Quetica, LLC
3800 American Boulevard West
Suite 1500
Bloomington, MN 55431
Phone: (651) 964-4646
Fax: (651) 964-4643
Website: www.quetica.com

Contract number: GS-33F-003BA
For more information on ordering from Federal Supply Schedules click on FSS Schedules at fss.gsa.gov

Contract period: November 12, 2013 through November 11, 2023
Contract Administrator: Holly Zimmerman
Special Item Number: 541614SVC – Supply and Value Chain Management
Business size: Small Business, Service-Disabled Veteran-Owned (SDVOSB)
Date of Pricelist: July 1, 2020

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the opinion to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage is: gsaadvantage.gov.
CUSTOMER INFORMATION:

1a. Special Item Numbers: 541614SVC – Supply and Value Chain Management

1b. See attachment 1 for pricing of Tasks

1c. Labor Category Descriptions: See Attachment 1.

2. Maximum Order: $1,000,000.00.

3. Minimum Order: $100.00

4. Geographic Coverage (delivery area): Worldwide

5. Point(s) of Production (city, county, and State or foreign country): United States

6. Statement on Net Price: Prices listed herein are net.

7. Quantity discounts: Not applicable

8. Prompt Payment Terms: Net 30 days

9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold: Government purchase cards are accepted at or below the micro-purchase threshold.

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Government purchase cards are not accepted above the micro-purchase threshold.

10. Foreign items (list items by country of origin): Not applicable

11a. Time of Delivery: To be negotiated at the task order level.

11b. Expedited Delivery: Items available for expedited delivery are noted in this price list.

11c. Overnight and 2-day Delivery: Not applicable.

11d. Urgent Requirements: See contract clause I-FSS-14-B. Agencies can contact the contact for Contract Administration to obtain faster delivery.

12. F.O.B. Point(s): Destination

13a. Ordering Address(s):

Quetica, LLC
3800 American Boulevard West
Suite 1500
Bloomington, MN 55431
Phone: (651) 964-4646
Fax: (651) 964-4643
Website: www_quetica_com
13b. Ordering Procedures: For supplies and services, the ordering procedures, information on blanket purchase agreements (BPA's), and a sample BPA can be found at the GSA/FSS schedule homepage (fss.gsa.gov/schedules).

14. Payment Address(s):

Quetica, LLC
10530 202nd Street West
Lakeville, MN 55044
Phone: (651) 964-4646
Fax: (651) 964-4643

15. Warranty Provision: Not applicable

16. Export Packing Charges: Not applicable

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Not applicable

18. Terms and conditions of rental, maintenance, and repair: Not applicable

19. Terms and conditions of installation: Not applicable

20. Terms and conditions of repair parts: Not applicable

20a. Terms and conditions for any other services: Not applicable

21. List of services and distribution points: Not applicable

22. List of participating dealers: Not applicable

23. Preventive Maintenance: Not applicable

24a. Special attributes such as Environmental Attributes: Not applicable

24b. Section 508 Compliance: Not applicable

25. Data Universal Number System (DUNS) Number: 026772695

26. Notification regarding registration in System for Award Management (SAM) database: Registered in SAM.
## ATTACHMENT 1: AWARDED CONTRACT PRICE LIST

### HOURLY CONSULTING LABOR RATES

**SIN 541614SVC – Supply and Value Chain Management**

<table>
<thead>
<tr>
<th>Description</th>
<th>Unit of Issue</th>
<th>GSA Price (Including IFF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Director Consultant - Transportation</td>
<td>Per Hour</td>
<td>$250.00</td>
</tr>
<tr>
<td>Principal Consultant - Transportation</td>
<td>Per Hour</td>
<td>$200.00</td>
</tr>
<tr>
<td>Senior Consultant - Transportation</td>
<td>Per Hour</td>
<td>$165.00</td>
</tr>
<tr>
<td>Consultant - Transportation</td>
<td>Per Hour</td>
<td>$155.00</td>
</tr>
<tr>
<td>Experienced Analyst (Specialist) – Transportati</td>
<td>Per Hour</td>
<td>$145.00</td>
</tr>
<tr>
<td>Experienced Associate – Transportation</td>
<td>Per Hour</td>
<td>$120.00</td>
</tr>
</tbody>
</table>

This pricing is subject to Regulation 552.216-70 Economic Price Adjustment – FSS Multiple Award Schedule Contracts (SEP 1999).
LABOR CATEGORY DESCRIPTIONS
SIN 541614SVC – Supply and Value Chain Management

Director Consultant - Transportation

Functional Responsibilities

- As Managing Director, works with senior sponsors within client organization to develop, design, structure or reengineer business and/or technical strategies, organizations, and core business processes to solve a wide variety of client needs and challenges across all areas of subject matter expertise, including but not limited to:
  - Advising and educating agencies on industry best practices (both commercial and government), changes and trends in transportation management, supply chain network design, traffic optimization, international/cross-border shipments, service provider pricing and service delivery models, as well as pre- and post-audit and payment.
  - Helping agencies evaluate their organizational objectives, supply chain needs, resource constraints, and cost structure, as well as developing and implementing short and long-term strategies and reusable frameworks to deploy assets for optimal operational and financial performance.
  - Assessing current transportation and/or payment management approach, to include underlying operational and technology strategy, business and technical architecture, key operational processes and technical practices.
  - Working with government organizations to develop accelerated payment programs for transportation service providers using supply chain finance, while optimizing the agencies’ financial performance.
  - Designing inbound freight management programs to reduce both transportation costs and total landed costs.
  - Facilitating transportation-related system and service provider selection, integration and implementation efforts, leveraging deep expertise in transportation and payment systems to develop and execute technology and process integration strategies.

- Responsible for defining the client engagement and supporting project strategy, providing project oversight, as well as managing the overall client relationship.

Qualifications, Minimum Experience and Education / Certification Level

- Master’s Degree or equivalent experience from an accredited college or university.
- 15+ years specialized experience within financial services, transportation and supply chain management, including deep expertise in commercial and government systems, processes and best practices. Specialized experience may include strategy development, business and technical architecture, development and integration, process reengineering, supply chain network design and optimization, supply chain finance, development and management of transportation-related systems and service providers, line management within commercial organizations and military, technology and process integration, design and deployment of cost saving strategies, as well as application of commercial best practices within military and civilian government agencies.

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1 Equivalent technical training and/or experience may be substituted for education using the relationship of one year of training and/or experience for each year of education across all positions.
Principal Consultant - Transportation

Functional Responsibilities

- Responsible for leading one or more client engagements, managing scope, budget, timing and resources, while achieving the agreed upon value proposition and project deliverables. Ability to solve a wide variety of the most complex client transportation and supply chain management needs and challenges, as well as design, deliver and implement industry best practice solutions, strategies, designs and architectures, across multiple areas of subject matter expertise, including but not limited to:
  - Developing supply chain network design models to run baseline analysis and what-if scenarios to optimize agencies’ supply chain networks and public elements of freight transport networks.
  - Determining, analyzing and benchmarking transportation cost components, in order to design an inbound or outbound freight management program to reduce transportation and total landed costs.
  - Conducting in-depth analysis of current agency transportation cost components, in order to identify savings opportunities and alternate approaches.
  - Developing and executing technology and process integration strategies for transportation-related, supply chain and financial systems, including security, data exchange, business and integration architectures, as well as deployment strategy, planning and management.
  - Facilitating definition of selection criteria, RFP development and management, evaluation and benchmarking of capabilities and technology, proof-of-concept prototyping, return on investment analysis, and recommendations for transportation and payment system or service provider selection.
  - Designing and implementing an agency-appropriate supply chain finance model with associated business plan, including identification and implementation of infrastructure and service providers.
  - Assessing and benchmarking agencies’ sourcing, transportation management, freight audit and/or payment process(es), identifying and quantifying largest opportunities for re-engineering, while applying operational excellence methodologies and industry best practices.
  - Designing and deploying new optimized processes to source service providers, manage supply chain, audit and pay freight shipments, with greater accuracy and at a lower cost.
  - Evaluating agencies’ current transportation data management approach and architecture, using operational excellence methodologies and software engineering principles to identify constraints, and deliver new data management solution to automate processes from procurement to post audit.
  - Creating corresponding business plans and return on investment analyses for defined strategies and to-be designs, as well as leading implementation efforts to drive tangible results.
  - Helping GSA and client agencies with administrative process development, making smooth transition and effectively implementing new programs and/or contracts.

Qualifications, Minimum Experience and Education / Certification Level

- Master’s Degree and/or Ph.D. (or equivalent experience) from an accredited college or university.
- 10+ years of specialized experience within financial services, transportation, supply chain and/or information technology, including deep expertise in commercial and government systems, processes and best practices. Specialized experience may include strategy development, business and technical architecture, solution development, integration and implementation, process reengineering, operations research, industrial engineering, supply chain network design and optimization, supply chain finance, design, development, implementation and integration of transportation, payment and supply chain systems and service providers, data and process integration, as well as leadership of complex and/or transformational projects.
Senior Consultant - Transportation

Functional Responsibilities

- Responsible for designing, reengineering, integrating and/or implementing solutions for a major component of a client engagement, related to a specific area of expertise, including but not limited to:
  - Designing and optimizing supply chain networks, including support for data model development.
  - Developing and implementing managed inbound transportation programs.
  - Managing transportation-related system and service provider selection processes.
  - Implementing transportation-related systems, integrating with existing supply chain and financial systems and processes.
  - Delivering and/or coordinating implementation services, including “to be” process design, Extract/Transform/Load, data transmission, data mapping, system testing, system monitoring, performance measurement, system/process readiness and rollout.
  - Conducting pre- and post-audit transportation cost analyses.
  - Benchmarking transportation and supply chain management costs, processes and performance.
  - Reengineering current transportation, payment and data management processes.

Qualifications, Minimum Experience and Education / Certification Level

- Bachelor’s Degree and/or Master’s Degree (or equivalent experience) from an accredited college or university.
- 9+ years of specialized experience within financial services, transportation, supply chain and/or information technology, including deep expertise in commercial and government systems, processes and best practices. Specialized experience may include business and technical architecture, solution development, integration and implementation, process reengineering, operations research, industrial engineering, supply chain network design and optimization, supply chain finance, design, development, implementation and integration of transportation, payment and supply chain systems and service providers, as well as data and process integration.

Consultant - Transportation

Functional Responsibilities

- Responsible for integrating and/or implementing solutions for smaller projects and/or project subcomponents, related to a specific area of expertise, including but not limited to:
  - Developing and implementing managed inbound transportation programs.
  - Facilitating transportation-related system and service provider selection processes.
  - Deploying transportation-related systems and integrating with existing systems and processes.
  - Providing implementation services for Extract/Transform/Load, data transmission, mapping, system testing, system monitoring, performance measurement, system/process readiness and rollout.
  - Conducting pre- and post-audit transportation cost analyses.
  - Benchmarking transportation and supply chain management costs, processes and performance.
  - Deploying to-be transportation, payment and data management processes.

Qualifications, Minimum Experience and Education / Certification Level

- Bachelor’s Degree (or equivalent experience) from an accredited college or university.
- 7+ years of specialized experience within financial services, transportation, supply chain and/or information technology. Specialized experience may include solution development, integration and implementation, process reengineering, development, implementation and integration of transportation, payment and supply chain systems and service providers, as well as data and process integration.
Experienced Analyst (Specialist) - Transportation

Functional Responsibilities

- Responsible for utilizing core analytical and technical skills to support project teams in delivery of business process and/or technical solutions for large/complex projects, including internal and external research, data analysis and modeling for audit and cost analyses (contractual, invoice and payment data), benchmarking assessments, performance measurements, data integration and mapping, and financial scenario analysis. Supports development and implementation planning and execution, including to-be process design, technical requirements gathering, definition and documentation, as well as integration testing and analysis.

Qualifications, Minimum Experience and Education / Certification Level

- Bachelor’s Degree and/or Master’s Degree (or equivalent experience) from an accredited college or university.
- 5+ years of specialized experience within industry or government. Specialized experience may include advanced analysis and modeling, transportation and financial auditing, requirements definition and management, process reengineering, development, management, implementation or integration of transportation, supply chain, payment or financial systems (and/or underlying technologies).

Experienced Associate - Transportation

Functional Responsibilities

- Responsible for providing project, development and implementation support for small to medium-sized projects or project subcomponents, including data collection from public and private data sources and systems (including transportation, supply chain, cost, benchmarking and performance data), analysis, cleansing, validation and aggregation of collected data, stakeholder interviews and facilitation, to-be process and system training and testing, as well as project documentation.

Qualifications, Minimum Experience and Education / Certification Level

- Bachelor’s Degree (or equivalent experience) from an accredited college or university.
- 2+ years of specialized experience within industry or government. Specialized experience may include data analysis, modeling, facilitation and training, programming and deployment of information technology.
ABOUT QUETICA

Quetica™ is a Service-Disabled Veteran-Owned Small Business (SDVOSB), led by industry experts with deep expertise in Supply Chain Management, Information Technology and Business-to-Business (B2B) eCommerce. Quetica helps government agencies and commercial organizations efficiently and effectively achieve sustainable cost reduction and better service levels through delivery of hands-on practical expertise and world class solutions.

Quetica’s principals started their careers in supply chain management, supply chain technologies and payment systems. Quetica’s principals designed, built, and operated the world’s first internet-based, freight audit, payment and financing network, called PowerTrack™, and led to its evolution today as a multi-bank network (called Syncada© from Visa). PowerTrack/Syncada completely reengineered the process of invoice processing, audit, and payment for transportation, as well as other types of goods and services.

Today, Quetica assists government agencies across a spectrum of supply chain, transportation management, freight audit and payment consulting engagements, including:

- **Advisory and Educational Services.** Advise and educate agencies on industry best practices, changes and trends in transportation management, supply chain network design, traffic optimization, international/cross-border shipments, as well as pre- and post-audit and payment. Leverage expertise in integration architecture with supply chain and financial systems, as well as new platform readiness, integration, technical architecture, configuration and rollout. Additional educational topics include key agency and supplier considerations, government versus private sector pricing, advantages and disadvantages of different service delivery models, importance of understanding how services will be provided, and what questions to ask potential suppliers to ensure procurement and maintenance of high-quality, cost-effective services.

- **Supply Chain Network Design and Optimization.** Help agencies evaluate their organizational objectives, supply chain needs, resource constraints, and cost structure, as well as develop and implement short and long-term strategies and reusable frameworks to deploy assets for optimal operational and financial performance. Services include developing network design models to run baseline analysis and what-if scenarios to optimize agencies’ supply chain networks and public elements of the freight transport networks.

- **Supply Chain Finance.** Work with government organizations to develop accelerated payment programs for transportation service providers using supply chain finance, while optimizing the agencies’ financial performance. Analyze payment terms and past payment performance, design an agency-appropriate supply chain finance model with associated business case, and develop and execute the associated business plan, including identification and implementation of infrastructure and service providers.

- **Inbound Management Program.** Analyze a sampling of an agency’s current contracts, purchase orders, and invoices to determine transportation cost components and to benchmark current transportation costs. Design inbound freight management program to reduce both transportation costs and total landed costs. Create the corresponding business plan and return on investment analysis, as well as lead implementation efforts to drive tangible results.

- **Transportation-Related System and Service Provider Selection.** Facilitate selection criteria definition, RFP development and management, objective evaluation of capabilities and technology, benchmarking, proof-of-concept prototyping, return on investment analysis, and management of recommendations and approval process, for transportation and/or payment system or service provider selection.

- **Transportation-Related System Integration and Implementation.** Leverage deep expertise in transportation and payment systems to develop and execute technology and process integration strategies, including security, data exchange, business and integration architectures, as well as deployment strategy, planning and management. Services include “to be” process design, Extract/Transform/Load, data transmission, data mapping, system testing, system monitoring, performance measurement, system/process readiness and rollout.

- **Assessment and Benchmarking Services.** Assess current transportation and/or payment management approach, to include underlying operational and technology strategy, business and technical architecture, key...
operational processes and technical practices. Benchmark current performance against industry leaders. Identify and quantify largest opportunities for re-engineering, as well as opportunities to further leverage industry best practices and GSA freight contracts.

- **Process Re-Engineering.** Assess agencies’ sourcing, transportation management, freight audit and/or payment process(es). Use operational excellence methodologies and industry best practices to identify constraints. Design and deploy new optimized processes to source service providers, manage supply chain, audit and pay freight shipments, with greater accuracy and at a lower cost.

- **Transportation Cost Control and Post Audit Analysis.** Conduct in-depth analysis of current agency transportation cost components, in order to identify savings opportunities. Collect and analyze inventory of existing contracts, select invoices for audit, analyze paid amount versus agencies’ managed costs versus GSA managed costs, report findings and make recommendations on alternative approaches.

- **Transportation Data Management.** Evaluate agencies’ current data management approach and architecture, use operational excellence methodologies and software engineering principles to identify constraints, and deliver new data management solution to automate processes from procurement to post audit, in order to reduce operational costs.

- **Program Management.** Help GSA and client agencies with administrative process development, making smooth transition and effectively implementing new programs and/or contracts. Provide management oversight support for agencies to assure contract compliance and performance, and to ensure that service providers provide all applicable services through appropriate policy administration, planning, and program management.