On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!™**, a menu-driven database system. The INTERNET address for **GSA Advantage!™** is: [http://www.GSAAdvantage.gov](http://www.GSAAdvantage.gov).

**Contract Number:** GS-35F-0260U  
**Contract Period:** February 19, 2018 through February 18, 2023

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

**Contractor:** Summit2Sea Consulting, LLC  
6105 22nd Street N  
Arlington, VA 22205

**Business Size:** Woman Owned Small Business

**Telephone:** 703-582-3665  
**FAX Number:** 410-558-6425  
**Web Site:** www.sum2sea.com  
**E-mail:** Laurian.eckle@sum2sea.com  
**Contract Administration:** Laurian S Eckle, CEO

Schedule Title: Multiple Award Schedule  
Federal Supply Group: Information Technology, Professional Services

Price Current through Mod **#PS-0033** dated 03/03/2022.
CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>Information Technology Professional Services</td>
</tr>
<tr>
<td>541611</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>Order Level Materials</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. See Pricing Page 5.

1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item. See Labor Category Descriptions Page 7.

2. Maximum Order: For SIN 54151S: $500,000.00 For SIN 541611: $1,000,000.00 For SIN OLM: $250,000.00

3. Minimum Order: $100.00

4. Geographic Coverage (delivery Area): Domestic

5. Point(s) of production (city, county, and state or foreign country): Arlington, Arlington County, Virginia

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

7. Quantity discounts: None

8. Prompt payment terms: Net 30 days
   Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions

9. Foreign items (list items by country of origin): Not Applicable

10a. Time of Delivery (Contractor insert number of days): As determined by the Ordering Agency and Summit2Sea Consulting, LLC

10b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: None
10c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: None

10d. Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery: Agencies can contact the Contractor’s representative to effect a faster delivery. Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.

11. F.O.B Points(s): Destination

12a. Ordering Address(es): Summit2Sea Consulting, LLC
6105 22nd St N
Arlington, VA 22205

12b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.

13. Payment Address(es): Summit2Sea Consulting, LLC
6105 22nd St N
Arlington, VA 22205

14. Warranty provision: Not Applicable

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. 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.}
contactor’s website or other location.) The EIT standards can be found at: www.Section508.gov/
www.sum2sea.com

23. Unique Entity Identifier (UEI) Number: 142349393

24. Notification regarding registration in System for Award Management (SAM) database:
   Summit2Sea Consulting, LLC is registered in the System for Award Management.
**GSA Awarded Pricing for SIN 54151S**

The rates are inclusive of the Industrial Funding Fee (IFF) of 0.75%.

<table>
<thead>
<tr>
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**Service Contract Labor Standards:** The Service Contract Labor Standards (SCLS) are applicable to this contract as it applies to the entire Consolidated MAS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS 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 eligible labor categories. If and/or when the contractor adds SCLS labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.
GSA Awarded Pricing for SIN 541611
The rates are inclusive of the Industrial Funding Fee (IFF) of 0.75%.

<table>
<thead>
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</tbody>
</table>

**Service Contract Labor Standards:** The Service Contract Labor Standards (SCLS) are applicable to this contract as it applies to the entire Consolidated MAS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS 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 eligible labor categories. If and / or when the contractor adds SCLS labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.
**Analyst**

**Functional Responsibilities:** Assists with analysis and evaluation of existing or proposed processes, applications, systems or software. Requires special expertise in operating system and system software for computers in a multi-user environment.

**Minimum Education:** Bachelors  
**Minimum Experience:** 0 years

**Business Data Analyst**

**Functional Responsibilities:** Business Data Analyst performs routine business analysis using various techniques.

**Minimum Education:** Bachelors  
**Minimum Experience:** 0 years

**Cloud Architect**

**Functional Responsibilities:** Designs and implements enterprise infrastructure and platforms required for cloud computing. Analyzes system requirements and ensures that systems will be securely integrated with current applications.

**Minimum Education:** Bachelors  
**Minimum Experience:** 3 years

**Consultant I**

**Functional Responsibilities:** Applies appropriate management analysis processes, modeling, process improvement and reengineering methodologies and technical techniques to provide the requested services. May support one or more Consultants II.

**Minimum Education:** Bachelors  
**Minimum Experience:** 2 years

**Consultant II**

**Functional Responsibilities:** Coordinates a project wide team to insure enterprise wide integration of management efforts. Applies appropriate management analysis processes, modeling, process improvement and reengineering methodologies and technical techniques to provide the requested services.

**Minimum Education:** Bachelors  
**Minimum Experience:** 4 years
Data Architect

Minimum Education: Bachelors
Minimum Experience: 2 years

Data Engineer
Functional Responsibilities: Designs and implements scalable technologies such as streaming transformation for joining, analyzing, and processing disparate data sets into features for predictive analytics. Develops and documents data pipelines for the ingest, transformation and preparation of data for Artificial Intelligence applications. Documents and presents requirements, design alternatives, and findings to team members and clients.

Minimum Education: Bachelors
Minimum Experience: 4 years

Data Scientist
Functional Responsibilities: Advanced in integrated development environments, data integration, data visualization, data mining, and analysis tools. Develops Artificial Intelligence and Data Science solutions using algorithmic and quantitative methods to meet the predictive analytics needs of the organization. Helps to integrate AI models into software solutions that meet organizational needs. Takes measures to ensure adherence to organizational guidelines for security and the ethical use of AI. Documents and presents requirements, design alternatives, and findings to team members and clients.

Minimum Education: Bachelors
Minimum Experience: 6 years

Database Administrator 1
Functional Responsibilities: Database Administrator 1 administers organization's databases, using database management system to organize and store data. The Database Administrator 1 ascertains user requirements, creates computer databases, and tests and coordinates changes. This individual interacts with development and end-user personnel to determine application data access requirements, transaction rates, volume analysis, and other pertinent data required to develop and maintain integrated databases. Level 1 performs more routine aspects of the position and is supervised by higher levels.

Minimum Education: Bachelors
Minimum Experience: 0 years
**Database Administrator 2**

**Functional Responsibilities:** Database Administrator 2 administers organization's databases, using database management system to organize and store data. The Database Administrator 2 ascertains user requirements, creates computer databases, and tests and coordinates changes. This individual interacts with development and end-user personnel to determine application data access requirements, transaction rates, volume analysis, and other pertinent data required to develop and maintain integrated databases. Level 2 performs more varied and difficult tasks compared to Level 1, yet has less autonomy than Level 3.

**Minimum Education:** Bachelors  
**Minimum Experience:** 3 years

**Database Administrator 3**

**Functional Responsibilities:** Database Administrator 3 administers organization's databases, using database management system to organize and store data. The Database Administrator 3 ascertains user requirements, creates computer databases, and tests and coordinates changes. This individual interacts with development and end-user personnel to determine application data access requirements, transaction rates, volume analysis, and other pertinent data required to develop and maintain integrated databases. Level 3 is competent in subject matter and concepts and may lead individuals assisting in the work.

**Minimum Education:** Bachelors  
**Minimum Experience:** 7 years

**Junior Analyst**

**Functional Responsibilities:** Junior analyst assists with analysis and evaluation of existing or proposed processes, applications, systems or software.

**Minimum Education:** Bachelors  
**Minimum Experience:** 0 years

**Junior Developer**

**Functional Responsibilities:** Works to gather requirements info and transform the requirement into Technical Design. Writes PL/SQL code and prepares Unit Tests and Documents all Conversions, Interfaces, Reports, Forms and Extensions.

**Minimum Education:** Bachelors  
**Minimum Experience:** 0 years

**Program Manager**

**Functional Responsibilities:** Program Managers plan and manage projects to control overall project scope, budgets and schedules for multi-project engagements. Program Managers maintain contractor interface with the senior levels of the customer’s organization, and consult with customer and
contractor personnel to formulate and review task plans and deliverables, and provide conformance with program and project task schedules and costs and contractual obligations.

**Minimum Education:** Bachelors  
**Minimum Experience:** 12 years

**Senior Developer**  
**Functional Responsibilities:** Works to gather requirements info and transform the requirement into Technical Design. Writes PL/SQL code and prepares Unit Tests and Documents all Conversions, Interfaces, Reports, Forms and Extensions. Supervises subordinate developers.

**Minimum Education:** Bachelors  
**Minimum Experience:** 3 years

**Senior Techno- Functional Developer**  
**Functional Responsibilities:** Provides the knowledge, business process design and continuous proactive communications link between the functional and technical teams. May supervise other subordinate techno-functional developers while working with Sr. SMEs and consultants.

**Minimum Education:** Bachelors  
**Minimum Experience:** 5 years

**Subject Matter Expert I**  
**Functional Responsibilities:** Plans and performs research, design assessment, development, integration and other assignments in a specified technical area. Responsible for highly complex technical / engineering areas; and may supervise a single systems engineer as needed. Can support SME’s II and III as needed.

**Minimum Education:** Masters  
**Minimum Experience:** 4 years

**Subject Matter Expert II**  
**Functional Responsibilities:** Plans and performs research, design assessment, development integration and other assignments in a specific technical area. Responsible for highly complex technical/ engineering areas. May supervise other subordinate SME’s and smaller groups of systems engineers.

**Minimum Education:** Masters  
**Minimum Experience:** 6 years
**Subject Matter Expert III**

**Functional Responsibilities:** Plans and performs research, design assessment, development, integration and other assignments in a specific technical area. Responsible for highly complex technical/engineering areas. Supervises a broad team of systems engineers and all other SME’s.

**Minimum Education:** Masters  
**Minimum Experience:** 10 years

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**Team Lead**

**Functional Responsibilities:** Serves as a point-of-contact for all task order activities, manages work of contractor staff, develops team objectives, and studies on network topology. Monitors the performance of supported systems and devices and provides recommendations for improvement or change. Provides insight and leadership.

**Minimum Education:** Masters  
**Minimum Experience:** 6 years

---

**Training Specialist (Principal)**

**Functional Responsibilities:** Designs and develops instructional approaches and/or strategies to meet training requirements; conducts analysis of training requirements and media requirements; develops appropriate training objectives and test methods and designs instructionally valid training materials; ensures integrity of task analysis, training requirements, training hierarchies, instructional materials, and evaluation plans; designs and develops computer-based training, web-based training, electronic performance support systems and other technology-based learning solutions; develops flow diagrams and story boards; designs instructionally sound lessons in a variety of delivery media; interacts with customer and subject matter experts to ensure technical accuracy of instructional content. Also provides guidance and work leadership to lower-level personnel and may serve as technical team or task lead.

**Minimum Education:** Associates  
**Minimum Experience:** 10 years

---

**Training Specialist / Analyst**

**Functional Responsibilities:** Develops and delivers classroom training (presentation, work instructions, exercises). Assesses students during class and adjusts teaching according to their level, understanding, and need. Incorporates feedback into training and adjusts class content as needed.

**Minimum Education:** Bachelors  
**Minimum Experience:** 2 years

---

**Training Specialist / Instructor**

**Functional Responsibilities:** Conducts the research necessary to develop and revise training courses. Develops and revises these courses and prepares appropriate training catalogs. Prepares all instructor materials (course outline, background material, and training aids). Prepares all student materials (course
manuals, workbooks, handouts, completion certificates, and course critique forms). Trains personnel by conducting formal classroom courses, workshops and seminars.

**Minimum Education:** Bachelors  
**Minimum Experience:** 4 years

---

**Training Specialist / Sr Instructor**  
**Functional Responsibilities:** Conducts the research necessary to develop and revise training courses. Develops and revises these courses and prepares appropriate training catalogs. Designs and develops computer-based training, web-based training, electronic performance support systems and other technology-based learning solutions; develops flow diagrams and story boards; designs instructionally sound lessons in a variety of delivery media; interacts with customer and subject matter experts to ensure technical accuracy of instructional content. Prepares all instructor materials (course outline, background material, and training aids). Prepares all student materials (course manuals, workbooks, handouts, completion certificates, and course critique forms). Trains personnel by conducting formal classroom courses, workshops and seminars. Also provides guidance and work leadership to lower-level personnel and may serve as area/team lead.

**Minimum Education:** Bachelors  
**Minimum Experience:** 6 years

---

**Experience & Degree Substitution Equivalencies**  
Experience exceeding the minimum shown may be substituted for education. Likewise, education exceeding the minimum shown may be substituted for experience.

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<th>Equivalent Degree</th>
<th>Experience</th>
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<tr>
<td>Associates</td>
<td>High School or equivalent plus 2 years relevant experience</td>
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<tr>
<td>Bachelors</td>
<td>Associates degree + 2 years relevant experience or 4 years relevant experience</td>
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<tr>
<td>Masters</td>
<td>Bachelors plus 2 years relevant experience or Associates degree + 4 years relevant experience or 6 years relevant experience</td>
</tr>
<tr>
<td>PhD</td>
<td>Masters + 2 years relevant experience, or Bachelors + 4 years relevant experience or Associates + 6 years relevant experience or 8 years relevant experience</td>
</tr>
</tbody>
</table>
Advisor

**Functional Responsibilities:** Provides financial management guidance and expertise to client on a consultative collaborative basis. Will assist in designing new processes as well as reengineering existing processes. Goal is to maximize financial performance.

**Minimum Education:** Bachelors  
**Minimum Experience:** 1 year

Business Analyst I

**Functional Responsibilities:** Supports programs and projects through analytics. Demonstrates competent writing and communication skills.

**Minimum Education:** Bachelors  
**Minimum Experience:** 1 year

Business Analyst II

**Functional Responsibilities:** Supports programs and projects through analytics. Works as a team member and assists with solving complex problems.

**Minimum Education:** Bachelors  
**Minimum Experience:** 2 years

Business Analyst III

**Functional Responsibilities:** Supports programs and projects through analytics. Capable of working independently.

**Minimum Education:** Bachelors  
**Minimum Experience:** 2 years

Business Consultant I

**Functional Responsibilities:** Assists with designing new processes and re-engineering existing processes.

**Minimum Education:** Bachelors  
**Minimum Experience:** 1 year

Business Consultant II

**Functional Responsibilities:** Supports designing new processes and re-engineering existing processes. Works as a team member and assists with solving complex problems.
Minimum Education: Bachelors  
Minimum Experience: 2 years

**Business Consultant III**  
**Functional Responsibilities:** Assists with designing new processes and re-engineering existing processes. Able to manage multiple activities and provide support and point of contact for the client.

Minimum Education: Bachelors  
Minimum Experience: 3 years

**Management Consultant I**  
**Functional Responsibilities:** Responsible for the management of tasks and ensuring that the solutions and schedule in the projects are implemented in a timely manner.

Minimum Education: Bachelors  
Minimum Experience: 3 years

**Management Consultant II**  
**Functional Responsibilities:** Responsible for the management of tasks and ensuring that the solutions and schedule in the projects are implemented in a timely manner. Organizes, directs and coordinates the planning and production of all activities associated with assigned tasks, including direct reports.

Minimum Education: Bachelors  
Minimum Experience: 4 years

**Management Consulting Program Manager**  
**Functional Responsibilities:** Responsible for overall management of program contract support operations involving multiple projects and groups of personnel at multiple locations. Organizes, directs and coordinates the planning and production of all program contract activities.

Minimum Education: Masters  
Minimum Experience: 10 years

**Manager**  
**Functional Responsibilities:** Has experience in improving business functions through understanding the interdependent processes and structures required to process complex financial procedures. Able to manage more than one activity and provide support and point of contact for the client.

Minimum Education: Bachelors  
Minimum Experience: 5 years
Specialist I

Functional Responsibilities: Support programs and projects by analyses of program management and support cost. Analyses may include: Cost/benefit analysis, transaction analysis and activity-based costing analysis. Prepares documents for finalize analyses.

Minimum Education: Bachelors
Minimum Experience: 2 years

Specialist II

Functional Responsibilities: Support and analyze program schedule and performance data to integrate programs, maximize efficiency and improve processes. Support programs and projects by performing analyses of program management and support costs. Will provide guidance to and management of Specialist I.

Minimum Education: Masters
Minimum Experience: 10 years

Sr Advisor

Functional Responsibilities: Provides leadership, financial management expertise and process engineering to clients. Can provide support and leadership to advisors in his team based on higher levels of experience. Demonstrates competent writing and communication skills.

Minimum Education: Bachelors
Minimum Experience: 2 years

Sr Manager

Functional Responsibilities: Has experience in improving business functions through understanding the interdependent processes and structures required to process complex financial procedures. Primary responsibility is to be responsible for the effective management of funds and personnel and is accountable for the quality and timely delivery of contractual terms.

Minimum Education: Bachelors
Minimum Experience: 8 years

Support Analyst

Functional Responsibilities: Serves as team member on management and financial consulting projects. Demonstrates competent writing and communication skills.

Minimum Education: Associates
Minimum Experience: 1 year
Experience & Degree Substitution Equivalencies
Experience exceeding the minimum shown may be substituted for education. Likewise, education exceeding the minimum shown may be substituted for experience.

<table>
<thead>
<tr>
<th>Equivalent Degree</th>
<th>Experience</th>
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<tbody>
<tr>
<td>High School</td>
<td>1 year of relevant experience</td>
</tr>
<tr>
<td>Associates</td>
<td>High School or equivalent plus 2 years relevant experience</td>
</tr>
<tr>
<td>Bachelors</td>
<td>Associates degree + 2 years relevant experience or 4 years relevant experience</td>
</tr>
<tr>
<td>Masters</td>
<td>Bachelors plus 2 years relevant experience or Associates degree + 4 years relevant experience or 6 years relevant experience</td>
</tr>
<tr>
<td>PhD</td>
<td>Masters + 2 years relevant experience, or Bachelors + 4 years relevant experience or Associates + 6 years relevant experience or 8 years relevant experience</td>
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