



**General Services Administration
Federal Acquisition 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!*TM, a menu-driven database system. The INTERNET address for GSA *Advantage!*TM is: <https://www.GSAAvantage.gov>.

Multiple Award Schedule (MAS)

Federal Supply Group: MAS

Class: R499, R423, D399

Contract Number: 47QRAA-18-D-00BR



Quality Systems Management, Inc. (QSMI)
7700 Little River Turnpike
Suite 202
Annandale, VA 22003

Website: <https://www.qsmi.com>

Email: GSA_MAS@qsmi.com

Phone: (703) 658-9700 x102

Contract Period: 07/09/2018 and ends 07/08/2028
Business Size: Small, Woman Owned Business
Contract Administration: Carrington Thomson
FAX Number: (703) 658-9702

Pricelist Current Through: PS-A882

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

1.0 CUSTOMER INFORMATION:

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

SIN	Recovery	SIN Description
541611	541611-RC	Integrated Consulting Services
54151S	54151S-RC	Information Technology Professional Services
OLM	OLM-RC	Order Level Materials

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.

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.

2. Maximum Order: \$1,000,000.00

3. Minimum Order: \$100.00

4. Geographic Coverage (delivery Area): Domestic and Overseas

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).

7. Quantity discounts: None

8. Prompt payment terms: 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 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
- 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 company 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. SAM Unique Entity ID (UID):** DS8KNSY6UQB6
- 26. Notification regarding registration in System for Award Management (SAM) database:** Registered

27. Final Pricing: The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.**Labor Categories Pricing**

Item	SIN	Awarded Labor Category	Site	07/09/2023 - 07/08/2024	07/09/2024 - 07/08/2025	07/09/2025 - 07/08/2026	07/09/2026 - 07/08/2027	07/09/2027 - 07/08/2028
1	541611 54151S	Business Process Consultant III	Both	\$135.56	\$142.61	\$150.03	\$157.82	\$166.04
2	541611 54151S	Business Process Consultant I	Both	\$88.35	\$92.95	\$97.78	\$102.87	\$108.22
3	541611 54151S	Functional Analyst III	Both	\$149.13	\$156.89	\$165.05	\$173.63	\$182.66
4	541611 54151S	Functional Analyst I	Both	\$97.68	\$102.76	\$108.10	\$113.72	\$119.64
5	541611 54151S	Management Consultant III	Both	\$143.20	\$150.65	\$158.49	\$166.73	\$175.40
6	541611 54151S	Management Consultant II	Both	\$127.02	\$133.63	\$140.58	\$147.90	\$155.59
7	541611 54151S	Management Consultant I	Both	\$108.90	\$114.56	\$120.51	\$126.78	\$133.37
8	541611 54151S	Business Analyst III	Both	\$123.11	\$129.51	\$136.24	\$143.32	\$150.78
9	541611 54151S	Business Analyst II	Both	\$93.89	\$98.78	\$103.92	\$109.32	\$115.00
10	541611 54151S	Business Analyst I	Both	\$82.06	\$86.32	\$90.80	\$95.53	\$100.49
11	541611 54151S	Technology Specialist	Both	\$140.63	\$147.95	\$155.65	\$163.74	\$172.25
12	541611 54151S	Administrative Specialist	Both	\$61.53	\$64.74	\$68.10	\$71.64	\$75.37

2.0 Labor Category Descriptions for Special Item 541611 Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services, and 54151S Information Technology Professional Services

2.1 Overview: QSMI's Business Services

A key component of QSMI's ability to empower our clients with the technology tools and expertise needed to become more successful, depends on our success in hiring, training, and maintaining highly skilled professional personnel. We are pleased to offer you the service of our professionals using the following labor categories QSMI's professional workforce delivers world-class business solutions through business process redesign, business architecture design implementation, and organizational design and human resource development. The general experience and functional responsibility represent the minimum qualifications for each category. Resumes will be provided upon request.

BUSINESS PROCESS CONSULTANT – LEVEL III (541611, 54151S)

Functions: Applies the process improvement and reengineering methodologies and principles to conduct process analysis and modernization tasks for the most complex medium to large-scale projects and task areas. Duties include modeling, process developments, identifying best practices and creating and assessing performance measurements. Provides group facilitation and frequently is called upon to lead group discussions aimed at achieving stakeholder agreement on new processes or recommended changes in policy. Leads interviewing and training activities and provides other forms of knowledge transfer to contractor team and selected government personnel. Supervises the work efforts of more junior Business Process Reengineering personnel. He/she is called upon frequently to conduct seminars and lead group discussion with senior government and private officials and to facilitate group buy-in to solutions that address significant mission issues.

Education Requirements: BS/BA

Experience Requirements: 5 Years

BUSINESS PROCESS CONSULTANT – LEVEL I (541611, 54151S)

Functions: Applies process improvement and reengineering methodologies and principles to conduct process modernization tasks. Works under general supervision on tasks of small-to-medium-scale size and complexity, and under close supervision as a member of a team on larger tasks. Duties include modeling, process development, identifying best practices, and creating and assessing performance measurements. Interviews, trains and provides other forms of knowledge transfer to contractor team and selected government personnel.

Education Requirements: BS/BA

Experience Requirements: 1 Year

FUNCTIONAL ANALYST – LEVEL III (541611, 54151S)

Functions: Analyzes the most complex user needs to determine functional and cross-functional requirements. Measures complex deviations in policy, procedures and systems to assure deep understanding of client requirements and identify strategies for improvement. Performs functional allocation to identify required tasks and their interrelationships. Works with clients and other consultants to formulate, analyze, assess, and select solutions. Identifies resources required for each task. Develops implementation plans including recommendations for changes in laws, rules and procedures, recommended resource requirements, and plans for assemble/training of implementation personnel. Works independently and supervises work efforts of more junior Functional Analysts.

Education Requirements: MS/MA

Experience Requirements: 6 Years

FUNCTIONAL ANALYST – LEVEL I (541611, 54151S)

Functions: Assists in the analysis of user needs to determine functional and cross-functional requirements. Assists in measuring deviations in policy, procedures and systems to assure understanding of client requirements. Performs functional allocation to identify required tasks and their interrelationships. Works with other staff members to help formulate solutions. Identifies resources required for each task. Develops implementation plans including recommendations for changes in rules and procedures, recommended resource requirements, plans for assemble/training of implementation personnel.

Education Requirements: BS/BA

Experience Requirements: 1 Year

MANAGEMENT CONSULTANT – LEVEL III (541611, 54151S)

Functions: Responsible for articulation of problem statements, development of recommendations and implementation of solutions to address issues that customer organizations encounter in the performance of their missions. Works collaboratively with customer representatives to gain an in-depth understanding of how the customer processes and results deviate from preferred outcomes. Formulates, tests and proposes solutions to these issues. Develops implementation plans for his/her solutions including recommendations for changes in laws, rules and procedures, recommended resource requirements, plans for assembly and training of implementation personnel and strategies for selling these recommendations to the government Program Manager, government Contracting Officer and senior government officials. Supervises work efforts of more junior Functional Consultants

Education Requirements: BS/BA

Experience Requirements: 6 years

MANAGEMENT CONSULTANT – LEVEL II (541611, 54151S)

Functions: Responsible for identifying and analyzing significant problems and issues that customer organizations encounter in the performance of their missions or projected missions. Works collaboratively with customer representatives to gain an in-depth understanding of how and why actual customer outcomes deviate from preferred outcomes. Formulates, tests and proposes solutions to the identified issues. Develops implementation plans for his/her solutions including recommendations for changes in laws, rules and procedures, recommended resource requirements, plans to assemble and train implementation personnel and strategies for selling these

recommendations to the government Program Manager, government Contracting Officer and government assigned Contracting Officers Technical Representative. the government Program Manager, government Contracting Officer and government assigned Contracting Officers Technical Representative. Supervises work efforts of more junior Functional Analysts and Management Consultants.

Education Requirements: BS/BA

Experience Requirements: 4 years

MANAGEMENT CONSULTANT – LEVEL I (541611, 54151S)

Functions: Responsible for identification, analysis and formulation of problems and issues that customer organizations encounter in the performance of their missions. Works collaboratively with customer representatives to gain an in-depth understanding of how the customer issues deviate from preferred outcomes. Formulates, tests and proposes solutions to these issues. Develops implementation plans for his/her solutions including recommendations for changes in laws, rules and procedures, recommended resource requirements, plans for assemble/training of implementation personnel and selling these recommendations to more senior contract and government authorities. Works under the supervision of more senior staff.

Education Requirements: BS/BA

Experience Requirements: 2 years

BUSINESS ANALYST – LEVEL III (541611, 54151S)

Functions: Directs all financial management and administrative activities, such as budgeting, manpower and resource planning, and financial planning, forecasting and reporting. Performs and assesses detailed evaluations of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues which would require a report and recommend solutions. Is able to lead teams to develop work breakdown structures, prepare charts, tables, graphs and diagrams, and to provide decision support in analyzing problems. Provides daily supervision and direction to staff.

Education Requirements: BS/BA

Experience Requirements: 5 Years

BUSINESS ANALYST – LEVEL II (541611, 54151S)

Functions: Directs financial management and administrative activities, such as budgeting, manpower and resource planning, and financial planning, forecasting and reporting. Performs complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues which would require a report and recommend solutions. Develops work breakdown structures and prepares charts, tables, graphs and diagrams to assist in analyzing problems. Provides daily supervision and direction to staff.

Education Requirements: BS/BA

Experience Requirements: 3 Years

BUSINESS ANALYST – LEVEL I (541611, 54151S)

Functions: Directs financial management and administrative activities, such as budgeting, manpower and resource planning, and financial planning, forecasting and reporting. Performs evaluations of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues which would require a report and recommend solutions. Participates in teams to develop work breakdown structures, prepare charts, tables, graphs and diagrams to assist in analyzing problems. Works under daily supervision and direction from more senior-level analysts and management.

Education Requirements: BS/BA

Experience Requirements: 1 year

TECHNOLOGY SPECIALIST (541611, 54151S)

Functions: Leads or participates in strategic, tactical, and operational level planning and management studies to determine the Government's MEO for technical or engineering oriented enterprises. Provides information system or engineering support in comparison of in-house bids to proposed ISSA prices. Leads or participates in studies,

assessments, administrative appeals, and development of in-house Government cost estimates and PWSs for technical or engineering projects. Provides information system or engineering support to source selection efforts and private-public partnerships. Supervises and reviews the work of more junior information specialists and engineers.

Educational Requirement: BS/BA

Experience Requirements: 5 years

ADMINISTRATIVE SPECIALIST (541611, 541515)

Functions: Communicates and/or coordinates instructions with various individuals and/or departments. Furnishes and obtains information from multiple sources. Organizes and maintains files of correspondence and records. Follows up on pending matters. Acts as a receptionist, screens telephone calls, letters, and/or visitors, answers routine questions and furnishes information. Schedules appointments, maintains and disseminates schedules and work plans, and coordinates arrangements for meetings and conferences, transcribes dictation, often of a confidential nature. Composes and types routine letters and memorandum. Routes or answers routine correspondence not requiring manager’s attention. Prepares special reports, gathering and summarizing data. Organizes and expedites flow of work through manager's office. Initiates follow-up action. May operate terminal and printer for data storage and retrieval.

Education Requirements: BS/BA

Experience Requirements: 1 year

Service Contract Act (SCLS) Matrix

SCLS Eligible Labor Category	SCLS Equivalent Code Title	Wage Determination No
Administrative Specialist	01020 - Administrative Assistant	2015-4281

The Service Contract Labor Standards (SCLS) is applicable to this contract and it includes SCLS applicable labor categories. The prices for the indicated (**) SCLS labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS matrix. The prices awarded are in line with the geographic scope of the contract (i.e. nationwide).