGINEERING SERVICES

Position	Experience	Description	Education
<b>Senior Technical Consultant</b>	Fifteen (15) or more years experience within the specified technical discipline.	The Senior Technical Consultant develops and applies advanced methods, theories, and research techniques in the investigation and solution of complex and difficult concept, planning, design, and/or implementation problems requiring expert application of advanced technical knowledge. The Senior Technical Consultant is often the highest-level technical contributor and is widely recognized for achievement/expertise within his/her field.	M.S./M.A. degree in an associated discipline or the equivalent years of experience
<b>Senior Functional Consultant</b>	Fifteen (15) or more years experience within the specified functional area.	The Senior Functional Consultant is a Subject Matter Expert who analyzes user needs to determine functional requirements as they apply to engineering solutions. The Senior Functional Consultant works with technical analysts and engineers to incorporate the functional requirements into the derived engineering solutions. The Senior Functional Consultant has exceptional oral and written communication skills. The Senior Functional Consultant is often recognized for achievement/expertise within his/her area of specialization.	M.S./M.A. degree in an associated discipline or the equivalent years of experience
<b>Technical Consultant</b>	Ten (10) or more years experience within the specified technical discipline.	The Technical Consultant serves as the senior technical architect or advisor for the use of highly specialized technologies in the design and implementation of highly complex systems or engineering solutions.	M.S./M.A. degree in an associated discipline or the equivalent years of experience
<b>Functional Consultant</b>	Ten (10) or more years experience within the specified functional area.	The Functional Consultant serves as an expert advisor on the functional and operational features that must be considered in developing a specific engineering solution. He/she has extensive experience in the functional area defined.	M.S./M.A. degree in an associated discipline or the equivalent years of experience
<b>Chief Engineer</b>	Fifteen (15) or more years experience within the specified technical discipline.	The Chief Engineer develops and applies advanced methods, theories, and research techniques in the investigation and solution of complex and difficult concept, planning, design, and/or implementation problems requiring expert application of advanced technical knowledge. The Chief Engineer is often the highest level technical contributor from the corporate staff and is involved in a variety of assignments requiring his/her unique expertise.	Ph.D. or M.S. degree in an associated discipline or the equivalent years of experience.
<b>Principal Engineer</b>	Ten (10) or more years experience within the specified technical discipline.	The Principal Engineer develops and applies advanced methods, theories, and research techniques in the investigation and implementation of complex and difficult engineering solutions. The Principal Engineer may also plan, conduct, and technically direct projects or major phases of projects and programs, coordinating the efforts of other engineers and technical support staff in the	M.S. degree in an associated discipline or the equivalent years of experience.

<b>LABOR CATEGORIES FOR PROFESSIONAL ENGINEERING SERVICES</b>			
<b>Position</b>	<b>Experience</b>	<b>Description</b>	<b>Education</b>
		performance of those efforts.	
<b>Senior Engineer</b>	Eight (8) or more years experience within the specified technical discipline.	The Senior Engineer analyzes and studies complex engineering requirements and develops solutions. The Senior Engineer leads major project technical tasks using formal engineering practices and quality control methods. The Senior Engineer interprets requirements and design specifications, analyzes alternatives, and creates a solution, and supports integration and testing, as required. The Senior Engineer exercises independent judgment and initiative in solving problems and performing technical tasks having a high degree of complexity. The Senior Engineer may frequently interact with client staff and may be responsible for directing the activities of assigned technical staff.	B.S. degree in an associated discipline or the equivalent years of experience.
<b>Staff Engineer</b>	Five (5) or more years experience within the specified technical discipline.	The Staff Engineer devises engineering solutions by performing or directing requirements definition, system design/analysis, design development, component development/integration, and technical documentation using formal engineering and quality practices. The Staff Engineer may interface with counterparts in the client organization, as required.	B.S. degree in an associated discipline or the equivalent years of experience.
<b>Associate Engineer</b>	Two (2) or more years experience within the specified technical discipline.	The Associate Engineer assists in devising, under the direction of more experienced staff, engineering solutions by participating in requirements definition, system design/analysis, design development, component development/integration, and technical documentation using formal engineering and quality practices. The Associate Engineer prepares reports and presentations, as required.	B.S. degree in an associated discipline or the equivalent years of experience.
<b>Assistant Engineer</b>	Zero to two (0-2) years experience within the specified technical discipline.	The Assistant Engineer, under the supervision of more experienced staff, assists in devising engineering solutions by participating in requirements definition, system design/analysis, design development, component development/integration, and technical documentation using formal engineering and quality practices. The Assistant Engineer prepares reports and presentations, as required.	B.S. degree in an associated discipline or the equivalent years of experience.
<b>Senior Technician</b>	Eight (8) or more years demonstrated expertise in a specialized or emerging engineering technology.	The Senior Technician leads or contributes specialized efforts supporting the analysis, design, implementation, test and support of engineering solutions.	A.S. degree in an associated discipline or the equivalent years of experience.
<b>Staff Technician</b>	Five (5) or more years demonstrated expertise in a specialized or	The Staff Technician, working independently or as part of a team, contributes specialized efforts supporting the analysis, design, implementation, test and support of engineering solutions.	A.S. degree in an associated discipline or the equivalent

<b>LABOR CATEGORIES FOR PROFESSIONAL ENGINEERING SERVICES</b>			
<b>Position</b>	<b>Experience</b>	<b>Description</b>	<b>Education</b>
	emerging engineering technology.		years of experience.
<b>Technician</b>	Two (2) or more years demonstrated expertise in a specialized or emerging engineering technology.	The Technician, as part of a team, contributes specialized efforts supporting the analysis, design, implementation, test and support of engineering solutions.	A.S. degree in an associated discipline or the equivalent years of experience.
<b>Senior Documentation Specialist</b>	Five (5) or more years of related experience	The Senior Documentation Specialist works independently and may direct a staff providing documentation activities such as technical writing/editing, proofreading, graphics development, production and quality control.	B.S./B.A. degree in a related discipline or equivalent experience.
<b>Documentation Specialist</b>	Two (2) or more years of related experience	The Documentation Specialist supports documentation activities such as technical writing/editing, proofreading, graphics development, production and quality control.	A.S./A.A. degree in a related discipline or equivalent experience.
<b>Senior Administrator</b>	Eight (8) or more years of related experience.	The Senior Administrator, working under minimum supervision of technical managers, performs complex tasks of an administrative and/or financial nature in support of program/project activities. The Senior Administrator frequently uses independent judgment and initiative in resolving problems and may provide work direction to assigned administrative staff. The Senior Administrator works closely with all management personnel and engages in frequent contact with other project staff, related departments, and clients.	A.A. degree in an associated discipline or the equivalent years of experience.
<b>Administrator</b>	Five (5) or more years of related experience.	The Administrator, working under minimum supervision, performs specialized tasks of an administrative and/or financial nature in support of program/project activities. The Administrator may use independent judgment and initiative in resolving problems and may provide work direction to assigned administrative staff. The Administrator may work closely with management personnel and engage in contact with other project staff, related departments, and clients.	A.A. degree in an associated discipline or the equivalent years of experience.
<b>Administrative Assistant</b>	One (1) to five (5) years of related experience.	The Administrative Assistant works under close supervision in performing various administrative tasks of a moderately complex nature, and assists in selected tasks of a more complex nature. The Administrative Assistant performs functions related to management policies and general program/project operations.	H.S. or GED Equivalent

- 2.0 Maximum Order** A maximum threshold value of \$1,000,000.00 for each task order was established for the contract. When task orders exceed this value, agencies should consider additional contractors and seek discounts.
- 3.0 Minimum Order** \$100
- 4.0 Geographic Coverage (delivery area)** USA or Overseas
- 5.0 Point(s) of Production (city, county, and state or foreign country)**  
Determined by individual task order.
- 6.0 Discount form list prices or statement of net price** Prices Shown Herein are Net .
- 7.0 Other Discounts** None
- 8.0 Prompt Payment Terms** Net 30 days
- 9.a Notification whether Government purchase cards accepted below the micropurchase threshold** Government purchase cards are accepted below the micropurchase threshold of \$2,500.
- 9.b Notification whether Government purchase cards are accepted or not accepted above the micropurchase threshold** Accepted
- 10.0 Foreign Items (list items by country origin)** Determined by individual task order.
- 11.a Time of Delivery (Contractor insert number of days)** Determined by individual task order
- 11.b Expedited Delivery** Not Applicable
- 11.c Overnight and 2-Day Delivery** Not Applicable
- 11.d Urgent Requirements** Not Applicable
- 12.0 F.O.B. point(s)** Not Applicable
- 13.0 Ordering Address (es)** Determined by individual task order.
- 14.0 Payment address (es)** Fulcrum encourages all customers to remit funds electronically. Electronic Remittances to Fulcrum Corporation in U.S. Dollars should be directed to the address below:

Fulcrum Corporation  
United Bank  
2071 Chain Bridge Road  
Vienna, VA 22182  
Account No.: 04326-8933  
ABA. No.: 0560-04445  
Reference: (see below)

Reference information for all electronic payments should indicate the:

- (1) Name of the customer making the payment,

- (2) Contract number, and
- (3) Invoice number.

- 15.0 Warranty Provision** Determined by individual task order.
- 16.0 Export Packing Charges** Determined by individual task order.
- 17.0 Terms and Conditions of Government purchase card acceptance (any threshold above the micropurchase level) :** None
- 18.0 Terms and Conditions of rental, maintenance, and repair** Determined by individual task order
- 19.0 Terms and Conditions of installation** Determined by individual task order
- 20.0 Terms and Conditions of repair parts indicating date of parts price list and any discounts from list prices** Determined by individual task order
- 20.a Terms and Conditions for any other services** Determined by individual task order
- 21.0 List of Service and Distribution Points** See statement of work.
- 22.0 List of Participating Dealers** Not Applicable
- 23.0 Preventive Maintenance** Determined by individual task order.
- 24.0 Environmental Attributes (e.g. recycled content, energy efficiency, and/or reduced pollutants)** Not Applicable
- 25.0 Data Universal Number Systems (DUNS) Number** 082351425
- 26.0 Notification regarding registration in Central Contractor Registration (CCR) database** Fulcrum is registered in the CCR database. For this contract, the address is:

**Fulcrum Corporation**

**801 N Quincy St. Suite 610**

**Arlington, VA 22203**

**27.0 Service Contract Act (SCA):** The Service Contract Act (SCA) is applicable to this contract as it applies to the entire PES Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA 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 SCA eligible labor categories.

GS-23F-0267L FULCRUM CORPORATION FULCRUM CORPORATION FULCRUM CORPORATION s/ /d/w871 2;871 3;871 4; CONCEPT DEVELOPMENT AND REQUIREMENTS ANALYSIS;SYSTEM DESIGN,TEST AND EVALUATION

# Fulcrum Corporation

## Hourly Rates

SINs 871-2/871-2RC, 871-3/871-3RC, and 871-4/871-4RC PEDs Electrical & Mechanical	Year 11	Year 12	Year 13	Year 14	Year 15
	8/1/2011	8/1/2012	8/1/2013	8/1/2014	8/1/2015
	to 7/31/2012	to 7/31/2013	to 7/31/2014	to 7/31/2015	to 7/31/2016
LABOR CATEGORY TITLE	Option 2 Hourly Prices (including 0.75% IFF)				
Program Director	\$176.90	\$182.38	\$188.04	\$193.87	\$199.88
Program Manager	\$160.84	\$165.80	\$170.93	\$176.23	\$181.70
Project Manager	\$144.72	\$149.21	\$153.83	\$158.60	\$163.52
Principal Investigator	\$144.72	\$149.21	\$153.83	\$158.60	\$163.52
Sr. Technical Consultant	\$254.20	\$262.08	\$270.20	\$278.58	\$287.22
Sr. Functional Consultant	\$254.20	\$262.08	\$270.20	\$278.58	\$287.22
Technical Consultant	\$169.47	\$174.72	\$180.14	\$185.72	\$191.48
Functional Consultant	\$169.47	\$174.72	\$180.14	\$185.72	\$191.48
Chief Engineer	\$176.90	\$182.38	\$188.04	\$193.87	\$199.88
Principal Engineer	\$152.78	\$157.52	\$162.40	\$167.43	\$172.62
Senior Engineer	\$128.67	\$132.66	\$136.77	\$141.01	\$145.38
Staff Engineer	\$99.75	\$102.84	\$106.03	\$109.32	\$112.71
Associate Engineer	\$90.77	\$93.58	\$96.48	\$99.48	\$102.56
Assistant Engineer	\$64.33	\$66.32	\$68.38	\$70.50	\$72.69
Senior Technician	\$88.46	\$91.20	\$94.03	\$96.94	\$99.95
Staff Technician	\$73.98	\$76.27	\$78.64	\$81.08	\$83.59
Technician	\$62.71	\$64.65	\$66.66	\$68.72	\$70.86
Sr. Documentation Specialist	\$80.42	\$82.91	\$85.48	\$88.13	\$90.87
Documentation Specialist	\$62.71	\$64.65	\$66.66	\$68.72	\$70.86
Sr. Administrator	\$69.16	\$71.30	\$73.51	\$75.79	\$78.14
Administrator	\$51.87	\$53.48	\$55.14	\$56.84	\$58.61
Administrative Assistant	\$40.21	\$41.46	\$42.74	\$44.07	\$45.43

# Fulcrum Corporation

## Hourly Rates

SINs 871-2/871-2RC, 871-3/871-3RC, and 871-4/871-4RC PEDs Electrical & Mechanical	Year 16	Year 17	Year 18	Year 19	Year 20
	8/1/2016 to 7/31/2017	8/1/2017 to 7/31/2018	8/1/2018 to 7/31/2019	8/1/2019 to 7/31/2020	8/1/2020 to 7/31/2021
LABOR CATEGORY TITLE	Option 3 Hourly Prices (Including 0.75% IFF)				
Program Director	\$206.08	\$212.47	\$219.06	\$225.85	\$232.85
Program Manager	\$187.33	\$193.14	\$199.12	\$205.30	\$211.66
Project Manager	\$168.59	\$173.82	\$179.20	\$184.76	\$190.49
Principal Investigator	\$168.59	\$173.82	\$179.20	\$184.76	\$190.49
Sr. Technical Consultant	\$296.12	\$305.30	\$314.76	\$324.52	\$334.58
Sr. Functional Consultant	\$296.12	\$305.30	\$314.76	\$324.52	\$334.58
Technical Consultant	\$197.42	\$203.54	\$209.85	\$216.36	\$223.06
Functional Consultant	\$197.42	\$203.54	\$209.85	\$216.36	\$223.06
Chief Engineer	\$206.08	\$212.47	\$219.06	\$225.85	\$232.85
Principal Engineer	\$177.97	\$183.49	\$189.18	\$195.04	\$201.09
Senior Engineer	\$149.89	\$154.54	\$159.33	\$164.27	\$169.36
Staff Engineer	\$116.20	\$119.80	\$123.52	\$127.35	\$131.29
Associate Engineer	\$105.74	\$109.02	\$112.40	\$115.88	\$119.47
Assistant Engineer	\$74.94	\$77.26	\$79.66	\$82.13	\$84.67
Senior Technician	\$103.05	\$106.24	\$109.54	\$112.93	\$116.43
Staff Technician	\$86.18	\$88.85	\$91.61	\$94.45	\$97.37
Technician	\$73.06	\$75.32	\$77.66	\$80.07	\$82.55
Sr. Documentation Specialist	\$93.69	\$96.59	\$99.59	\$102.68	\$105.86
Documentation Specialist	\$73.06	\$75.32	\$77.66	\$80.07	\$82.55
Sr. Administrator	\$80.56	\$83.06	\$85.63	\$88.29	\$91.02
Administrator	\$60.43	\$62.30	\$64.23	\$66.23	\$68.28
Administrative Assistant	\$46.84	\$48.29	\$49.79	\$51.33	\$52.92