



**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.gsadvantage.gov>*

**MULTIPLE AWARD SCHEDULE**

**CONTRACT NUMBER:**  
GS-35F-280AA

**PERIOD COVERED BY CONTRACT:**  
Mar 21, 2028 to Mar 21, 2033

**Genesis Consulting Partners, LLC**

1401 E. Cary Street, Suite 401  
Richmond, VA 23219  
P: 804-523-8007

[www.genesisconsulting.com](http://www.genesisconsulting.com)

**Contractor's Administration Source:**

Cameron Chaplin

[cameron.chaplin@genesisconsulting.com](mailto:cameron.chaplin@genesisconsulting.com)

Price list current as of Modification #PS-A812  
effective February 18, 2020

Business Size: *Small Business*



For more information on ordering go to the following website: <http://www.gsa.gov/schedules>.

Connect with us:



## **GSA AWARDED TERMS AND CONDITIONS**

### **Genesis Consulting Partners, LLC**

1a. **TABLE OF AWARDED SPECIAL ITEM NUMBER (SIN)**

**SIN: 54151S - Information Technology (IT) Professional Services**

1b. **LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN:** See attached GSA awarded Pricelist

1c. **HOURLY RATES (Services Only):** See attached GSA Awarded Pricelist

2. **MAXIMUM ORDER\*:**

**SIN 54151S: \$500,000**

**\*If the “best value” selection places your order over this Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement; (2) offer the lowest price available under this contract; or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the Schedule contract in accordance with FAR 8.404**

3. **MIMINUM ORDER:** \$100

4. **GEOGRAPHIC COVERAGE:** Domestic, 50 States including Washington, D.C. and Puerto Rico

5. **POINT(S) OF PRODUCTION:** US

6. **DISCOUNT FROM LIST PRICES:** Government Net Prices (discounts already deducted.)

7. **QUANTITY DISCOUNT(S):** None

8. **PROMPT PAYMENT TERMS:** 0%, Net 30 Days

9. **FOREIGN ITEMS:** N/A

10a. **TIME OF DELIVERY:** To be negotiated at the task order level

10b. **EXPEDITED DELIVERY:** To be negotiated at the task order level

- 10c. **OVERNIGHT AND 2-DAY DELIVERY:** To be negotiated at the task order level
- 10d. **URGENT REQUIREMENTS:** To be negotiated at the task order level
11. **FOB POINT:** Destination
- 12a. **ORDERING ADDRESS:**  
**Genesis Consulting Partners, LLC**  
**1401 E. Cary Street, Suite 401**  
**Richmond, VA 23219**  
**P: 804-523-8007**  
**F: 804-955-4444**
- 12b. **ORDERING PROCEDURES:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in FAR 8.405-3
13. **PAYMENT ADDRESS:**  
**Genesis Consulting Partners, LLC**  
**1401 E. Cary Street, Suite 401**  
**Richmond, VA 23219**  
**P: 804-523-8007**  
**F: 804-955-4444**
14. **WARRANTY PROVISION:** N/A
15. **EXPORT PACKING CHARGES:** N/A
16. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (if applicable):**  
N/A
17. **TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE):** N/A
- 18a. **TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF AVAILABLE):** N/A
- 18b. **TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE):** N/A
19. **LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE):** N/A
20. **LIST OF PARTICIPATING DEALERS (IF APPLICABLE):** N/A
21. **PREVENTIVE MAINTENANCE (IF APPLICABLE):** N/A

- 22a. **SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants):** N/A
- 22b. **If applicable, indicate that Section 508 compliance information is available for the information and communications technology (ICT) products and services and show where full details can be found (e.g. contractor's website or other location.) ICT accessibility standards can be found at:** <https://www.Section508.gov/>. : As Applicable
23. **Unique Entity Identifier (UEI) Number:** MGMNKNA614E8
24. **NOTIFICATION REGARDING REGISTRATION IN SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE:** Contractor registered and active in SAM

**Service Contract Labor Standards:** The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), 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/SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCLS/SCA eligible labor categories. If and / or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract

**GSA AWARDED LABOR CATEGORIES**

Labor Category	GSA Awarded Rates (per hour)
<u>Senior Program Manager</u>	\$216.62
<u>Program Manager</u>	\$191.44
<u>Program Manager I</u>	\$167.51
<u>Project Manager III</u>	\$191.44
<u>Project Manager</u>	\$176.32
<u>Project Manager I</u>	\$167.51
<u>Agile Engagement Manager</u>	\$275.67
<u>Agile Coach</u>	\$177.08
<u>Junior Agile Coach</u>	\$138.79
<u>Scrum Master</u>	\$124.43
<u>Technical Expert</u>	\$164.43
<u>Technical Specialist</u>	\$153.15
<u>Technical Analyst</u>	\$137.03
<u>Functional Expert</u>	\$166.49
<u>Functional Specialist</u>	\$151.13
<u>Functional Analyst</u>	\$136.02
<u>Management Analyst III</u>	\$150.28
<u>Management Analyst II</u>	\$128.17
<u>Management Analyst I</u>	\$109.50
<u>Subject Matter Expert (Functional or Technical)</u>	\$196.47
<u>Master Trainer</u>	\$239.29
<u>Training Specialist</u>	\$141.06
<u>Application Development Team Leader</u>	\$190.43
<u>Sr. Systems Developer/Programmer</u>	\$180.35
<u>Systems Programmer</u>	\$125.94
<u>Senior Systems Administrator</u>	\$176.32
<u>Systems Administrator</u>	\$137.28

## Senior Program Manager

**Minimum/General Experience: 5 Years**

**Functional Responsibility:** Lead customers through the phases of the project lifecycle to include; defining business objectives, formulating implementation business plan, prototyping data model and business processes, coordinating and leading the customer resources to build, maintain, automate and analyze business operations, configuring and maintaining security roles, training end users, validating the testing and client acceptance activities in support of migrating customers to production operations. Assist with planning and executing projects according to deadlines and defined budget. Coordinate the efforts of team members and third-party contractors or consultants in order to deliver projects according to plan. Conduct weekly project status meetings. Document and follow-up on all action items.

**Minimum Education: Bachelor's Degree**

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## Program Manager

**Minimum/General Experience: 3 Years**

**Functional Responsibility:** Responsible for the planning, execution, and validating completion of deliverables related to project completion. Works as a liaison among project stakeholders in order to elicit, analyze, communicate and validate requirements. Document and prioritize customer business requirements related to the business objectives, strategy and tactics to achieving desired results. Work with Technical Consultant resources to prioritize non-functional requirements such as performance, scalability, quality of service (QoS), security and usability. Create work breakdown structures and provide critical path analysis. Develop and continually refine the best-practice skills necessary to lead on-site operational assessments. Compose thorough and readable support and reference documentation that is technically accurate, fulfills engagement objectives, and is presented in a professional format.

**Minimum Education: Bachelor's Degree**

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## Program Manager I

**Minimum/General Experience: 1 Year**

**Functional Responsibility:** Responsible for the planning, execution, and validating completion of deliverables related to project completion. Works as a liaison among project stakeholders in order to elicit, analyze, communicate and validate requirements. Document and prioritize customer business requirements related to the business objectives, strategy and tactics to achieving desired results. Work with Technical Consultant resources to prioritize non-functional requirements such as performance, scalability, quality of service (QoS), security and usability. Create work breakdown structures and provide critical path analysis. Develop and continually refine the best-practice skills necessary to lead on-site operational assessments. Compose thorough and readable support and reference documentation that is technically accurate, fulfills engagement objectives, and is presented in a professional format.

**Minimum Education: Bachelor's Degree**

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### Project Manager III

***Minimum/General Experience: 7 Years***

***Functional Responsibility:*** Serves in the capacity of project management and subject matter expert to lead customers through successfully implementing or expanding their use of the processes put in place with project implementation following the structured implementation lifecycle, recommended best practices and within the traditional project constraints related to cost, time, quality and scope. Is responsible for the overall management of the specific task(s) and ensuring task objectives are achieved in a timely manner. Prepares and presents status on schedule, costs, deliverables, risks, and risk containment strategies.

***Minimum Education: Bachelor's Degree***

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### Project Manager

***Minimum/General Experience: 3 Years***

***Functional Responsibility:*** Serves in the capacity of project management and subject matter expert to lead customers through successfully implementing or expanding their use of the processes put in place with project implementation following the structured implementation lifecycle, recommended best practices and within the traditional project constraints related to cost, time, quality and scope. Is responsible for the overall management of the specific task(s) and ensuring task objectives are achieved in a timely manner. Prepares and presents status on schedule, costs, deliverables, risks, and risk containment strategies.

***Minimum Education: Bachelor's Degree***

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### Project Manager I

***Minimum/General Experience: 1 Year***

***Functional Responsibility:*** Serves in the capacity of project management and subject matter expert to lead customers through successfully implementing or expanding their use of the processes put in place with project implementation following the structured implementation lifecycle, recommended best practices and within the traditional project constraints related to cost, time, quality and scope. Is responsible for the overall management of the specific task(s) and ensuring task objectives are achieved in a timely manner. Prepares and presents status on schedule, costs, deliverables, risks, and risk containment strategies.

***Minimum Education: Bachelor's Degree***

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## Agile Engagement Manager

**Minimum/General Experience: 7 Years**

**Functional Responsibility:** The Agile Coach is responsible for the ensuring that the Agile development practices are followed and adjusted as required. Specifically, the coach is responsible for Facilitation of planning meetings, sprint/iteration reviews, and retrospectives -- the three essential Agile "ceremonies." • The Agile Coach works with the team or organization to establish and adapt to Agile practices that help to ensure high quality results and a high level of customer satisfaction The Coach will train an "apprentice scrum master" in order to transition the necessary knowledge needed to continue the team's progress.

**Minimum Education: Bachelor's Degree**

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## Agile Coach

**Minimum/General Experience: 5 Years**

**Functional Responsibility:** The Agile Coach is responsible for the ensuring that the Agile development practices are followed and adjusted as required. Specifically, the coach is responsible for Facilitation of planning meetings, sprint/iteration reviews, and retrospectives -- the three essential Agile "ceremonies." • The Agile Coach works with the team or organization to establish and adapt to Agile practices that help to ensure high quality results and a high level of customer satisfaction The Coach will train an "apprentice scrum master" in order to transition the necessary knowledge needed to continue the team's progress.

**Minimum Education: Bachelor's Degree**

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## Junior Agile Coach

**Minimum/General Experience: 1 Year**

**Functional Responsibility:** The Agile Coach is responsible for the ensuring that the Agile development practices are followed and adjusted as required. Specifically, the coach is responsible for Facilitation of planning meetings, sprint/iteration reviews, and retrospectives -- the three essential Agile "ceremonies." • The Agile Coach works with the team or organization to establish and adapt to Agile practices that help to ensure high quality results and a high level of customer satisfaction The Coach will train an "apprentice scrum master" in order to transition the necessary knowledge needed to continue the team's progress.

**Minimum Education: Bachelor's Degree**

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## Scrum Master

**Minimum/General Experience: 3 Years**

**Functional Responsibility:** Responsible for ensuring day to day agile development practices are being followed. Responsible for: • Facilitation of planning meetings, sprint/iteration reviews, and retrospectives -- the three essential Agile "ceremonies." • Tracking of agile development team metrics including velocity and burn down

**Minimum Education: Bachelor's Degree**

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## Technical Expert

**Minimum/General Experience: 5 Years**

**Functional Responsibility:** Lead and coordinate all the resources necessary to complete each phase of project objectives including composing clearly prioritized and attainable project objectives within the project's framework, building the project requirements, and effectively managing and training employees on best practices and the constraints for projects related to cost, time, quality and scope. Experience with multiple programming languages, including ERP, interface development, coding and development tools use experience. Codes and tests software based upon software specifications and designs. Uses sound software engineering principles to develop code that is modifiable, efficient, reliable, understandable, and fault tolerant. Provides software process management and control throughout the coding portion of the software development process.

**Minimum Education: Bachelor's Degree**

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## Technical Specialist

**Minimum/General Experience: 3 Years**

**Functional Responsibility:** Work directly with customers to accelerate and extend their adoption of the project specific implementations by providing the technical assistance to build imports, configure rating, process carrier files and create custom reports to meet customers' specific implementation requirements. Experience with relevant programming language, interface development, coding and development tools use experience. Codes and tests software based upon software specifications and designs. Uses sound software engineering principles to develop code that is modifiable, efficient, reliable, understandable, and fault tolerant. Provides software process management and control throughout the coding portion of the software development process.

**Minimum Education: Bachelor's Degree**

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## Technical Analyst

**Minimum/General Experience: 1 Year**

**Functional Responsibility:** Provide subject matter expertise relative to modeling data, configuring business rules and training customers to effectively leverage and properly use any project specific implementations. Experience with relevant programming language, interface development, coding and development tools use experience. Codes and tests software based upon software specifications and designs. Uses sound software engineering principles to develop code that is modifiable, efficient, reliable, understandable, and fault tolerant. Provides software process management and control throughout the coding portion of the software development process.

**Minimum Education: Bachelor's Degree**

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## Functional Expert

**Minimum/General Experience: 5 Years**

**Functional Responsibility:** Provide functional leadership in support of training personnel, designing and facilitating formal presentations, building and maintaining implementation tools and reference documentation. Experience with all project life cycles and phases. Able to define customer requirements, processes flows and configure COTS system to meet customer requirements. Performs analysis of business and user needs, documenting requirements, and revising existing system logic difficulties as necessary. Provides leadership, assists in formulating and defining systems scope and objectives through research and fact-finding combined with a basic understanding of business systems and industry requirements.

**Minimum Education: Bachelor's Degree**

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## Functional Specialist

**Minimum Experience: 3 Years**

**Functional Responsibilities:** Has experience in systems, functional and technical analyses and can perform assessment and development tasks. Participates in requirements analyses, data gathering, interviews, and facilitated sessions. Provides leadership or analytical expertise to analysts. Operates with substantial independence and initiative. Undertakes analyses and user consultation tasks at all phases of design and implementation of an application. Under minimal supervision, assists in formulating and defining systems scope and objectives through research and fact-finding combined with a basic understanding of business systems and industry requirements.

**Minimum Education: BA/BS or equivalent experience**

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## Functional Analyst

**Minimum/General Experience: 2 Years**

**Functional Responsibility:** Build technology solutions to augment the capabilities of base applications using the specifications provided by the Functional Expert and Functional Specialist. Under direct supervision, assists in formulating and defining systems scope and objectives through research and fact-finding combined with a basic understanding of business systems and industry requirements.

**Minimum Education: Bachelor's Degree**

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### Management Analyst III

**Minimum/General Experience: 5 Years**

**Functional Responsibility:** Familiar with a range of digital/web services and solutions, ideally where open source and cloud technologies and agile development methodologies have been applied. An eye for detail, excellent communication skills, ability to rationalize complex information to make it understandable for others to work, and ability to interrogate reported information and challenge sources where inconsistencies are found.

**Minimum Education: Bachelor's Degree**

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### Management Analyst II

**Minimum/General Experience: 3 Years**

**Functional Responsibility:** Familiar with a range of digital/web services and solutions, ideally where open source and cloud technologies and agile development methodologies have been applied. An eye for detail, excellent communication skills, ability to rationalize complex information to make it understandable for others to work, and ability to interrogate reported information and challenge sources where inconsistencies are found.

**Minimum Education: Bachelor's Degree**

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### Management Analyst I

**Minimum/General Experience: 1 Years**

**Functional Responsibility:** Familiar with a range of digital/web services and solutions, ideally where open source and cloud technologies and agile development methodologies have been applied. An eye for detail, excellent communication skills, ability to rationalize complex information to make it understandable for others to work, and ability to interrogate reported information and challenge sources where inconsistencies are found.

**Minimum Education: Bachelor's Degree**

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## Subject Matter Expert – Functional or Technical

**Minimum Experience: 7 Years**

**Functional Responsibilities:** Has substantial expertise in a specific functional or technical area. May direct analyses of requirements for information systems. May direct the design of adaptations to software. May be knowledgeable in process analysis techniques such as flowcharting, process mapping, benchmarking, and activity-based costing. May have subject matter expertise in areas such as facilitation, organizational development, and change management. May have specific expertise in business or functional areas such as financial management, accounting, procurement, enterpriser resource planning, systems integration, systems engineering, maintenance management consulting, business and systems production operations, systems development lifecycle and/or Lean Agile principles and methodology, or logistics policy development. May have demonstrated experience in configuration management, maintenance planning, supply management, data management, training, or logistics/configuration information systems.

**Minimum Education: BA/BS or equivalent experience**

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## Master Trainer

**Minimum/General Experience: 6 Years**

**Functional Responsibility:** Conducts the research necessary to develop and revise training courses and prepares appropriate training catalogs. Prepares all instructor materials (course outline, background material, and training aids). Prepares all student materials (course manuals, workbooks, handouts, completion certificates, and course critique forms). Trains personnel by conducting formal classroom courses, workshops, and seminars. Provides daily supervision of, and direction to, staff. This labor category is offered only in conjunction with other IT Professional labor categories.

**Minimum Education: Bachelor's Degree**

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## Training Specialist

**Minimum/General Experience: 3 Years**

**Functional Responsibility:** Has experience designing, developing and implementing learning programs for customers. Assists in collecting and organizing information required for preparation of user's manuals, training materials, installation guides, proposals, and reports. Edits functional descriptions, system specifications, user's manuals, special reports, or any other customer deliverables and documents. Assists in collecting and organizing information required for preparation of technical documentation such as user manuals, training materials, requirement specifications, design documents, meeting agenda and minutes, etc. Edits functional descriptions, system specifications, reports and any other customer deliverables.

**Minimum Education: Bachelor's Degree**

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## Application Development Team Leader

**Minimum/General Experience: 5 Years**

**Functional Responsibility:** Has experience in multiple COTS or SAP systems and is a lead with past programming experience to understand the solution being proposed and the ability to understand the impact of such solution. Has managed the development team on very complex projects and large-scale implementations. Ability to lead and direct staff, create estimates, guide and direct teams to successful delivery. Ability to understand how to solve challenging problems, answer difficult questions and help clients meet their business needs. Ability to independently work with no supervision to execute the planned activities provided by the project manager. Preferred candidate is knowledgeable in SAP application and integration with other legacy systems.

**Minimum Education: Bachelor's Degree**

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## Sr. Systems Developer/Programmer

**Minimum/General Experience: 3 Years**

**Functional Responsibility:** Lead systems consultant with multiple COTS and systems disciplines such as configuration, integration, portal and/or development with experience in the use of tools to support the realization of requirements. Configures or develops and tests software based upon software specifications and designs. Uses sound software COTS principles to configure or develop solutions that are modifiable, efficient, reliable, understandable, and scalable. Provides software process management and control throughout the realization portion of the software development process.

**Minimum Education: Bachelor's Degree**

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## Systems Programmer

**Minimum/General Experience: 1 Year**

**Functional Responsibility:** Work under the guidance of the Sr. Systems Developer/Programmer and Functional team members Configures or develops and tests software based upon software specifications and designs. Uses sound software COTS principles to configure or develop solutions that are modifiable, efficient, reliable, understandable, and scalable. Provides software process management and control throughout the realization portion of the software development process.

**Minimum Education: Bachelor's Degree**

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## Senior Systems Administrator

***Minimum/General Experience: 1 Year***

***Functional Responsibility:*** Under minimal direction, design, implement and maintain complex databases in a client/server environment. Provide client server tasks in respect to access methods, access time, validation checks, and statistical methods. Participate in the design of databases and interact with users to develop specifications. Responsible for the maintenance of database dictionaries, monitor activities to ensure that standard procedures are followed, and the integration of systems through client/server database design.

***Minimum Education: Bachelor's Degree***

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## Systems Administrator

***Minimum/General Experience: 1 Year***

***Functional Responsibility:*** Under direction, establishes operational databases, software configuration control and system interfaces for computer system(s) assigned. Maintain file servers, network access, document and analyze system anomalies to ensure optimum equipment performance. Prepares system for operational use and support operational tests.

***Minimum Education: Bachelor's Degree***

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## USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS

### PREAMBLE

Genesis Consulting Partners, LLC provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

### COMMITMENT

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact

***Cameron Chaplin***  
***Chief Financial Officer***  
**Genesis Consulting Partners, LLC**  
**1401 E. Cary Street, Suite 401**  
**Richmond, VA 23219**  
**P: 804-523-8007**  
**E: [Cameron.chaplin@genesisconsulting.com](mailto:Cameron.chaplin@genesisconsulting.com)**