Government Contract Solutions, Inc. (GCS),
a wholly-owned subsidiary of Preferred Systems Solutions, Inc. (PSS)
7925 Jones Branch Drive,
Suite 6200
McLean, VA 22102
703-663-2777 x1721 (phone)
703-663-2780 (fax)
Website: www.gcsinfo.com or www.pssfed.com

SIN 874-1 Integrated Consulting Services
SIN 874-6 Acquisition Management Support
SIN 874-7 Integrated Business Program Support Services

Federal Supply Schedule Industrial Group 00CORP

Contract Number: GS-10F-0362R, as of Modification No. PS-0043
Period Covered by Contract: December 18, 2015 through June 20, 2020
Business Size: Large Business
Point of Contact: Kelly M. Davidson, Vice President, Contracts
703-663-2777 x1721 (telephone)
k davidson@pssfed.com (email)

Products and ordering information in this authorized Professional Services Schedule to include the Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! By accessing the Federal Supply Service’s Home Page via the Internet at http://www.fss.gsa.gov
SPECIAL NOTICE TO AGENCIES: Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micropurchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage!™ online shopping service (www.fss.gsa.gov). The catalogs/pricelists, GSA Advantage!™ and the Federal Supply Service Home Page (www.fss.gsa.gov) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micropurchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

1a. Awarded Special Item Numbers (SIN) are as follows:

- SIN 874-1: INTEGRATED CONSULTING SERVICES
- SIN 874-6: ACQUISITION MANAGEMENT SUPPORT
- SIN 874-7: INTEGRATED BUSINESS PROGRAM SUPPORT SERVICES

1b. Lowest priced model and lowest unit prices:

Prices shown in Price Schedule are net.

1c. Labor Category Descriptions

Descriptions are provided starting on Page 4.

2. Maximum Order:

$1,000,000 (For Awarded SINS).

3. Minimum Order:

$100.00.

4. Geographic Coverage:

Domestic and Overseas

5. Point(s) of Production:

McLean, VA and Government sites.

6. Statement on Net Price:

Prices shown in Price Schedule are net.

7. Quantity Discounts:

None Offered. However, discounts for Orders that exceed the maximum Order threshold shall be negotiated on an Order-by-Order basis.

8. Prompt Payment Terms:

None.

9. Government Purchase Cards:

GCS does not accept Government purchase cards.

10. Foreign Items:

Not Applicable

11a. Time of Delivery:

To be negotiated per each Order.

11b. Expedited Delivery:

N/A

11c. Overnight & Two-day Delivery:

N/A

11d. Urgent Requirements:

Contact GCS for urgent requirements.

12. F.O.B Points:

Destination

13a. Ordering Address:

GCS, Inc
7925 Jones Branch Drive, Suite 6200
McLean, VA 22102
Phone: (703) 663-2777 x1721

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

14. Payment Address:
GCS, Inc
7925 Jones Branch Drive, Suite 6200
McLean, VA 22102
Attn: Accounts Payable

15. Warranty Provision:
Standard Commercial Warranty

16. Export Packing Charges:
Not Applicable

17. Terms and Conditions of Government Commercial Credit Card acceptance:
Not Applicable

18. Terms and Conditions of Government Rental, Maintenance, and Repair:
Not Applicable

19. Terms and Conditions of Installation:
Not Applicable

20. Terms and Conditions of Repair Parts Indicating Date of Parts Price Lists and Any Discounts From List Prices:
Not Applicable

20a. Terms and Conditions for Any Other Services:
Not Applicable

21. List of Service 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 (DUNS) Number:
948928270

26. Notification regarding registration in SAM.gov:
GCS is registered in the SAM database.

27. Uncompensated Overtime:
GCS policies are consistent with the Fair Labor and Standards Act (FLSA). Non-Exempt employees are compensated at a rate of one and one-half (1.5) times their hourly rate for hours worked over 40 in a work week.

Salaried employees are paid according to a standard 40 hour work week. If employees exceed 40 hours per work week, no overtime pay is provided.
LABOR CATEGORY DESCRIPTIONS

SR. ACQUISITION ANALYST III
Minimum/General Experience/Education: Bachelor’s degree plus 15 years of experience.

Functional Responsibility: Provides advice and assistance to functional area experts (COTR and program offices) on contractual matters in the acquisition planning stages based on a working knowledge of regulation policy. Responsible for assisting with the development of writing performance criteria and requirements into sound/sufficient Statement of Work and/or task orders. Performs or evaluates market research and trends, conditions and technological advances as they apply to the program. Assists with the development of source selection evaluation criteria. Coordinates and works with the technical experts and the contracting office to ensure project milestones are reflected in the contractual documents and project plan. Assists in the development of independent Government Cost Estimates. Responsible for assisting with the planning, preparing, and maintaining of the current acquisition plans and overall program office acquisition administration functions to include program control and tracking.

SR. ACQUISITION ANALYST II
Minimum/General Experience/Education: Bachelor’s degree plus 12 years of experience.

Functional Responsibility: Supplies technical expertise and often assumes managerial duties. Responsible for the planning, preparing and maintaining of the current acquisition plans and overall program office acquisition administration functions to include program control and tracking. Provides advice and assistance to functional area technical experts (COTR and program offices) on contractual matters in the acquisition planning stages based on a working knowledge of regulation policy. Responsible for assisting with the development of writing performance criteria and requirements into sound/sufficient Statement of Work and/or task orders. Performs or evaluates market research and trends, conditions and technological advances as they apply to the program. Assists with the development of source selection evaluation criteria. Coordinates and works with the technical experts and the contracting office to ensure project milestones are reflected in the contractual documents and project plan. May assist in the development of independent Government Cost Estimates.

SR. ACQUISITION ANALYST I
Minimum/General Experience/Education: Bachelor’s degree plus 10 years of experience.

Functional Responsibility: Supplies technical expertise and often assumes managerial duties. Responsible for the planning, preparing and maintaining of the current acquisition plans and overall program office acquisition administration functions to include program control and tracking. Provides advice and assistance to functional experts (COTR and program offices) on contractual matters in the acquisition planning stages based on a working knowledge of regulation policy. Responsible for assisting with the development of writing performance criteria and requirements into sound/sufficient Statements of Work and/or task orders. May perform or evaluate market research and trends, conditions and technological advances as they apply to the program. May also assist with the development of source selection evaluation criteria. Coordinates and works with the technical experts and the contracting office to ensure project milestones are reflected in the contractual documents and project plan.

ACQUISITION ANALYST II
Minimum/General Experience/Education: Bachelor’s degree with 8 years of acquisition/contracting experience.

Functional Responsibility: Provides advice and assistance to functional area technical experts and assists with the development of writing performance criteria and requirements into sound/sufficient Statement of Work and/or task orders. May perform or evaluate market research and trends, conditions and technological advances as they apply to the program. May also assist with the development of source selection evaluation criteria. Coordinates and works with the technical experts and the contracting office to ensure project milestones are reflected in the contractual documents and project plan. May assist in the development of independent Government Cost Estimates. May also be responsible for assisting with the planning, preparing, and maintaining of the current acquisition plans and overall program office acquisition administration functions to include program control and tracking.
ACQUISITION ANALYST I
Minimum/General Experience/Education: Bachelor’s degree with 6 years of acquisition/contracting experience.

Functional Responsibility: Provides advice and assistance to functional area technical experts and assists with the development of writing performance criteria and requirements into sound/sufficient Statement of Work and/or task orders. May perform or evaluate market research and trends, conditions and technological advances as they apply to the program. May also assist with the development of source selection evaluation criteria. Coordinates and works with the technical experts and the contracting office to ensure project milestones are reflected in the contractual documents and project plan. May assist in the development of independent Government Cost Estimates. May also be responsible for assisting with the planning, preparing, and maintaining of the current acquisition plans and overall program office acquisition administration functions to include program control and tracking.

SR CONTRACTS CONSULTANT IV
Minimum/General Experience/Education: Bachelor’s degree with 18 years of progressive government contracting experience including managerial experience.

Functional Responsibility: Provides expert advice to agency directors and senior staff in contract administration and delivers executive level management and oversight to the contracts and pricing staff as needed. Analyzes project requirement from inception to closeout and develops solutions to agency’s needs. Responsible for business improvement services in life cycle administration and management of contracts, contract negotiations; proposal guidance, preparation and management assistance. Duties may include acquisition planning, RFP/IFB preparation guidance, market research/analysis, and selection and administration of terms and conditions. Individuals will also possess extensive working knowledge of the FAR and DFAR and agency supplements as required.

SR CONTRACTS CONSULTANT III
Minimum/General Experience/Education: Bachelor’s degree plus 12 years of progressive government contract experience including management experience.

Functional Responsibility: Provides expert advice to agency directors and senior staff in contract administration and delivers executive level management and oversight to the contracts and pricing staff as needed. Analyzes project requirement from inception to closeout and develops solutions to agency’s needs. Responsible for business improvement services in life cycle administration and management of contracts, contract negotiations; proposal guidance, preparation and management assistance. Duties may include acquisition planning, RFP/IFB preparation guidance, market research/analysis, and selection and administration of terms and conditions. Individuals will also possess extensive working knowledge of the FAR and DFAR and agency supplements as required.

SR CONTRACTS CONSULTANT II
Minimum/General Experience/Education: Bachelor’s degree plus 10 years of progressive government contract experience.

Functional Responsibility: Provides expert advice to agency directors and senior staff in contract administration and delivers executive level management and oversight to the contracts and pricing staff as needed. Analyzes project requirement from inception to closeout and develops solutions to agency’s needs. Responsible for business improvement services in life cycle administration and management of contracts, contract negotiations; proposal guidance, preparation and management assistance. Duties may include acquisition planning, RFP/IFB preparation guidance, market research/analysis, and selection and administration of terms and conditions. Individuals will also possess extensive working knowledge of the FAR and DFAR and agency supplements as required.

SR CONTRACTS CONSULTANT I
Minimum/General Experience/Education: Bachelor’s degree plus 6 years of progressive government contract experience.

Functional Responsibility: Provides expert advice to agency directors and senior staff in contract administration and delivers executive level management and oversight to the contracts and pricing staff as needed. Analyzes project requirement from inception to closeout and develops solutions to agency’s needs. Responsible for business improvement services in life cycle administration and management of contracts, contract negotiations; proposal guidance, preparation and management assistance. Duties may include acquisition planning, RFP/IFB preparation guidance, market research/analysis, and selection and administration of terms and conditions. Individuals will also possess extensive working knowledge of the FAR and DFAR and agency supplements as required.
requirement from inception to closeout and develops solutions to agency’s needs. Responsible for business improvement services in life cycle administration and management of contracts, contract negations; proposal guidance, preparation and management assistance. Duties may include acquisition planning, RFP/IFB preparation guidance, market research /analysis, and selection and administration of terms and conditions. Individuals will also possess extensive working knowledge of the FAR and DFAR and agency supplements as required.

**CONTRACTS CONSULTANT II**
Minimum/General Experience/Education: Bachelor’s degree plus 4 years of progressive government contracting experience.

**Functional Responsibility:** Provides direction to agency directors and senior staff in contract administration and delivers executive level management and oversight to the contracts and pricing staff as needed. Analyzes project requirement from inception to closeout and develops solutions to agency’s needs. Responsible for business improvement services in life cycle administration and management of contracts, contract negations; proposal guidance, preparation and management assistance. Duties may include acquisition planning, RFP/IFB preparation guidance, market research /analysis, and selection and administration of terms and conditions. Individuals will also possess working knowledge of the FAR and DFAR and agency supplements as required.

**CONTRACTS CONSULTANT I**
Minimum/General Experience/Education: Bachelor’s degree plus 2 years of progressive experience in government contracts.

**Functional Responsibility:** Provides support to agency directors and senior staff in contract administration and delivers executive level management and oversight to the contracts and pricing staff as needed. Analyzes project requirement from inception to closeout and develops solutions to agency’s needs. Responsible for business improvement services in life cycle administration and management of contracts, contract negations; proposal guidance, preparation and management assistance. Duties may include acquisition planning, RFP/IFB preparation guidance, market research /analysis, and selection and administration of terms and conditions. Individuals will also possess working knowledge of the FAR and DFAR and agency supplements as required.

**PRINCIPAL CONSULTANT**
Minimum/General Experience/Education: Master’s degree or equivalent experience plus 10 years of government contracting experience.

**Functional Responsibility:** Provides expert advice to agency senior staff in a wide variety of department level activities and/or major programs. Delivers senior level management and oversight to agency leadership as needed. Analyzes project requirements and develops strategic solutions and tactical plans to meet agency’s needs. Capable of planning, directing and implementing initiatives having served in an executive/leadership role in high levels of government or the private sector. Duties may include researching legislative and organizational matters, recommending alternatives and best practices, reviewing organizational effectiveness and recommending improvement, and developing communication strategies for both internal and external audiences.

**SUBJECT MATTER EXPERT**
Minimum/General Experience/Education: Bachelor’s degree plus 10 years of progressive experience in the functional area related to the area of subject matter specialty.

**Functional Responsibility:** Delivers expert leadership and support to agency directors and senior managers for organizational optimization and business improvement services. Experts in either functional domain. Provides program management oversight for complex projects and offers specialized knowledge in technical area. Analyzes project requirements from inception to closeout, develops solutions to agencies requirements, and coordinates project resolution. May design and lead executive level workshops.

**PROGRAM MANAGER IV**
Minimum/General Experience/Education: Bachelor’s degree in business, accounting, economics or other related discipline plus 12 years of progressive project management experience. Specialized experience required includes:
complete project management from inception to deployment, proven expertise in the management and control of funds and resources and demonstrated capability in managing multi-task contracts.

**Functional Responsibility:** Directs the planning and management of multiple projects and retains overall responsibility for the performance including the cost, schedule, deliverables, and contract compliance. Responsible for overall success of the project(s) and ensures goals and standards are successfully implemented. Serves as liaison to government and outside representatives and coordinates activities of support personnel.

**PROGRAM MANAGER III**  
**Minimum/General Experience/Education:** Bachelor’s degree in business, accounting, economics or other related discipline plus 10 years of progressive project management experience. Specialized experience required includes: complete project management from inception to deployment, proven expertise in the management and control of funds and resources and demonstrated capability in managing multi-task contracts.

**Functional Responsibility:** Directs the planning and management of single or multiple projects and retains overall responsibility for the performance including the cost, schedule, deliverables, and contract compliance. Responsible for overall success of the project(s) and ensures goals and standards are successfully implemented. Serves as liaison to government and outside representatives and coordinates activities of support personnel.

**PROGRAM MANAGER II**  
**Minimum/General Experience/Education:** Bachelor’s degree in business, accounting, economics or other related discipline plus 8 years of progressive project management experience. Specialized experience required includes: complete project management from inception to deployment, proven expertise in the management and control of funds and resources and demonstrated capability in managing multi-task contracts.

**Functional Responsibility:** Directs the planning and management of single or multiple projects and retains overall responsibility for the performance including the cost, schedule, deliverables, and contract compliance. Responsible for overall success of the project(s) and ensures goals and standards are successfully implemented. Serves as liaison to government and outside representatives and coordinates activities of support personnel.

**PROGRAM MANAGER I**  
**Minimum/General Experience/Education:** Bachelor’s degree in business, accounting, economics or other related discipline plus 6 years of previous project management experience. Specialized experience required includes: complete project management from inception to deployment, proven expertise in the management and control of funds and resources and demonstrated capability in managing multi-task contracts.

**Functional Responsibility:** Directs the planning and management of projects and retains overall responsibility for performance including cost, schedule, deliverables and contractual compliance. Ensures that goals and standards are successfully implementation and is responsible for the overall success of the project. Serves as liaison to government representatives.

**PROJECT MANAGER III**  
**Minimum/General Experience/Education:** Bachelor’s degree in a related discipline and a minimum of 9 years of progressive experience in complete project development from inception to deployment; proven expertise in the management and control of funds and resources and demonstrated capability in managing multi-task contracts.

**Functional Responsibility:** Leads the project or multiple tasks and retains overall responsibility for performance including cost, schedule, deliverables and contractual compliance. Provides the interface to the customer and other project leaders. May work under a Program Manager for multiple projects. Identifies, acquires, and utilizes company resources to achieve project objectives. Establishes priorities task assignments sand completion. Ensures quality and productivity standards are maintained while meeting project/client deadlines and budget constraints. Serves as the client liaison on all project matters. Performs a quality assurance role to ensure timely delivery of all specified deliverables, and compliance with government regulations, codes, and GCS policies and procedures. Participates in contract negotiations.
PROJECT MANAGER II
Minimum/General Experience/Education: Bachelor’s degree in a related discipline and a minimum of 9 years of progressive experience in complete project development from inception to deployment; proven expertise in the management and control of funds and resources and demonstrated capability in managing multi-task contracts.

Functional Responsibility: Leads the project or multiple tasks and retains overall responsibility for performance including cost, schedule, deliverables and contractual compliance. Provides the interface to the customer and other project leaders. May work under a Program Manager for multiple projects. Identifies, acquires, and utilizes company resources to achieve project objectives. Establishes priorities task assignments and completion. Ensures quality and productivity standards are maintained while meeting project/client deadlines and budget constraints. Serves as the client liaison on all project matters. Performs a quality assurance role to ensure timely delivery of all specified deliverables, and compliance with government regulations, codes, and GCS policies and procedures. Participates in contract negotiations.

PROJECT MANAGER I
Minimum/General Experience/Education: Bachelor’s degree a related discipline and a minimum of 3 years of progressive experience in complete project development from inception to deployment; proven expertise in the management and control of funds and resources and demonstrated capability in managing multi-task contracts.

Functional Responsibility: Leads the project or multiple tasks and retains overall responsibility for performance including cost, schedule, deliverables and contractual compliance. Provides the interface to the customer and other project leaders. May work under a Program Manager for multiple projects. Identifies, acquires, and utilizes company resources to achieve project objectives. Establishes priorities task assignments and completion. Ensures quality and productivity standards are maintained while meeting project/client deadlines and budget constraints. Serves as the client liaison on all project matters. Performs a quality assurance role to ensure timely delivery of all specified deliverables, and compliance with government regulations, codes, and GCS policies and procedures. Participates in contract negotiations.

PROJECT ANALYST
Minimum/General Experience/Education: Bachelor’s degree plus 2 years progressive experience as a project analyst.

Functional Responsibility: Operates independently or in direct support of the Project/Program Manager. Participates in all phases of the project including providing research, lending technical expertise and assistance in project management, contracts acquisitions, and procurement. Assists in defining scope of the project and delivers ideas and solutions for project resolution.

PRICING ANALYST IV
Minimum/General Experience/Education: Bachelor’s degree in business or related discipline with 12 years of government contracting pricing experience with a working knowledge of the FAR, management bids and proposals.

Functional Responsibility: Responsible for development of cost effective pricing strategies and improvement of internal pricing controls. Participates in pricing management policy decisions and may plan and manage concurrent projects and interface with operations and proposal teams for strategy and contracting issues.

PRICING ANALYST III
Minimum/General Experience/Education: Bachelor’s degree in business or related discipline with 9 years of government contracting pricing experience with a working knowledge of the FAR, management bids and proposals.

Functional Responsibility: As a fully competent analyst, responsible for development of cost effective pricing strategies and improvement of internal pricing controls. Participates in pricing management policy decisions and may plan and manage concurrent projects and interface with operations and proposal teams for strategy and contracting issues.
PRICING ANALYST II
Minimum/General Experience/Education: Bachelor’s degree in business or related discipline with 6 years of
government contracting pricing experience with a working knowledge of the FAR, management bids and proposals.

Functional Responsibility: Under very general supervision, responsible for development of cost effective pricing
strategies and improvement of internal pricing controls. Participates in pricing management policy decisions and
may plan and manage concurrent projects and interface with operations and proposal teams for strategy and
contracting issues.

PRICING ANALYST I
Minimum/General Experience/Education: Bachelor’s degree in business or related discipline with 3 years of
government contracting pricing experience with a working knowledge of the FAR, management bids and proposals.

Functional Responsibility: Under close supervision, responsible for development of cost effective pricing strategies
and improvement of internal pricing controls. Participates in pricing management policy decisions and may plan
and manage concurrent projects and interface with operations and proposal teams for strategy and contracting issues.

ADMINISTRATIVE SPECIALIST III
Minimum/General Experience/Education: AA degree in business or liberal arts is preferred plus a minimum of 5
years of experience providing administrative support.

Functional Responsibility: Provides advice, oversight, and technical knowledge of the installation, application, and
operations of word processing systems. Assists in establishing and maintaining both centralized and decentralized
office files and management and record keeping systems including automated record management systems. Assists
in the development of various guidelines and procedures. May also provide direct support to consultants and senior
managers.

ADMINISTRATIVE SPECIALIST II
Minimum/General Experience/Education: AA degree in business or liberal arts is preferred plus a minimum of 3
years of experience providing administrative support.

Functional Responsibility: Under limited supervision, provides advice, oversight, and technical knowledge of the
installation, application, and operations of word processing systems. Assists in establishing and maintaining both
centralized and decentralized office files and management and record keeping systems including automated record
management systems. Assists in the development of various guidelines and procedures. May also provide direct
support to consultants and senior managers.

PROCUREMENT SPECIALIST III
Minimum/General Experience/Education: High school diploma or equivalent with 5 years procurement experience.

Functional Responsibility: Develops strategic planning for material acquisition, internal invoice processes, and
funding procedures. Provides direction to senior staff regarding procurement selections and negotiations of procured
services. Often interfaces with Contracting Officers, COTR’s, Contractors, and Program Managers. May have
experience in the following areas: procurement systems, Excel, CPM, CostPoint and other automated data bases.

PROCUREMENT SPECIALIST II
Minimum/General Experience/Education: High school diploma or equivalent with 1 year procurement experience.

Functional Responsibility: Under close supervision, develops strategic planning for material acquisition, internal
invoice processes, and funding procedures. Provides direction to senior staff regarding procurement selections and
negotiations of procured services. Often interfaces with Contracting Officers, COTR’s, Contractors, and Program
Managers. May have experience in the following areas: procurement systems, Excel, CPM, CostPoint and other
automated data bases.
GSA PROFESSIONAL SERVICES SCHEDULE (PSS) Price Schedule

The following rates are inclusive of the GSA Industrial Funding Fee of 0.0075%.

**Period of Performance – DOA through June 20 2018**

<table>
<thead>
<tr>
<th>Skill Categories</th>
<th>Hourly Rate Government Site (Uncleared Personnel)</th>
<th>Hourly Rate Government Site (Cleared Personnel)</th>
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<tr>
<td>Sr. Acquisition Analyst III</td>
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### GSA PROFESSIONAL SERVICES SCHEDULE (PSS) Price Schedule (con’d)

**Period of Performance – June 21 2018 through June 20 2019**

<table>
<thead>
<tr>
<th>Skill Categories</th>
<th>Hourly Rate Government Site (Uncleared Personnel)</th>
<th>Hourly Rate Government Site (Cleared Personnel)</th>
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The Service Contract Act (SCA) is applicable to this contract as it applies to the entire PROFESSIONAL SERVICES SCHEDULE (PSS) 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. If and/or when the contractor adds SCA labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable wage determination number. Failure to do so may result in cancellation of the contract.