

**GENERAL SERVICES ADMINISTRATION (GSA)
FEDERAL ACQUISITION SERVICE (FAS)**

**AUTHORIZED FEDERAL SUPPLY SCHEDULE
PRICE LIST**

PROFESSIONAL SERVICES SCHEDULE (PSS)

GREYSTONES



Greystones Consulting Group LLC.
1100 New Jersey Ave SE #200, Washington,
DC 20003
202-644-8998
www.greystonesgroup.com

Contract Number	GS00F173GA
Effective Date	04/24/2017
Award	04/20/2017
Period Covered by Contract	04/24/2017 – 04/23/2022
Business Size	Small Business, Woman Owned Small Business(WOSB), Economically Disadvantaged Women-Owned Small Business (EDWOSB), Small Disadvantaged Business(SDB)
Contracts Administrator	Sheila Duffy bd@greystonesgroup.com 202-644-8998

For more information on ordering from Federal Supply Schedules, click the **FSS** button at
<http://www.gsa.gov/schedules-ordering>



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1 Customer Information

1a. Awarded Special Item Numbers (SINs):

874-1 Integrated Consulting Services
874-7 Integrated Business Program Support Services

1b. Lowest Price Model Number and Lowest Unit Price: See Section 3, Price Lists

1c. Hourly Rates: See Section 3, Price Lists

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

3. Minimum Order: \$100

4. Geographic Coverage: The minimum acceptable Professional Services Schedule geographic scope is worldwide.

5. Production Points: Services under this Schedule are provided as specified on individual orders.

6. Discount from List Prices or NET Price Statement: Prices herein are NET (basic discounts have been deducted).

7. Quantity Discount: As specified on individual orders.

8. Prompt payment: Net 30 days

9a. Notification that Government Purchase Cards are Accepted at or Below the Micropurchase Threshold:

Accepted Not Accepted

9b. Notification that Government Purchase Cards are accepted Above the Micropurchase Threshold:

Accepted Not Accepted

10. Foreign Items: Not applicable under this Schedule.

11a. Delivery Time:

Items	Delivery Time (Days ARO)
Services	Date of Award to Completion

11b. Expedited Delivery: Not applicable under this Schedule

11c. Overnight and two-day delivery: Not applicable under this Schedule

11d. Urgent Requirements: When the contract delivery period does not meet an ordering

activity's bona fide urgent delivery requirements, the ordering activity is encouraged, if time permits, to contact the Contractor for accelerated delivery. The Contractor shall reply to the inquiry within three (3) workdays after receipt. (The Contractor shall confirm telephone replies in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed-on accelerated delivery time shall be delivered in this shorter delivery time and in accordance with all other Contract terms and conditions.

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

13a. Ordering Address(es):

US-Overseas Mail/Federal Express	Facsimile	E-Mail
GREYSTONES Consulting Group LLC 1100 New Jersey Ave SE #200, Washington, DC 20003	GREYSTONES Consulting Group LLC 202-777-1403	BD@Greystonesgroup.com

13b. Ordering Procedures: For supplies and services, ordering procedures and information on Blanket Purchase Agreements (BPAs) are in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment Address(es):

US Mail	Federal Express	EFT/Wire/ACH
GREYSTONES Consulting Group LLC 1100 New Jersey Ave SE #200, Washington, DC 20003	GREYSTONES Consulting Group LLC 1100 New Jersey Ave Washington, DC 20003 2 nd Floor Dropbox	John Marshall Bank Routing: 056009356121137522 Acct: 152489

15. **Warranty Provision:** As stated on individual orders
16. **Export Packing Charges:** As stated on individual orders.
17. **Government Purchase Card Acceptance Terms and Conditions:** None
18. **Rental, Maintenance, and Repair Terms and Conditions:** Not applicable under this Schedule.
19. **Installation Terms and Conditions:** Not applicable under this Schedule.
20. **Repair Part Terms and Conditions:** Not applicable under this Schedule.
- 20a. **Terms and Conditions for Any Other Services:** Not applicable under this Schedule.
21. **List of Service and Distribution Points:** Not applicable under this Schedule.
22. **List of Participating Dealers:** Not applicable under this Schedule.
23. **Preventative Maintenance:** Not applicable under this Schedule.
- 24a. **Environmental Attributes:** Not applicable under this Schedule.
- 24b. **Section 508 Compliance:** If applicable, Section 508 compliance on contract supplies and services are available in Electronic and Information Technology (EIT). Greystones understands that Section 508 generally requires Federal agencies to ensure that EIT procurement accounts for all end users' needs, including those of people with disabilities. As agencies identify Access Board technical provisions applicable to each order, Greystones will meet those provisions. EIT standards are posted at www.Section508.gov/.
25. **Data Universal Number System (DUNS) number** Greystones has registered with the Data Universal Number System (DUNS) database. Greystones Consulting Group LLC, DUNS number is 164563582.
26. **System for Award Management (SAM) Database:** Greystones has registered with the System for Award Management (SAM) database Greystones Consulting Group LLC, CAGE code is 31RQ4.
27. **Uncompensated Overtime:** Labor rates are based on a 40-hour work week.
28. **Service Contract Act and Matrix:** The Service Contract Act (SCA) is applicable to this contract. This contract includes SCA applicable labor categories. The prices for the indicated SCA applicable labor categories are ceiling rates based on the U.S. Department of Labor Wage Determination identified below. Should ESP perform in an area with lower SCA rates, resulting in lower wages being paid, the prices offered will be discounted accordingly.

Wage Determination No.: 05-2104

State(s): Nationwide

Areas: N/A

<u>SCA Eligible Contract Labor Category</u>	<u>SCA Equivalent Code - Title</u>	<u>WD#</u>
Senior Support Staff	01113 - General Clerk III	05-2104

2 Special Item Number (SIN) Descriptions

2.1 SIN 874-1: Integrated Consulting Services

Contractors shall provide expert advice and assistance, in support of an agency's mission-oriented business functions. This SIN covers the following services:

- Management or strategy consulting, including research, evaluations, studies, analyses, scenarios/simulations, reports, business policy and regulation development assistance, strategy formulation, and expert witness services
- Facilitation and related decision support services
- Survey services, using a variety of methodologies, including survey planning, design, and development; survey administration, data validation and analysis; reporting; and stakeholder briefings
- Advisory and assistance services in accordance with FAR 37.203

2.2 SIN 874-7: Integrated Business Program Support Services

Contractors shall provide services to help agencies manage their mission-oriented business projects or programs and achieve mission performance goals. This SIN covers the following services:

- All phases of project or program management, from planning to closeout
- Operational/administrative business support services in order to carry out program objective

3 Price Lists

3.1 Services: Hourly Rates SINs 874-1, 874-7

Government and Contractor Site.

Labor Category	Year 1	Year 2	Year 3	Year 4	Year 5
	4/24/2017- 4/23/2018	4/24/2018- 4/23/2019	4/24/2019- 4/23/2020	4/24/2020- 4/23/2021	4/24/2021- 4/23/2022
Senior Project Manager	\$145.13	\$148.03	\$150.99	\$154.01	\$157.09
Project Manager	\$120.46	\$122.87	\$125.33	\$127.84	\$130.39
Senior Program Manager	\$125.27	\$127.77	\$130.33	\$132.94	\$135.60
Program Manager	\$101.23	\$103.25	\$105.32	\$107.43	\$109.57
Sr. Strategic Planner	\$134.13	\$136.81	\$139.54	\$142.34	\$145.18
Strategic Planner	\$108.38	\$110.55	\$112.76	\$115.02	\$117.32
Senior Task Manager	\$88.63	\$90.41	\$92.22	\$94.06	\$95.94
Task Manager	\$71.63	\$73.06	\$74.52	\$76.01	\$77.53
Senior Analyst	\$87.34	\$89.08	\$90.86	\$92.68	\$94.53
Analyst	\$76.48	\$78.01	\$79.57	\$81.16	\$82.79
Jr. Analyst	\$56.92	\$58.06	\$59.22	\$60.40	\$61.61
Senior Support Staff	\$ 63.24	\$64.51	\$65.80	\$67.12	\$68.46

**Prices include an Industrial Funding Fee (IFF) of 0.75% and annual escalation of 2.0 %. Labor hour rates do not include materials, supplies or other incidental costs. Other direct costs (ODCs) for task orders are priced according to the ordering activity's requirements.*

4 Descriptions

4.1 Labor Categories SINs 874-1, 874-7

Title	Education/Experience	Functional Responsibility
Senior Project Manager	Min Education Requirement– Master’s Degree Min Experience Requirement– 8 Years	Responsible for all aspects of the development and implementation of assigned projects and provides a single point of contact for those projects. Takes projects from original concept through final implementation. Interfaces with all areas affected by the project including end users, computer services, and client services. Defines project scope and objectives. Develops detailed work plans, schedules, project estimates, resource plans, and status reports. Conducts project meetings and is responsible for project tracking and analysis. Ensures adherence to quality standards and reviews project deliverables. Manages the integration of vendor tasks and tracks and reviews vendor deliverables. Provides technical and analytical guidance to project team. Recommends and takes action to direct the analysis and solutions of problems. Must have performed at senior levels in areas of expertise. Must possess the ability to solve complex problems in an efficient and unique manner.
Project Manager	Min Education Requirement– Bachelor’s Degree Min Experience Requirement– 5 Years	Responsible for all aspects of the development and implementation of assigned projects and provides a single point of contact for those projects. Takes projects from original concept through final implementation. Interfaces with all areas affected by the project including end users, computer services, and client services. Defines project scope and objectives. Develops detailed work plans, schedules, project estimates, resource plans, and status reports. Conducts project meetings and is responsible for project tracking and analysis. Ensures adherence to quality standards and reviews project deliverables. Manages the integration of vendor tasks and tracks and reviews vendor deliverables. Provides technical and analytical guidance to project team. Recommends and takes action to direct the analysis and solutions of problems.
Senior Program Manager	Min Education Requirement– Master’s Degree Min Experience Requirement– 6 Years	Program Management experience should include experience in Cost/Budget Control, Deliver quality products and services. Program Manager should demonstrate qualities of leadership and demonstrated ability to manage personnel and review/deliver quality products and services. Program Manger must possess ability to conduct Program Reviews. Must have performed at senior levels in areas of expertise. Must possess the ability to solve complex problems in an efficient and unique manner.
Program Manager	Min Education Requirement– Bachelor’s Degree Min Experience Requirement– 3 Years	Program Management experience should include experience in Cost/Budget Control, Deliver quality products and services. Program Manager should demonstrate qualities of leadership and demonstrated ability to manage personnel and review/deliver quality products and services. Program Manger must possess ability to conduct Program Reviews

Senior Strategic Planner	<p>Min Education Requirement– Bachelor’s Degree</p> <p>Min Experience Requirement– 7 Years</p>	<p>Provides strategic planning of large projects or a significant segment of a strategic planning portion of a large complex project. Provides the overall approach to clarify mission statements so they can be used as springboards in envisioning their desired future. Assumes senior level role in developing mission and vision statements, subsequent goal delineation, provides guidance for building operational plans and specifying measurable outcomes to include capital outlay planning efforts in a consolidated strategic planning process and prioritizes those initiatives. Bachelors plus 7 years</p>
Strategic Planner	<p>Min Education Requirement– Bachelor’s Degree</p> <p>Min Experience Requirement– 5 Years</p>	<p>Provides strategic planning of large projects or a significant segment of a strategic planning portion of a large complex project. Provides the overall approach to clarify mission statements so they can be used as springboards in envisioning their desired future. Assists in developing mission and vision statements, subsequent goal delineation, provides guidance for building operational plans and specifying measurable outcomes to include capital outlay planning efforts in a consolidated strategic planning process and prioritizes those initiatives.</p>
Senior Task Manager	<p>Min Education Requirement– Bachelor’s Degree</p> <p>Min Experience Requirement– 8 Years</p>	<p>Requirement to support following areas: Administrative, Financial, Management, Technical Data, etc., Reviewing SOW and PR for work task, Familiar with FARs; DFARS; DOD and NAVSEA regulations, policies, and directives. Task Management experience should include: Capability to review/approve quality of products and services submitted to Government, Ensure all schedule and deadlines are met, Provide training to personnel, Management of Personnel</p>
Task Manager	<p>Min Education Requirement– Associate’s Degree</p> <p>Min Experience Requirement– 5 Years</p>	<p>Requirement to support following areas: Administrative, Financial, Management, Technical Data, etc, Reviewing SOW and PR for work task, Familiar with FARs; DFARS; DOD and NAVSEA regulations, policies, and directives. Task Management experience should include: Capability to review/approve quality of products and services submitted to Government, Ensure all schedule and deadlines are met, Provide training to personnel, Management of Personnel</p>
Senior Analyst	<p>Min Education Requirement– Bachelor’s Degree</p> <p>Min Experience Requirement– 5 Years</p>	<p>Responsible for the development of plans, schedules and budgets to meet contractual requirements for a portion of a program.</p>
Analyst	<p>Min Education Requirement– Bachelor’s Degree</p> <p>Min Experience Requirement– 3 Years</p>	<p>Under general supervision, responsible for the development of plans, schedules and budgets to meet contractual requirements for a portion of a program.</p>

Title	Education/Experience	Functional Responsibility
Junior Analyst	Min Education Requirement– Associate’s Degree Min Experience Requirement– 0 Years	Under direct supervision, responsible for the development of plans, schedules and budgets to meet contractual requirements for a portion of a program
Senior Support Staff	Min Education Requirement– Bachelor’s Degree Min Experience Requirement– 2 Years	Performs a variety of clerical, administrative and records management functions within program management. Utilizes various software programs to collect/track/reconcile programmatic data relative to milestone decisions, and life cycle management of the program.

ALLOWABLE SUBSTITUTIONS

Degree Required by Labor Category	Degree Held by Individual	Additional Years of Experience Credited
Master's Degree	Ph.D.	3
Bachelor's Degree	Ph.D.	5
Bachelor's Degree	Master's Degree	2
Associate's Degree	Ph.D.	7
Associate's Degree	Master's Degree	4
Associate's Degree	Bachelor's Degree	2

Degree Held by Individual	Degree Required by Labor Category	Additional Years of Experience Required
HS/GED	Master's Degree	6
HS/GED	Bachelor's Degree	4
HS/GED	Associate's Degree	2
Associate's Degree	Master's Degree	4
Associate's Degree	Bachelor's Degree	2
Bachelor's Degree	Master's Degree	2