

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>.

Schedule for Multiple Award Schedule - MAS
Federal Supply Group: Professional Services

Contract Number: GS-00F-293DA
Contract Period: September 16, 2016 – September 15, 2021

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 dba PM2 Strategies
3889 Shagbark Ln.
Beavercreek, Ohio 45440

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	Recovery	SIN Description
541611		Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
OLM		Order-Level Materials, determined at the delivery/task order level

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: \$1,000,000.00

3. Minimum Order: \$100.00

4. Geographic Coverage (delivery Area): Domestic only

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 Attachment.

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

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. contractor’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	9/16/16 – 9/15/17	9/16/17 – 9/15/18	9/16/18 – 9/15/19	9/16/19 – 9/15/20	9/16/20 – 9/15/21
541611	Leader 2	Both	\$271.81	\$276.71	\$281.69	\$286.76	\$291.92
541611	Leader 1	Both	\$164.58	\$167.55	\$170.56	\$173.63	\$176.76
541611	Program Manager 1	Both	\$154.61	\$157.39	\$160.23	\$163.11	\$166.05
541611	Analyst 6	Both	\$129.63	\$131.97	\$134.34	\$136.76	\$139.22
541611	Analyst 5	Both	\$114.21	\$116.27	\$118.36	\$120.49	\$122.66
541611	Analyst 4	Both	\$104.74	\$106.62	\$108.54	\$110.49	\$112.48
541611	Analyst 3	Both	\$79.55	\$80.98	\$82.44	\$83.92	\$85.43
541611	Analyst 2	Both	\$69.82	\$71.08	\$72.36	\$73.66	\$74.99
541611	Analyst 1	Both	\$46.28	\$47.12	\$47.96	\$48.83	\$49.71

Labor Category Descriptions

Leader 2

Functional Responsibilities:

Technical Services: Responsible for planning, organizing, and directing programs relating to services such as consulting, facilitation, training, and program/project management disciplines. 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.

Management Services: 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 performance.

Minimum Education: PhD

Minimum Experience: 15 years

Leader 1

Functional Responsibilities:

Technical Services: Responsible for planning, organizing, and directing programs relating to services such as consulting, facilitation, training, and program/project management disciplines. 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.

Management Services: 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.

Minimum Education: Master's

Minimum Experience: 12 years

Program Manager 1

Functional Responsibility: Manages a program relating to services such as consulting, facilitation, training, and program/project management disciplines 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.

Minimum Education: Master's

Minimum Experience: 7 years

Analyst 6

Functional Responsibilities:

Technical Services: Responsible for planning, organizing, and directing programs relating to services such as consulting, facilitation, training, and program/project management disciplines. Defines and interprets strategic requirements, analyzes and provides guidance on strategic issues. Develops and leads large projects including defining scope, objectives, and methods. Applies and/or develops advanced technologies, scientific principles, theories, and concepts. Individual recognized as an expert in field, providing a major impact on customer success and productivity.

Support Services: Duties may include activities related to program administration, scheduling, contracts, and pricing. 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 viewed as expert in field.

Minimum Education: Master's
Minimum Experience: 18 years

Analyst 5

Functional Responsibilities:

Technical Services: Possess in-depth knowledge of principles, concepts and techniques appropriate to services such as consulting, facilitation, training, and program/project management disciplines. Interprets requirements, performs highly complex analyses, and resolves complex problems. Develops advanced technological ideas and guides their development into a final product. May act as advisor to customers on advanced technical research studies and applications.

Support Services: Duties may include activities related to program administration, scheduling, contracts, and pricing. 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 viewed as expert in field.

Minimum Education: Master's
Minimum Experience: 12 years

Analyst 4

Functional Responsibilities:

Technical Services: Responsibilities may include solving engineering requirements relating to services such as consulting, facilitation, training, and program/project management disciplines. Determines program objectives and requirements and develops standards and guides. Guides the successful completion of major programs and may function in a project leadership role.

Support Services: Duties may include activities related to program administration, scheduling, contracts, and pricing. 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 acts as an advisor to customers and is considered an expert in the field within the program.

Minimum Education: Master's

Minimum Experience: 7 years

Analyst 3

Functional Responsibilities:

Technical Services: Responsibilities may require developing new or improved techniques and procedures relating to services such as consulting, facilitation, training, and program/project management disciplines. Provide analysis on a wide range of requirements. Individual contributes to the completion of specific programs and projects with frequent customer contacts

Support Services: Duties may include activities related to program administration, scheduling, contracts and pricing. 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.

Minimum Education: Master's

Minimum Experience: 3 years

Analyst 2

Functional Responsibilities:

Technical Services: Responsibilities may support complex research and engineering assignments relating to services such as consulting, facilitation, training, and program/project management disciplines. Follows established procedures and contributes to the completion of milestones associated with specific projects.

Support Services: Duties may include activities related to program administration, scheduling, contracts and pricing. 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.

Minimum Education: Bachelor's

Minimum Experience: 2 years

Analyst 1

Functional Responsibilities:

Technical Services: May develop and recommend solutions to technical requirements as assigned relating to services such as consulting, facilitation, training, and program/project management disciplines. Work follows technical and process guidance and instructions, contributing to the completion of assigned technical tasks.

Support Services: Individual is an entry-level support person whose duties may include activities related to program administration, scheduling, contracts and pricing. 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.

Minimum Education: 0

Minimum Experience: Associate's

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.

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 as it applies to the entire Multiple Award Schedule (MAS) 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.