



GENERAL SERVICES ADMINISTRATION FEDERAL ACQUISITION SERVICE AUTHORIZED FEDERAL SUPPLY SCHEDULE (FSS) 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 are available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage! is: http://www.gsaadvantage.gov

Multiple Award Schedule Federal Supply Group: Professional Services

CONTRACT NUMBER: 47QRAA21D00AU

CONTRACT PERIOD:

October 1, 2021 through September 30, 2026 GSA Pricelist Current Through – Mod #PA-0008 – Effective on August 22, 2024

THE BOSTON CONSULTING GROUP INC

200 Pier 4 Blvd. Boston, MA 02210-2655 Phone: (301) 664-7400 Fax: (301) 664-7401

www.bcg.com

CONTRACT ADMINISTRATOR

Brendan OMara 771-208-8000 pspacontracts@bcg.com

Business Size: Large

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at www.gsa.gov

CUSTOMER INFORMATION THE BOSTON CONSULTING GROUP, INC.

1a. Table of awarded special item numbers.

SIN	Recovery	SIN Description
541611	541611RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
541690	541690RC	Technical Consulting Services
541715	541715RC	Engineering Research and Development and Strategic Planning
541990	541990RC	All Other Professional, Scientific, and Technical Services (Non-IT)
OLM	OLMRC	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.

Not Applicable - Not offering products

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.

Service Descriptions begin on page 5

2. Maximum order:

SIN	Recovery	Maximum Order
541611	541611RC	\$1,000,000
541690	541690RC	\$1,000,000
541715	541715RC	\$1,000,000
541990	541990RC	\$1,000,000
OLM	OLMRC	\$250,000

3. Minimum order:

\$100

4. Geographic Coverage (delivery area):

48 contiguous states and the District of Columbia

5. Point of production (city and State or foreign country):

The Boston Consulting Group, Inc. 200 Pier 4 Blvd. Boston, MA 02210-2655 USA The Boston Consulting Group, Inc. 655 15th Street, NW, 11th Floor Washington, DC 20005 USA

6. Discount from list prices or statement of net price: GSA net prices begin on page 13

- 7. Quantity discounts:
 - 0.5% Discount Individual Task Orders valued from \$1,000,000 to \$4,000,000
 - 1.0% Discount Individual Task Orders valued from \$4,000,001 to \$10,000,000
 - 1.5% Discount Individual Task Orders valued from \$10,000,001 to \$20,000,000
- 8. Prompt payment terms: **Net 30 Days ARO** (Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.)
- 9. Foreign items (list items by country of origin): **None**
- 10a. Time of delivery (Contractor insert number of days): Specified on task order
- 10b. 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**
- 10c. 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**
- 10d. 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 affect a faster delivery: **Contact Contractor**
- 11. F.O.B. point: **Destination**
- 12a. Ordering Address:

The Boston Consulting Group, Inc. 655 15th Street, NW, 11th Floor Washington, DC 20005

- 12b. Ordering procedures: For supplies and services, the ordering procedures and information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.
- 13. Payment address:

The Boston Consulting Group, Inc. P.O. Box 75200 Chicago, IL 60675-5200 (P): (301) 664-7400

- 14. Warranty provision: Not Applicable
- 15. Export packing charges, if applicable: **Not Applicable**
- 16. Terms and conditions of rental, maintenance, and repair (if applicable): Not Applicable
- 17. Terms and conditions of installation (if applicable): Not Applicable
- 18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): **Not Applicable**
- 18b. Terms and conditions for any other services (if applicable): Not Applicable

- 19. List of service and distribution points (if applicable): Not Applicable
- 20. List of participating dealers (if applicable): Not Applicable
- 21. Preventive maintenance (if applicable): Not Applicable
- 22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): **Not Applicable**
- 22b. 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/. Not Applicable
- 23. Unique Entity Identifier (UEI) number: G2F1JNM6HCL4
- 24. Notification regarding registration in System for Award Management (SAM) database: CAGE Code #3DA23; Contractor has an Active Registration in the SAM database.

LABOR CATEGORY DESCRIPTIONS SINS 541611, 541690 & 541715 & 541990 THE BOSTON CONSULTING GROUP, INC.

At The Boston Consulting Group, Inc., we take a vested interest in our clients; we are committed to helping you succeed. We also commit to work collaboratively with all levels of your organization. Our team will work closely with you to be certain to understand your needs, issues, and challenges and align our work effort to best serve you.

The Boston Consulting Group, Inc.'s personnel who are assigned to perform work under this contract will possess the identified levels of education, experience and expertise by position as described in this section. Pursuant to the Terms and Conditions of this contract, ultimate determination, and acceptance of a proposed individual for performance under a specific effort rests with the client.

1. Executive Strategy Senior Partner

Minimum Education:

Master's or other advanced degree (e.g. MD, PhD, or JD)

Minimum/General Experience:

14 years of experience

Duties/Functional Responsibilities:

Credentials / experience / perspective: Features subject matter expertise across multiple management, technical, and/or engineering topics, such as experience in business, engineering, life sciences, and/or related analytical, scientific, and technical disciplines. Possesses significant industry career progression and recognition (e.g., former senior government official, military officer, private industry executive/VP/director, corporate officer, or topic expert) and previous leadership of highly complex projects, programs, or business units. Maintains extensive experience interfacing with C-suite and executive VP-level leadership within organizations to address their most complex, highest-visibility, and highest-impact management and operational priorities. Onboards through the most selective and stringent of consulting industry recruitment standards (e.g., <2% of applicants receiving an offer).

Project impact: Provides clients and project teams with insight to the preeminent thought leadership and solutions utilized by global commercial, multilateral, and/or government organizations. Provides client and case teams with access to leading senior, "C-Suite" perspectives and resources to solve the most critical and complex client challenges. Provides client leadership and cases teams greater access to leading edge business models, frameworks for analysis, long-term business strategies, and related expert networks that are only available by the person's extensive experience, network, and credentials. Incorporates multi-industry and multi-functional, "executive-level" perspective and experience into project approach, deliverables, and stakeholder management to address complex challenges and large projects. Guides project delivery and coordinates oversight of extended project team. Serves as project accountable official and primary day-to-day counterpart to executive program leadership.

A Bachelors Degree plus 2 years of additional education or work experience may be substituted for a Masters Degree.

2. Executive Strategy Director

Minimum Education:

Master's or other advanced degree (e.g. MD, PhD, or JD)

Minimum/General Experience:

10 years of experience

Duties/Functional Responsibilities:

Credentials / experience / perspective: Features demonstrated career accomplishments and progression, and/or subject matter expertise in a management, technical, and/or engineering topic, such as experience in business, engineering, life sciences, and/or related technical disciplines, etc., as recognized through breadth of projects completed, publications, and/or demonstrated impact produced. Demonstrates experience leading and implementing solutions for a wide range of highly complex challenges faced by global commercial, multilateral, and/or government organizations. Maintains significant project experience interfacing with C-suite, executive-VP, or director-level leadership within organizations to address highly complex, high-visibility, and high-impact management and operational priorities. Onboards through the most selective and stringent of consulting industry recruitment standards (e.g., <2% of applicants receiving an offer).

Project impact: Ensures preeminent thought leadership and solutions utilized by global commercial, multilateral, and/or government organizations positively influence client outcomes. Ensures client projects are delivered in most effective and efficient manner based on leading project management capabilities. Engages with the client lead on a day-to-day basis to ensure thought leadership and firsthand lessons learned from preeminent academic, industry, and government institutions are incorporated into project activities, project activities are aligned and integrated to achieve outcomes, and stakeholder and change management objectives are achieved. Provides project management oversight (based on experience with leading "rigorous program management" principles), required to meet client expectations, including day-to-day management of project working team and quality assurance of deliverables, and brings deep industry expertise to their project teams. Supports the development of key analyses, tools, and recommendations, and serves as primary day-to-day counterpart for the working team.

A Bachelors Degree plus 2 years of additional education or work experience may be substituted for a Masters Degree.

3. Executive Strategy Project Leader

Minimum Education:

Masters or other advanced degree (e.g. MD, PhD, or JD)

Minimum/General Experience:

8 years of experience

Duties/Functional Responsibilities:

Credentials / experience / perspective: Features accomplished career or educational background and/or subject matter expertise in a particular management, technical, and/or engineering topic, such as experience in business, engineering, life sciences, and/or related analytical, scientific, and technical disciplines. Brings experience leading and implementing solutions to a wide range of complex challenges faced by global commercial, multilateral, and/or government organizations. Career experience interfacing with C-suite, executive VP, and/or director-level leadership within organizations to address highly complex and high-impact management and operational priorities. Onboards through the most selective and stringent of consulting industry recruitment standards (e.g., <2% of applicants receiving an offer).

Project impact: Ensures daily project activities are accomplished with most efficient and effective use of project and client resources to achieve project objectives and greatest possible impact. Manages the day-to-day activities of the case team, teams with clients directly, and drives both the intellectual and change management agenda of the work. Oversees junior staff in the following areas: facilitation, advanced analysis, modeling, process improvement, project management, methodology development and deployment, and process re-engineering. Develops presentations, manages external relationships, drives work progress, provides status reporting, and manages budgets.

A Bachelors Degree plus 2 years of additional education or work experience may be substituted for a Masters Degree.

4. Executive Strategy Senior Consultant

Minimum Education:

Masters or other advanced degree (e.g. MD, PhD, or JD)

Minimum/General Experience:

5 years of experience

Duties/Functional Responsibilities:

Credentials / experience / perspective: Features credentials and insights in management, technical, and/or engineering topics, such as experience in business, engineering, life sciences, and/or related analytical, scientific, and technical disciplines. Brings experience implementing solutions to a wide range of complex challenges faced by global commercial, multilateral, and/or government organizations. Demonstrates project experience interfacing with/or supporting C-suite, executive VP, and/or director-level leadership within organizations to address highly complex and high-impact management and operational priorities. Maintains experience supporting and/or eligibility to support commercial business clients and/or matters. Onboards through the most selective and stringent of consulting industry recruitment standards (e.g., <2% of applicants receiving an offer).

Project impact: Leads day-to-day execution and creative problem-solving on individual or multiple workstreams, including advanced quantitative and qualitative analysis, modeling, process improvement, and project management. Collaborates directly with working team counterparts including facilitating meetings. Relies on relevant expertise from prior consulting, professional, and educational experiences. Drives and executes analyses, recommends solutions, and guides sub teams. Provides meeting facilitation, advanced analysis, modeling, process improvement recommendations, analytical and strategic methodologies, and process re-engineering. Supports the Executive Strategy Project Leader and/or Executive Strategy Director by advising junior staff and providing a preliminary review of analytical outputs.

A Bachelors Degree plus 2 years of additional education or work experience may be substituted for a Masters Degree.

5. Executive Strategy Consultant

Minimum Education:

Masters or other advanced degree (e.g. MD, PhD, or JD)

Minimum/General Experience:

4 years of experience

<u>Duties/Functional Responsibilities</u>:

Credentials / experience / perspective: Features credentials and insights in management, technical, and/or engineering topics, such as experience in business, engineering, life sciences, and/or related analytical, scientific, and technical disciplines. Brings experience implementing solutions to a range of complex challenges faced by global commercial, multilateral, and/or government organizations. Demonstrates project experience interfacing with or supporting C-suite, executive VP, and/or director-level leadership within organizations to address highly complex management and operational priorities. Maintains experience supporting and/or eligibility to support commercial business clients and/or matters. Onboards through the most selective and stringent of consulting industry recruitment standards (e.g., <2% of applicants receiving an offer).

Project impact: Supports day-to-day execution and creative problem-solving on individual workstreams, to include advanced quantitative and qualitative analysis, modeling, process

improvement, and project management. Collaborates directly with working team counterparts including facilitating meetings. Relies on relevant expertise from prior consulting, professional, and educational experiences. Takes responsibility for driving and executing analyses, recommending solutions and guiding subteams. Provides meeting facilitation, advanced analysis, modeling, process improvement recommendations, analytical and strategic methodologies, and process re-engineering.

A Bachelors Degree plus 2 years of additional education or work experience may be substituted for a Masters Degree.

6. Executive Strategy Senior Associate

Minimum Education:

Bachelors degree

Minimum/General Experience:

2 years of experience

Duties/Functional Responsibilities:

Credentials / experience / perspective: Brings experience implementing solutions to complex challenges faced by global commercial, multilateral, and/or government organizations. Offers relevant educational background in fields such as business, engineering, life sciences, and/or related analytical, scientific, and technical disciplines. Demonstrates experience supporting C-suite, executive VP, and/or director-level leadership within organizations to address highly complex management and operational priorities. Maintains experience supporting and/or eligibility to support commercial business clients and/or matters. Onboards through the most selective and stringent of consulting industry recruitment standards (e.g., <2% of applicants receiving an offer).

Project impact: Supports day-to-day execution and creative problem solving on individual workstreams to include advanced quantitative and qualitative analysis, modeling, process improvement, and project management. Collaborates with working team counterparts and brings relevant expertise from prior consulting, professional, and educational experiences to assist with developing task plans and understanding best practice frameworks and key performance metrics while contributing significantly using online and offline tools in the areas of research, statistical analysis, and report analysis.

A Masters Degree may be substituted for 2 years of required experience with a Bachelors Degree.

7. Lead Knowledge Analyst

Minimum Education:

Bachelors degree

Minimum/General Experience:

9 years of experience

Duties/Functional Responsibilities:

Relying on nearly a decade of topical or industry experience, provides guidance to the knowledge team and client team to solve the most challenging and complex issues encountered over the course of a project. Leads portions of a module that require significant technical expertise beyond what module owners possess, dependent on case needs. Organizes, leads, and researches a variety of industry and functional topics in support of client projects. Demonstrates well versed expertise in legislation, regulations, policy, directives, memoranda, standards, reference works, statistical records, and other sources. Leads the preparation of reports and studies for use by the client and case team. Builds and manages BCG's institutional knowledge and proprietary data and tools, for use by the client dependent upon project needs. Supports developing knowledge management policies, procedures, systems and/or compiling databases and compendiums focused on relevant geography, sector or functional topics based on extensive prior experience in said topic area.

A Masters Degree may be substituted for 2 years of required experience with a Bachelors Degree.

8. Knowledge Analyst

Minimum Education:

Bachelors degree

Minimum/General Experience:

3 years of experience

Duties/Functional Responsibilities:

Provides guidance to the knowledge team and client team by conducting deep research on specific issues, industries, and technical areas. Supports project team members to provide the best client solution based on their expertise. Organizes and conducts research in a variety of industry and functional topics in support of client projects. Remains conversant in current legislation, regulations, policy, directives, memoranda, standards, reference works, statistical records, and other sources. Leads the preparation of reports and studies for use by the client and case team. Builds and manages BCG's institutional knowledge and proprietary data and tools, for use by the client dependent upon project needs. Supports developing knowledge management policies, procedures, systems and/or compiling databases and compendiums focused on relevant geography, sector or functional topics based on extensive prior experience in said topic area.

A Masters Degree may be substituted for 2 years of required experience with a Bachelors Degree.

9. Senior Experience Designer

Minimum Education:

Bachelors degree

Minimum/General Experience:

4 years of experience

Duties/Functional Responsibilities:

Leads efforts to introduce trends and exemplars across a variety of emerging technologies like AI, IoT, VR, and AR. Maintains "hands on" experience delivering concepts, personas, user journeys, storyboards, system maps, user flows, wireframes, visual design comps, and prototypes with Sketch, Adobe CS, InVision, and other tools. Incorporates user research and usability testing to iterate on product solutions and collaborate effectively with multi-disciplinary teams including management consultants, product managers, engineers, marketers, and corporate executives.

A Masters Degree may be substituted for 2 years of required experience with a Bachelors Degree.

10. Senior Engineer

Minimum Education:

Bachelors degree

Minimum/General Experience:

4 years of experience

Duties/Functional Responsibilities:

Serves as valued members of multi-skilled teams, building disruptive and innovative products and businesses. Designs and architect innovative, modern architectures, leads the technical development for large areas of a product, supports and mentors junior engineers, and works with state of the art technologies to solve genuine, real-world problems.

A Masters Degree may be substituted for 2 years of required experience with a Bachelors Degree.

11. Principal Data Scientist

Minimum Education:

Masters degree

Minimum/General Experience:

7 years of experience

Duties/Functional Responsibilities:

Applies data scientist methods and analytics to real-world business situations across a variety of industries. Leverages extensive experience to provide day-to-day management of teams performing data science or providing advanced analytics solutions relevant to the program, applying Artificial Intelligence, Machine Learning, and conducting statistical modeling techniques to drive business outcomes utilizing a range of tools (e.g., Python, R, SAS, SQL, etc.).

Manages complex teams with deep technical expertise, working with large, continuously flowing data sets in a collaborative environment to seamlessly hand off/transfer code. Serves as the primary day-to-day counterpart for relevant client relationships at all levels, working in coordination with the broader BCG team to deliver integrated recommendations.

A Bachelors Degree plus 2 years of additional education or work experience may be substituted for a Masters Degree.

12. Lead Data Scientist

Minimum Education:

Masters degree

Minimum/General Experience:

5 years of experience

Duties/Functional Responsibilities:

Applies data scientist methods and analytics to real-world business situations across a variety of industries. Provides day-to-day management of teams performing data science or providing advanced analytics solutions relevant to the program, and applies Artificial Intelligence, Machine Learning, and statistical modeling techniques to drive business outcomes utilizing a range of tools (e.g., Python, R, SAS, SQL, etc.). Manages complex teams with deep technical expertise, working with large, continuously flowing data sets in a collaborative environment to seamlessly hand off/transfer code. Serves as the primary day-to-day counterpart for relevant client relationships at all levels, working in coordination with the broader BCG team to deliver integrated recommendations.

A Bachelors Degree plus 2 years of additional education or work experience may be substituted for a Masters Degree.

13. Data Scientist

Minimum Education:

Bachelors degree

Minimum/General Experience:

1 years of experience

Duties/Functional Responsibilities:

Applies data scientist methods and analytics to real-world business situations across a variety of industries. Drives day-to-day execution of advanced analytics solutions relevant to the program, and

applies Artificial Intelligence, Machine Learning, and statistical modeling techniques to drive business outcomes utilizing a range of tools (e.g., Python, R, SAS, SQL, etc.). Works with large, continuously flowing data sets in a collaborative environment to seamlessly hand off/transfer code. Prepares, integrates, manipulates, and QAs large data sets, while collaborating directly day-to-day with relevant working team counterparts.

A Masters Degree may be substituted for 2 years of required experience with a Bachelors Degree. A High School Diploma plus 4 years of additional education or work experience may be substituted for a Bachelors Degree.

14. Visual Design Expert

Minimum Education:

Bachelors degree

Minimum/General Experience:

2 years of experience

Duties/Functional Responsibilities:

Directs the development of a wide range of graphics (diagrams, flow charts, and other images) for reports, presentations, technical bulletins, and other project deliverables. Develops technical illustrations, including tables and graphs, Gantt charts, chart, maps, and other conceptual models. Provides substantive editing when needed to ensure good organization and logical flow of text and concepts. Edits documentation (reports and other project deliverables) to ensure accuracy of spelling, grammar, punctuation, and references. Ensures consistency and appropriateness of tone and style, as well as consistency of formatting. Exhibits knowledge and experience in working with pertinent software development packages.

A Masters Degree may be substituted for 2 years of required experience with a Bachelors Degree. A High School Diploma plus 4 years of additional education or work experience may be substituted for a Bachelors Degree.

15. Functional Expert and Researcher

Minimum Education:

Bachelors degree

Minimum/General Experience:

2 years of experience

Duties/Functional Responsibilities:

Demonstrates knowledge in a designated field or discipline. Supports BCG case teams by providing functional and/or industry expertise, and associated research activities. Contributes to the execution of a project or task by assessing the impact of specific industry trends, policies, or standard frameworks and methodologies.

A Masters Degree may be substituted for 2 years of required experience with a Bachelors Degree. A High School Diploma plus 4 years of additional education or work experience may be substituted for a Bachelors Degree.

16. Case Team Support Admin

Minimum Education:

Associates degree

Minimum/General Experience:

None

<u>Duties/Functional Responsibilities</u>:

Assists with the day-to-day operations of the BCG case team, including coordinating and scheduling internal and client project meetings (often interfacing directly with client admin support), coordinating and scheduling project travel arrangements (as needed), finding and reserving workshop sites, and coordinating content production, such as presentation and poster printing and ordering materials.

A High School Diploma plus 2 years of additional education or work experience may be substituted for an Associates Degree.

GSA APPROVED PRICELIST THE BOSTON CONSULTING GROUP, INC.

The rates below include the Industrial Funding Fee (IFF)

SIN	Awarded Labor Category	Year 3	Year 4	Year 5
541611, 541690, 541715, 541990	Executive Strategy Senior Partner	\$1,116.17	\$1,192.07	\$1,273.13
541611, 541690, 541715, 541990	Executive Strategy Director	\$1,050.88	\$1,122.34	\$1,198.66
541611, 541690, 541715, 541990	Executive Strategy Project Leader	\$711.35	\$759.72	\$811.38
541611, 541690, 541715, 541990	Executive Strategy Senior Consultant	\$629.35	\$672.14	\$717.84
541611, 541690, 541715, 541990	Executive Strategy Consultant	\$479.91	\$512.54	\$547.40
541611, 541690, 541715, 541990	Executive Strategy Senior Associate	\$404.18	\$431.67	\$461.02
541611, 541690, 541715, 541990	Lead Knowledge Analyst	\$321.59	\$343.46	\$366.81
541611, 541690, 541715, 541990	Knowledge Analyst	\$178.82	\$190.98	\$203.97
541611, 541690, 541715, 541990	Senior Experience Designer	\$324.11	\$346.15	\$369.68
541611, 541690, 541715, 541990	Senior Engineer	\$204.97	\$218.90	\$233.78
541611, 541690, 541715, 541990	Principal Data Scientist	\$310.98	\$332.13	\$354.72
541611, 541690, 541715, 541990	Lead Data Scientist	\$202.14	\$215.88	\$230.56
541611, 541690, 541715, 541990	Data Scientist	\$129.34	\$138.14	\$147.53

541611, 541690, 541715, 541990	Visual Design Expert	\$109.55	\$117.00	\$124.96
541611, 541690, 541715, 541990	Functional Expert and Researcher	\$134.30	\$143.43	\$153.18
541611, 541690, 541715, 541990	Case Team Support Admin	\$58.20	\$62.16	\$66.38

Service Contract Labor Standards (SCLS) are 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.