

D. K. Jones Consulting, LLC

PM2 STRATEGIES

GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule Price List

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>.

Multiple Award Schedule

Contract Number: GS-03F-041GA

Contract Period: February 16, 2017 – February 15, 2022

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at

<http://www.gsa.gov/schedules-ordering>

Contractor: D.K. Jones Consulting, LLC doing business as PM2 Strategies
3889 Shagbark Lane
Beavercreek, OH 45440 3471

Business Size: Small Business

In accordance with 13 C.F.R. 121.404, the Contractor is ineligible to participate in any RFQ that is set aside for small business where the subject contract's awarded size status for the preponderance NAICS designated in the RFQ is "other than small".

Telephone: 937-305-4434

Web Site: www.pm2strategies.com

E-mail: scott.leonard@pm2strategies.com

Contract Administration: Scott S. Leonard

Price List current as of Modification # PS-A812 effective February 8, 2020

CUSTOMER INFORMATION:

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

SIN	SIN Description
333249	3D Printing Solutions and Additive Manufacturing Solutions

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. See Pricing, Page 4.

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 5.

2. Maximum Order: \$750,000.00

3. Minimum Order: N/A

4. Geographic Coverage (delivery Area): Domestic only (V – 48 States, DC)

5. Point(s) of production (city, county, and state or foreign country): Same as company address

6. Discount from list prices or statement of net price: Government net prices (discounts already deducted). See page 4.

7. Quantity discounts: None Offered

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.

9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold: Yes

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Will not accept over \$3,000

10. Foreign items (list items by country of origin): None

11a. Time of Delivery (Contractor insert number of days): Specified on the Task Order

11b. 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: Contact Contractor

11c. 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: Contact Contractor

- 11d. 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: Contact Contractor
- 12. F.O.B Points(s):** Destination
- 13a. Ordering Address(es):** Same as Contractor Address
- 13b. Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.
- 14. Payment address(es):** Same as Contractor Address
- 15. Warranty provision:** Contractor’s standard commercial warranty.
- 16. Export Packing Charges (if applicable):** N/A
- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact Contractor
- 18. Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
- 19. Terms and conditions of installation (if applicable):** N/A
- 20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a. Terms and conditions for any other services (if applicable):** N/A
- 21. List of service and distribution points (if applicable):** N/A
- 22. List of participating dealers (if applicable):** N/A
- 23. Preventive maintenance (if applicable):** N/A
- 24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** N/A
- 24b. 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/.
- 25. Data Universal Numbering System (DUNS) number:** 078663271
- 26. Notification regarding registration in System for Award Management (SAM) database:** Registered.

GSA Awarded Pricing

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

SINs	Labor Category	Contractor or Customer Facility	CY2017	CY2018	CY2019	CY2020	CY2021
333249	AM Leader 2	Both	\$299.73	\$307.82	\$316.13	\$324.67	\$333.44
333249	AM Leader 1	Both	\$226.69	\$232.81	\$239.10	\$245.55	\$252.18
333249	AM Program Manager	Both	\$165.52	\$169.99	\$174.58	\$179.29	\$184.13
333249	AM Technical Analyst 6	Both	\$142.96	\$146.82	\$150.78	\$154.86	\$159.04
333249	AM Technical Analyst 5	Both	\$129.72	\$133.22	\$136.82	\$140.51	\$144.31
333249	AM Technical Analyst 4	Both	\$115.49	\$118.61	\$121.81	\$125.10	\$128.48
333249	AM Technical Analyst 3	Both	\$95.78	\$98.37	\$101.02	\$103.75	\$106.55
333249	AM Technical Analyst 2	Both	\$76.99	\$79.07	\$81.20	\$83.40	\$85.65
333249	AM Technical Analyst 1	Both	\$51.03	\$52.41	\$53.82	\$55.28	\$56.77
333249	AM Administrative Analyst 6	Both	\$142.96	\$146.82	\$150.78	\$154.86	\$159.04
333249	AM Administrative Analyst 5	Both	\$129.72	\$133.22	\$136.82	\$140.51	\$144.31
333249	AM Administrative Analyst 4	Both	\$115.49	\$118.61	\$121.81	\$125.10	\$128.48
333249	AM Administrative Analyst 3	Both	\$95.78	\$98.37	\$101.02	\$103.75	\$106.55
333249	AM Administrative Analyst 2	Both	\$76.99	\$79.07	\$81.20	\$83.40	\$85.65
333249	AM Administrative Analyst 1	Both	\$51.03	\$52.41	\$53.82	\$55.28	\$56.77
333249	AM Principal Consultant 4	Both	\$390.91	\$401.46	\$412.30	\$423.44	\$434.87
333249	AM Principal Consultant 3	Both	\$366.48	\$376.37	\$386.54	\$396.97	\$407.69
333249	AM Principal Consultant 2	Both	\$342.05	\$351.29	\$360.77	\$370.51	\$380.51
333249	AM Principal Consultant 1	Both	\$317.61	\$326.19	\$334.99	\$344.04	\$353.33
333249	AM Senior Consultant 4	Both	\$293.18	\$301.10	\$309.23	\$317.57	\$326.15
333249	AM Senior Consultant 3	Both	\$268.75	\$276.01	\$283.46	\$291.11	\$298.97
333249	AM Senior Consultant 2	Both	\$244.32	\$250.92	\$257.69	\$264.65	\$271.79
333249	AM Senior Consultant 1	Both	\$234.55	\$240.88	\$247.39	\$254.07	\$260.93
333249	AM Staff Consultant 4	Both	\$224.77	\$230.84	\$237.07	\$243.47	\$250.05
333249	AM Staff Consultant 3	Both	\$215.00	\$220.81	\$226.77	\$232.89	\$239.18
333249	AM Staff Consultant 2	Both	\$205.23	\$210.77	\$216.46	\$222.31	\$228.31
333249	AM Staff Consultant 1	Both	\$195.46	\$200.74	\$206.16	\$211.72	\$217.44
333249	AM Associate Consultant 4	Both	\$185.68	\$190.69	\$195.84	\$201.13	\$206.56
333249	AM Associate Consultant 3	Both	\$175.91	\$180.66	\$185.54	\$190.55	\$195.69
333249	AM Associate Consultant 2	Both	\$166.14	\$170.63	\$175.23	\$179.96	\$184.82
333249	AM Associate Consultant 1	Both	\$156.36	\$160.58	\$164.92	\$169.37	\$173.94

Labor Category Descriptions

The table shows the Labor Categories with functional duties and required experience and education at each labor category. Substitution guidelines between education and experience are given after the table.

Labor Category	Description
AM Leader 2	<p>If Technical Services role: Responsible for planning, organizing, and directing programs relating to services such as consulting, facilitation, training, and program/project management disciplines in the Additive Manufacturing industry. Defines and interprets strategic requirements, analyzes and provides guidance on strategic issues. Develops and leads projects including defining scope, objectives, and methods. Applies and/or develops advanced technologies, scientific principles, theories, and concepts. Often serves as a subject matter expert for specialized consulting assignments. Individual is recognized as a thought leader and an expert in the field, providing a major impact on customer success and productivity.</p> <p>If Management role: Individual has management oversight of all major functions, disciplines, or segments of a program/project relating to services such as consulting, facilitation, training, and program/project management disciplines. Responsibilities may include long range planning, and full responsibility for all aspects of program/project/department performance.</p> <p>Education and Experience: 20+ years with Bachelor's or 18+ years with Master's Degree or 15+ years with PhD.</p>
AM Leader 1	<p>If Technical Services role: Responsible for planning, organizing, and directing programs relating to services such as consulting, facilitation, training, and program/project management disciplines in the Additive Manufacturing industry. Defines and interprets strategic requirements, analyzes and provides guidance on strategic issues. Develops and leads projects including defining scope, objectives, and methods. Applies and/or develops advanced technologies, scientific principles, theories, and concepts. May serve as a subject matter expert for specialized consulting assignments. Individual is recognized as an expert in the field, providing a major impact on customer success and productivity.</p> <p>If Management role: Individual directs a major function, discipline or significant segment of a functional group or program relating to services such as consulting, facilitation, training, and program/project management disciplines. Responsibilities may include planning, risk management, and all aspects of program performance on a large technical services task.</p> <p>Education and Experience: 14 years with Bachelor's or 12 years with Master's Degree or 9 years with PhD.</p>
AM Program Manager	<p>Manages a program relating to services such as consulting, facilitation, training, and program/project management disciplines in the Additive Manufacturing industry by providing guidance based on goals, objectives, and customer requirements. Responsibilities may include planning, risk management, and project performance addressing cost, schedule, and technical quality for related Work Breakdown Structure (WBS) elements on a large technical services-type task. May also serve as a subject matter expert for specialized consulting assignments. Education and Experience: 9 years with Bachelor's; 7 years with Master's Degree or 4 years with PhD.</p>

AM Technical Analyst 6	Possesses in-depth knowledge of principles, concepts and techniques appropriate to services provided in the Additive Manufacturing industry. Interprets requirements, performs highly complex analyses, and develops advanced technical ideas and guides their development into a final product. Provides technical expertise for solving complex problems regarding such areas as design, computer modeling, materials, manufacturing processes, inspection, certification, and qualification. May act as advisor to customers on advanced technical research studies and applications. Individual recognized as an expert in field, providing a major impact on customer success and productivity. May support and assist a Consultant. Education and Experience: 20+ years with Bachelor's or 18+ years with Master's Degree or 15+ years with PhD.
AM Technical Analyst 5	Possesses in-depth knowledge of principles, concepts and techniques appropriate to services provided in the Additive Manufacturing industry. Interprets requirements, performs highly complex analyses, and develops advanced technical ideas and guides their development into a final product. Provides technical expertise for solving complex problems regarding such areas as design, computer modeling, materials, manufacturing processes, inspection, certification, and qualification. May act as advisor to customers on advanced technical research studies and applications. May support and assist a Consultant or higher-level Technical Analyst. Education and Experience: 14 years with Bachelor's or 12 years with Master's Degree or 9 years with PhD.
AM Technical Analyst 4	Possesses in-depth knowledge of principles, concepts and techniques appropriate to services provided in the Additive Manufacturing industry. Interprets requirements, performs complex analyses, and develops technical ideas and guides their development into a final product. Provides technical expertise for solving complex problems regarding such areas as design, computer modeling, materials, manufacturing processes, inspection, certification, and qualification. May act as advisor to customers on advanced technical research studies and applications. May support and assist a Consultant or higher-level Technical Expert. Education and Experience: 9 years with Bachelor's or 7 years with Master's Degree or 4 years with PhD.
AM Technical Analyst 3	Possesses in-depth knowledge of principles, concepts and techniques appropriate to services provided in the Additive Manufacturing industry. Interprets requirements, performs complex analyses, and develops technical ideas and guides their development into a final product. Provides technical expertise for solving complex problems regarding such areas as design, computer modeling, materials, manufacturing processes, inspection, certification, and qualification. May act as advisor to customers on advanced technical research studies and applications. May support and assist a Consultant or higher-level Technical Analyst. Education and Experience: 5 years with Bachelor's or 3 years with Master's Degree or 0 years with PhD.
AM Technical Analyst 2	Possesses knowledge of principles, concepts and techniques appropriate to services provided in the Additive Manufacturing industry. Performs analyses, and follows established procedures and contributes to the completion of milestones associated with specific projects. May support and assist a Consultant or higher-level Technical Analyst. Education and Experience: 4 years with Associate's or 2 years with Bachelor's or 0 years with Master's Degree.
AM Technical Analyst 1	Possesses knowledge of principles, concepts and techniques appropriate to services provided in the Additive Manufacturing industry. Work follows technical and process guidance and instructions, contributing to the completion of assigned technical tasks. Education and Experience: 2 years with Associate's or 0 Years with Bachelor's Degree.

AM Administrative Analyst 6	Duties may include activities related to program administration, scheduling, contracts, and pricing in the Additive Manufacturing industry. Demonstrates skill to analyze and develop innovative solutions to complex problems supporting services such as consulting, facilitation, training, and program/project management disciplines. Develops advanced concepts, techniques, and standards; creates new applications based on professional principles and theories. Individual may act as an advisor to customers and is viewed as expert in field. Education and Experience: 20+ years with Bachelor's or 18+ years with Master's Degree or 15+ years with PhD.
AM Administrative Analyst 5	Duties may include activities related to program administration, scheduling, contracts, and pricing in the Additive Manufacturing industry. Demonstrates skill to analyze and develop innovative solutions to complex problems supporting services such as consulting, facilitation, training, and program/project management disciplines. Develops advanced concepts, techniques, and standards; creates new applications based on professional principles and theories. Individual may act as an advisor to customers and is viewed as expert in the organization. Education and Experience: 14+ years with Bachelor's or 12+ years with Master's Degree or 9 years with PhD.
AM Administrative Analyst 4	Duties may include activities related to program administration, scheduling, contracts, and pricing in the Additive Manufacturing industry. Individual contributes to the development of new concepts, techniques, and standards supporting services such as consulting, facilitation, training, and program/project management disciplines. Creates and identifies solutions to complex problems. Ensures solutions are consistent with program objectives. Individual may act as an advisor to customers and is considered an expert within the program. Education and Experience: 9 years with Bachelor's or 7 years with Master's Degree.
AM Administrative Analyst 3	Duties may include activities related to program administration, scheduling, contracts and pricing in the Additive Manufacturing industry. Job requires complete understanding and application of principles, concepts, practices, and standards supporting services such as consulting, facilitation, training, and program/project management disciplines. Full knowledge of industry practices. Demonstrates the skill to perform fairly complex professional tasks and develop solutions. Individual may act as an advisor or support to customers. Education and Experience: 5 years with Bachelor's or 3 years with Master's Degree.
AM Administrative Analyst 2	Duties may include activities related to program administration, scheduling, contracts and pricing in the Additive Manufacturing industry. Job requires frequent use and general knowledge of industry practices, techniques, standards and a general application of concepts and principles to support services such as consulting, facilitation, training, and program/project management disciplines. Demonstrates the skill and ability to perform moderately complex professional tasks, and develop solutions to a variety of problems of moderate scope and complexity. Individual may act as support to customers. Education and Experience: 4 years with Associate's or 2 years with Bachelor's or 0 years with Master's Degree.

AM Administrative Analyst 1	Duties may include activities related to program administration, scheduling, contracts and pricing in the Additive Manufacturing industry. Job requires limited use and/or application of basic principles, theories, and concepts and a general knowledge of industry practices and standards relating to support services such as consulting, facilitation, training, and program/project management disciplines. Demonstrates the skill and ability to perform basic professional tasks, and solve routine problems of limited scope and complexity following established policies and procedures. Individual may act as support to customers. Education and Experience: 0 years with Bachelor's or 2 years with Associate's Degree.
AM Principal Consultant, Tiers 1-4	Provides strategic advice and support to executive and management-level clients regarding major programs, initiatives, and decisions in the Additive Manufacturing industry. Helps client to optimize program return on investment while avoiding strategic errors and mitigating risk. Contributions have a major impact on client organization's mission effectiveness as measured in dollars, time, lives saved, lives improved, or other critical success factors. <i>Principal Consultants have a degree of expertise and reputation that may put them on a short list of peers at the national to global level.</i> The tier represents incremental levels of market demand/pricing for their services. Education and Experience: 20+ years with Bachelor's Degree.
AM Senior Consultant, Tiers 1-4	Provides strategic advice and support to executive and management-level clients regarding major programs, initiatives, and decisions in the Additive Manufacturing industry. Helps client to optimize program return on investment while avoiding strategic errors and mitigating risk. Contributions have a major impact on client organization's mission effectiveness as measured in dollars, time, lives saved, lives improved, or other critical success factors. <i>Senior Consultants have a degree of expertise and reputation that may put them on a short list of peers at the regional to national level.</i> The tier represents incremental levels of market demand/pricing for their services. Education and Experience: 15+ years with Bachelor's Degree.
AM Staff Consultant, Tiers 1-4	Provides strategic advice and support to executive and management-level clients regarding major programs, initiatives, and decisions in the Additive Manufacturing industry. Helps client to optimize program return on investment while avoiding strategic errors and mitigating risk. Contributions have a major impact on client organization's mission effectiveness as measured in dollars, time, lives saved, lives improved, or other critical success factors. <i>Staff Consultants have a degree of expertise and reputation that may put them on a short list of peers at the state to regional level.</i> The tier represents incremental levels of market demand/pricing for their services. Education and Experience: 10+ years with Bachelor's Degree.
AM Associate Consultant, Tiers 1-4	Provides strategic advice and support to executive and management-level clients regarding major programs, initiatives, and decisions in the Additive Manufacturing industry. Helps client to optimize program return on investment while avoiding strategic errors and mitigating risk. Contributions have a major impact on client organization's mission effectiveness as measured in dollars, time, lives saved, lives improved, or other critical success factors. <i>Associate Consultants have a degree of expertise and reputation that may put them on a short list of peers at the local to state level.</i> The tier represents incremental levels of market demand/pricing for their services. Education and Experience: 5+ years with Bachelor's Degree.

Experience & Degree Substitution Equivalencies

Experience may be substituted for education and education for experience. The table that follows provides the company's education/experience substitution guidelines. Experience, education, and description of duties for the labor categories in the schedule are provided as a guideline to the typical background for staff to be provided under individual task orders. The company will review each task order opportunity to determine the best candidate available, while considering all aspects of the work requirements.

Degree	Related Work Experience Substitution	Related Degree and Experience Substitution
Associate's	2 years work experience may be substituted for an Associate's Degree	2 years work experience may be substituted for an Associate's Degree
Bachelor's	4 years work experience may be substituted for a Bachelor's Degree	Associate's Degree plus 2 years work experience may be substituted for a Bachelor's Degree
Master's	6 years work experience may be substituted for a Master's Degree	Bachelor's Degree plus 2 years work experience may be substituted for a Master's Degree
Doctorate	10 years work experience may be substituted for a Doctorate Degree	Bachelor's Degree plus 6 years work experience, or a Master's Degree plus 4 years work experience may be substituted for a Doctorate Degree

Service Contract Labor Standards: The Service Contract Labor Standards (SCLS) is applicable to this contract. 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.