

**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 are available through GSA *Advantage!*<sup>®</sup>, a menu-driven database system. The INTERNET address of GSA *Advantage!*<sup>®</sup> is: GSAAAdvantage.gov.

**Federal Supply Schedule – 00CORP – Professional Services Schedule (PSS) Price List**

Contract Number: GS-10F-0356Y  
Contract Period: June 20, 2012 through June 19, 2022

Option Modification Number: PO-0006

**BayFirst Solutions LLC**  
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Business Size: Small Business

Prices Shown Herein are Net (discount deducted)

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov).

CUSTOMER INFORMATION:

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s):

<b>Special Item Number (SIN)</b>	<b>Item Description</b>	<b>Awarded Price</b>
874-1, 874-1RC	Integrated Consulting Services	See Pages 11-13
874-7, 874-7RC	Integrated Business Program Support Services	See Pages 11-13
871-2, 871-2RC	Concept Development and Requirements Analysis	See Pages 11-13

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

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:

**Experience Substitutions:**

H.S. Diploma + 4 years additional experience = Bachelor's Degree  
Bachelor's Degree + 2 years additional experience = Master's Degree  
Master's Degree + 3 years additional experience = PhD

**Program Manager (All SINs)**

**Program Manager:** Performs day-to-day management of overall contract support operations, involving multiple projects and groups of personnel. Organizes, directs, and coordinates the planning and production of all contract support activities. Leads teams composed of technical and management professionals involved in analyzing, designing, developing, integrating, training, testing, documenting, implementing, and maintaining complex program solutions. Leads projects and teams in providing expert advice, assistance, guidance, analysis and counseling. Demonstrates written and oral communication skills. Establishes and alters (as necessary) effective contract support activities.

Must have at least eight years of direct supervision of personnel involved in life-cycle management support of complex programs.

Minimum Education: Master's Degree in Business or a project-related field of study.

### **Project Manager (SIN 871 2)**

**Project Manager:** Oversees the execution of single or multiple task orders. Responsible for staffing, project planning, production, quality, project financials, and staff direction and oversight, and providing deliverables under the task order. Manages the client interface at the technical level. Assists the Program Manager as required in managing contract performance.

Must have at least eight years of relevant experience.

Minimum Education: BA/BS in a relevant field.

### **Task Leader (SIN 871 2)**

**Task Leader:** Ensures successful task completion within the scheduled timeframe consistent with the established scope of work to include technical solutions. Applies knowledge of the entire customer organization to recommend and coordinate development, enhancement and maintenance of systems and processes. Develops project plans and milestones, status reports and other deliverables, and monitors the execution of the task for quality and against planned timelines.

Must have at least five years of relevant experience.

Minimum Education: BA/BS in a relevant field.

### **Program Management Specialists (SIN 871 2)**

**Senior Program Management Specialist:** Develops and manages multiple, complex project and deliverables. Provides input to project scope, schedule and budget baselines based on an understanding of the program or system development lifecycle. Maintains changes to project baselines. monitors deliverables. conducts reviews, and manages incorporation of quality management systems for the project. Prepares presentations and other materials to support project and/or system functions. Leads activities to identify project risks and develop mitigation plans. Drafts correspondence, reports. white papers. minutes. spreadsheets. communications products, briefs, and other documentation. Maintains and tracks action items, and participates in information management.

Must have at least ten years of relevant experience.

Minimum Education: BA/BS in a relevant field.

**Program Management Specialist:** Same functional responsibilities as above.

Must have at least five years of relevant experience.

Minimum Education: BA/BS in a relevant field.

**Junior Program Management Specialist:** Same functional responsibilities as above.

Must have at least two years of relevant experience.

Minimum Education: BA/BS in a relevant field.

**Engineers (SIN 871 2)**

*[Note: Substitutions below a Bachelor's Degree are not permissible for Engineers; all Engineers must have at least a Bachelor's Degree.]*

**Senior Engineer:** Plans and performs high-level engineering analysis, evaluation, design, integration, documentation, and implementation of complex solutions that require a thorough knowledge of higher mathematics, scientific, and technical skills. Designs and prepares engineering reports and related documentation, and devises charts and graphs to record results. Prepares and delivers presentations and briefings.

Must have at least ten years of relevant experience.

Minimum Education: BA/BS in a relevant field.

**Engineer:** Same functional responsibilities as above.

Must have at least five years of relevant experience.

Minimum Education: BA/BS in a relevant field.

**Junior Engineer:** Same functional responsibilities as above.

Must have at least two years of relevant experience.

Minimum Education: BA/BS in a relevant field.

**Technical Writers/Editors (SIN 871 2)**

**Senior Technical Writer/Editor:** Gathers, analyzes, and composes complex technical information. Conducts research and ensures the use of proper technical terminology. Translates technical information into clear, readable documents to be used by technical and non-technical personnel. Organizes material and writes descriptive copy according to establish standards regarding order, clarity, conciseness, style, and terminology. Selects photographs, drawings, sketches, diagrams, and charts to illustrate material. Develops communications materials for publications, internet, strategic initiatives, user manuals, training materials, installation guides, white papers, reports, etc. Develops, writes, and edits functional descriptions, system specifications, special reports, or any other customer deliverables and documents. Provides technical writing support and deciphers directions

provided on scripted storyboards, specifications, etc. Reviews documents for technical accuracy in accordance with applicable regulations.

Must have at least ten years of relevant experience.

Minimum Education: BA/BS in a relevant field.

**Technical Writer/Editor:** Same functional responsibilities as above.

Must have at least five years of relevant experience.

Minimum Education: BA/BS in a relevant field.

**Junior Technical Writer/Editor:** Same functional responsibilities as above.

Must have at least two years of relevant experience.

Minimum Education: BA/BS in a relevant field.

**Senior Business Subject Matter Expert (SIN 871 2)**

**Senior Business Subject Matter Expert:** Provides insight and advice concerning strategic direction and applicability of up to date, industry standard solutions based on in-depth understanding of the latest developments. Responsible for providing high level vision to program/project manager or senior leadership to influence objectives of complex efforts. Provides guidance on the functional procedures/processes/policies reflecting detailed knowledge of functional areas.

Must have at least ten years of relevant experience.

Minimum Education: BA/BS in a relevant field.

**National Security / Homeland Security Subject Matter Experts (SIN 871 2)**

**Senior National Security / Homeland Security Subject Matter Expert:** Provides insight and advice concerning national security and homeland security solutions based on in-depth understanding of the latest developments. Responsible for providing high level vision to program/project manager or senior leadership to influence objectives of complex national security and homeland security efforts. Provides guidance on the functional procedures/processes/policies reflecting detailed knowledge of functional areas.

Must have at least thirteen years of relevant experience.

Minimum Education: MS/MA in a relevant field.

**National Security / Homeland Security Subject Matter Expert:** Same functional responsibilities as above.

Must have at least eight years of relevant experience.

Minimum Education: MS/MA in a relevant field.

**Senior Executive Management Consultant (SINs 874 1 and 874 7)**

**Senior Executive Management Consultant I:** Functional responsibilities include working with the most senior members of the client organization to ensure that overall project direction, strategy and expectations are being met. An understanding of business (including government business) and the impact of managerial practices is required.

Must have at least ten years of relevant work experience and be an acknowledged policy expert in one or more areas germane to the client's operations.

Minimum Education: Master's Degree in Business or a project-related field of study.

**Senior Executive Management Consultant II:** Performs senior level leadership and oversight of large, complex and sensitive programs/projects, working with the most senior members of the client organization to ensure that overall project direction, strategy and expectations are being met. An understanding of business (including government business) and the impact of managerial practices is required.

Must have at least fifteen years of relevant work experience and be an acknowledged policy expert in one or more areas germane to the client's operations.

Minimum Education: Master's Degree in Business or a project-related field of study.

**Subject Matter Expert (SME) (SINs 874 1 and 874 7)**

**SME I:** Functional responsibilities include developing requirements for and providing analytic support to other team members from a project's inception to its conclusion in the specified subject matter area. Meets with client regularly to discuss performance, propose initiatives and establish priorities.

Must have at least five years of relevant work experience and be an acknowledged functional expert in one or more areas germane to the client's operations.

Minimum Education: Bachelor's Degree in Business or a project-related field of study or equivalent experience.

**SME II:** Leads strategic planning and initiatives in a specialized subject matter program area. Develops strategy, overseeing the direction and management of consulting services in a

specialized field. Meets with client regularly to discuss performance, propose initiatives and establish priorities.

Must have at least eight years of relevant work experience and be an acknowledged functional expert in one or more areas germane to the client's operations.

Minimum Education: Bachelor's Degree in Business or a project-related field of study or equivalent experience.

**SME III:** Provides broad oversight and leadership for strategic planning and initiatives in a specialized subject matter program area. Directs strategy and management of consulting services in a specialized field. Meets with client regularly to discuss performance, propose initiatives and establish priorities.

Must have at least ten years of relevant work experience and be an acknowledged functional expert in one or more areas germane to the client's operations.

Minimum Education: Bachelor's Degree in Business or a project-related field of study or equivalent experience.

### **Management Consultant (SINs 874 1 and 874 7)**

**Management Consultant I:** Functional responsibilities include leading/participating in management consulting subtasks requiring an understanding of organizational dynamics and business. Duties include activity and data modeling, developing business methods, identifying best practices, creating/assessing performance measures, facilitation, interviewing and training.

Must have at least four years of relevant work experience and be an acknowledged management expert in one or more areas germane to the client's operations.

Minimum Education: Bachelor's Degree in Business or a project-related field of study.

**Management Consultant II:** Leads management consulting tasks requiring broad understanding of organizational dynamics and business. Duties include oversight and quality assurance for: activity and data modeling, developing business methods, identifying best practices, creating/assessing performance measures, facilitation, interviewing and training.

Must have at least six years of relevant work experience and be an acknowledged management expert in one or more areas germane to the client's operations.

Minimum Education: Bachelor's Degree in Business or a project-related field of study.

**Management Consultant III:** Provides broad oversight and leadership for management consulting tasks requiring broad understanding of organizational dynamics and business. Duties include oversight for activity and data modeling, developing business methods,

identifying best practices, creative/assessing performance measures, facilitation, interviewing and training.

Must have at least eight years of relevant work experience and be an acknowledged management expert in one or more areas germane to the client's operations.

Minimum Education: Bachelor's Degree in Business or a project-related field of study.

**Consultant (SINs 874 1 and 874 7)**

**Consultant I:** Functional responsibilities include gathering data, performing analysis, writing reports associated with project/program objectives, testing capabilities (performance monitoring and measurement), assisting other more senior colleagues in task execution.

Must have at least one year of relevant work experience and be an acknowledged process expert in one or more areas germane to the task.

Minimum Education: Bachelor's Degree in Business or a project-related field of study.

**Consultant II:** Leads subtasks overseeing data gathering and analysis, establishing subtask priorities (planning and scheduling), leading the development of written reports and overseeing other more junior colleagues. Meets with clients regularly to discuss progress, propose initiatives and establish priorities (stakeholder briefings).

Must have at least three years of relevant work experience and be an acknowledged process expert in one or more areas germane to the task.

Minimum Education: Bachelor's Degree in Business or a project-related field of study.

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: A 5% quantity discount will apply to all awarded labor category rates for orders over \$500,000.00.
8. Prompt payment terms: Net 30 days



9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold: Yes

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Will accept over \$3,000.00.

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. Items available for expedited delivery are noted in this price list. Contact the Contractor for further information.

11c. Overnight and 2-day delivery: Items available for overnight and 2-day delivery are noted in this price list. Contact the Contractor for further information.

11d. Urgent Requirements: When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract. Agencies can also contact the Contractor's representative to effect a faster delivery.

12. F.O.B. point(s): Destination

13a. Ordering address: Same as Contractor

13b. Ordering procedures: Email, fax, or mail is acceptable depending on the notice. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3. A sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).

14. Payment address: Same as company address

15. Warranty provision: Contractor's standard commercial warranty.

16. Export packing charges: Not applicable

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: Not applicable

19. Terms and conditions of installation: Not applicable
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: Not applicable
- 20a. Terms and conditions for any other services: Not applicable
21. List of service and distribution points: Not applicable
22. List of participating dealers: Not applicable
23. Preventive maintenance: Not applicable
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): Not applicable
- 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/](http://www.Section508.gov/).
25. Data Universal Number System (DUNS) number: 113781749
26. BayFirst Solutions LLC is registered in the System for Award Management (SAM) database.

**BayFirst Solutions LLC**

**GSA Price List – Professional Services Schedule (PSS), 00CORP**

SIN 874-1, 874-1RC (Integrated Consulting Services)

SIN 874-7, 874-7RC (Integrated Business Program Support Services)

SIN 871-2, 871-2RC (Concept Development and Requirements Analysis)

SINs	Labor Category	Contractor / Customer Facility	GSA Awarded Hourly Rate (Inclusive of IFF) Year 5: 6/20/2016 – 6/19/2017	GSA Awarded Hourly Rate (Inclusive of IFF) Year 6: 6/20/2017 – 6/19/2018	GSA Awarded Hourly Rate (Inclusive of IFF) Year 7: 6/20/2018 – 6/19/2019	GSA Awarded Hourly Rate (Inclusive of IFF) Year 8: 6/20/2019 – 6/19/2020	GSA Awarded Hourly Rate (Inclusive of IFF) Year 9: 6/20/2020 – 6/19/2021	GSA Awarded Hourly Rate (Inclusive of IFF) Year 10: 6/20/2021 – 6/19/2022
All [874-1, 874-7, 871-2]	Program Manager	Both	\$224.54	\$229.03	\$233.61	\$238.28	\$243.05	\$247.91
874-1, 874-7	Senior Executive Management Consultant I	Both	\$230.73	\$235.34	\$240.05	\$244.85	\$249.75	\$254.74
874-1, 874-7	Senior Executive Management Consultant II	Both	\$253.24	\$258.30	\$263.47	\$268.74	\$274.12	\$279.60
874-1, 874-7	Subject Matter Expert I	Both	\$122.68	\$125.13	\$127.64	\$130.19	\$132.79	\$135.45
874-1, 874-7	Subject Matter Expert II	Both	\$163.20	\$166.46	\$169.79	\$173.19	\$176.65	\$180.19
874-1, 874-7	Subject Matter Expert III	Both	\$185.71	\$189.42	\$193.21	\$197.08	\$201.02	\$205.04
874-1, 874-7	Management Consultant I	Both	\$110.30	\$112.51	\$114.76	\$117.05	\$119.39	\$121.78
874-1, 874-7	Management Consultant II	Both	\$140.69	\$143.50	\$146.37	\$149.30	\$152.29	\$155.33
874-1, 874-7	Management Consultant III	Both	\$208.22	\$212.38	\$216.63	\$220.96	\$225.38	\$229.89
874-1, 874-7	Consultant I	Both	\$73.16	\$74.62	\$76.12	\$77.64	\$79.19	\$80.77
874-1, 874-7	Consultant II	Both	\$95.67	\$97.58	\$99.54	\$101.53	\$103.56	\$105.63
871-2	Project Manager	Customer Facility	\$116.50	\$116.50	\$118.83	\$121.21	\$123.63	\$126.10
871-2	Project Manager	Contractor Facility	\$131.65	\$131.65	\$134.28	\$136.97	\$139.71	\$142.50
871-2	Task Leader	Customer Facility	\$94.25	\$94.25	\$96.14	\$98.06	\$100.02	\$102.02
871-2	Task Leader	Contractor Facility	\$106.50	\$106.50	\$108.63	\$110.80	\$113.02	\$115.28
871-2	Senior Program Management Specialist	Customer Facility	\$152.60	\$152.60	\$155.65	\$158.77	\$161.94	\$165.18
871-2	Senior Program Management Specialist	Contractor Facility	\$172.44	\$172.44	\$175.89	\$179.41	\$182.99	\$186.65

SINs	Labor Category	Contractor / Customer Facility	GSA Awarded Hourly Rate (Inclusive of IFF) Year 5: 6/20/2016 – 6/19/2017	GSA Awarded Hourly Rate (Inclusive of IFF) Year 6: 6/20/2017 – 6/19/2018	GSA Awarded Hourly Rate (Inclusive of IFF) Year 7: 6/20/2018 – 6/19/2019	GSA Awarded Hourly Rate (Inclusive of IFF) Year 8: 6/20/2019 – 6/19/2020	GSA Awarded Hourly Rate (Inclusive of IFF) Year 9: 6/20/2020 – 6/19/2021	GSA Awarded Hourly Rate (Inclusive of IFF) Year 10: 6/20/2021 – 6/19/2022
871-2	Program Management Specialist	Customer Facility	\$93.00	\$93.00	\$94.86	\$96.76	\$98.69	\$100.67
871-2	Program Management Specialist	Contractor Facility	\$105.10	\$105.10	\$107.20	\$109.35	\$111.53	\$113.76
871-2	Junior Program Management Specialist	Customer Facility	\$60.11	\$60.11	\$61.31	\$62.54	\$63.79	\$65.06
871-2	Junior Program Management Specialist	Contractor Facility	\$67.92	\$67.92	\$69.28	\$70.66	\$72.08	\$73.52
871-2	Senior Engineer	Customer Facility	\$138.89	\$138.89	\$141.67	\$144.50	\$147.39	\$150.34
871-2	Senior Engineer	Contractor Facility	\$156.95	\$156.95	\$160.09	\$163.29	\$166.56	\$169.89
871-2	Engineer	Customer Facility	\$115.68	\$115.68	\$117.99	\$120.35	\$122.76	\$125.22
871-2	Engineer	Contractor Facility	\$130.72	\$130.72	\$133.33	\$136.00	\$138.72	\$141.50
871-2	Junior Engineer	Customer Facility	\$65.44	\$65.44	\$66.75	\$68.08	\$69.45	\$70.83
871-2	Junior Engineer	Contractor Facility	\$73.95	\$73.95	\$75.43	\$76.94	\$78.48	\$80.05
871-2	Senior Technical Writer/Editor**	Customer Facility	\$97.48	\$97.48	\$99.43	\$101.42	\$103.45	\$105.52
871-2	Senior Technical Writer/Editor**	Contractor Facility	\$110.15	\$110.15	\$112.35	\$114.60	\$116.89	\$119.23
871-2	Technical Writer/Editor**	Customer Facility	\$72.96	\$72.96	\$74.42	\$75.91	\$77.43	\$78.97
871-2	Technical Writer/Editor**	Contractor Facility	\$82.45	\$82.45	\$84.10	\$85.78	\$87.50	\$89.25
871-2	Junior Technical Writer/Editor**	Customer Facility	\$50.67	\$50.67	\$51.68	\$52.72	\$53.77	\$54.85

SINs	Labor Category	Contractor / Customer Facility	GSA Awarded Hourly Rate (Inclusive of IFF) Year 5: 6/20/2016 – 6/19/2017	GSA Awarded Hourly Rate (Inclusive of IFF) Year 6: 6/20/2017 – 6/19/2018	GSA Awarded Hourly Rate (Inclusive of IFF) Year 7: 6/20/2018 – 6/19/2019	GSA Awarded Hourly Rate (Inclusive of IFF) Year 8: 6/20/2019 – 6/19/2020	GSA Awarded Hourly Rate (Inclusive of IFF) Year 9: 6/20/2020 – 6/19/2021	GSA Awarded Hourly Rate (Inclusive of IFF) Year 10: 6/20/2021 – 6/19/2022
871-2	Junior Technical Writer/Editor**	Contractor Facility	\$57.26	\$57.26	\$58.41	\$59.57	\$60.76	\$61.98
871-2	Senior Business Subject Matter Expert	Customer Facility	\$147.37	\$147.37	\$150.32	\$153.32	\$156.39	\$159.52
871-2	Senior Business Subject Matter Expert	Contractor Facility	\$166.53	\$166.53	\$169.86	\$173.26	\$176.72	\$180.26
871-2	Senior National Security / Homeland Security Subject Matter Expert	Customer Facility	\$299.68	\$299.68	\$305.67	\$311.79	\$318.02	\$324.38
871-2	Senior National Security / Homeland Security Subject Matter Expert	Contractor Facility	\$338.63	\$338.63	\$345.40	\$352.31	\$359.36	\$366.54
871-2	National Security / Homeland Security Subject Matter Expert	Customer Facility	\$230.55	\$230.55	\$235.16	\$239.86	\$244.66	\$249.55
871-2	National Security / Homeland Security Subject Matter Expert	Contractor Facility	\$260.53	\$260.53	\$265.74	\$271.06	\$276.48	\$282.01

**\*\*Service Contract Act:** The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the cited SCA labor categories are based on the U.S. Department of Labor WD Number(s) identified in the SCA matrix. The prices offered are based on the preponderance of where work is performed and should the Contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.

**Service Contract Act (SCA) Matrix**

SCA Eligible Labor Category	SCA Equivalent Code Title	Wage Determination No
Senior Technical Writer/Editor	30463 - Technical Writer III	2005-2103
Technical Writer/Editor	30462 - Technical Writer II	2005-2103
Junior Technical Writer/Editor	30461 - Technical Writer I	2005-2103