



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 GSA *Advantage!*® is: GSAAdvantage.gov.

Multiple Award Schedule

FSC Group: Professional Services FSC Class:

Contract number: 47QRAA20D004N

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at fss.gsa.gov.

Contract period: 02/12/2020-02/11/2025

Nathan Associates Inc.

1777 North Kent Street, Suite 1400

Arlington, VA 22209

Telephone: (703) 516-7750

FAX Number: N/A

www.nathaninc.com

Contract administration source (if different from preceding entry).

Jeffery Singer

(703) 516-7727

Email: jsinger@nathaninc.com

Business size: Other than Small

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

Price List current as of Modification #PA-0017, effective February 17, 2023

CUSTOMER INFORMATION

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

SINs	SIN Title
541611	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
OLM	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. **N/A**

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item. **See Attachment A for Labor Category Descriptions**

2. Maximum order: \$1,000,000

3. Minimum order: \$100

4. Geographic coverage (delivery area). Worldwide

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. Net 30 days

9. Foreign items (list items by country of origin). Not Applicable

- 10a. Time of delivery. (Contractor insert number of days) To be determined at the Task Order level
- 10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. Contact Contractor
- 10c. Overnight and 2-day delivery. Contact Contractor
- 10d. Urgent Requirements. Contact Contractor
11. F.O.B. point(s). Destination
- 12a. Ordering address(es):
- Nathan Associates Inc.
1777 North Kent Street, Suite 1400
Arlington, VA 22209
- 12b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) See Federal Acquisition Regulation (FAR) 8.405-3
13. Payment address(es):
- Nathan Associates Inc.
1777 North Kent Street, Suite 1400
Arlington, VA 22209
14. Warranty provision. Standard Commercial Warranty Terms & Conditions
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
- 18ba. 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 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/>.

23. Unique Entity Identifier (UEI) number. GNPVSGEJ41N1

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.

Authorized GSA Rates

The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

		2/01/2020 - 1/31/2021		2/01/2021 - 1/31/2022		2/01/2022 - 1/31/2023		2/01/2023 - 1/31/2024		2/01/2024 - 1/31/2025	
MAS SIN	Skill Category	Year 1		Year 2		Year 3		Year 4		Year 5	
		FHR	FDR	FHR	FDR	FHR	FDR	FHR	FDR	FHR	FDR
541611	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services										
	Senior Vice President	\$ 375.00	\$ 3,000.00	\$ 382.88	\$ 3,063.00	\$ 390.92	\$ 3,127.32	\$ 399.12	\$ 3,193.00	\$ 407.51	\$ 3,260.05
	Vice President	\$ 325.00	\$ 2,600.00	\$ 331.83	\$ 2,654.60	\$ 338.79	\$ 2,710.35	\$ 345.91	\$ 2,767.26	\$ 353.17	\$ 2,825.38
	Principle	\$ 275.00	\$ 2,200.00	\$ 280.78	\$ 2,246.20	\$ 286.67	\$ 2,293.37	\$ 292.69	\$ 2,341.53	\$ 298.84	\$ 2,390.70
	Senior Associate	\$ 187.50	\$ 1,500.00	\$ 191.44	\$ 1,531.50	\$ 195.46	\$ 1,563.66	\$ 199.56	\$ 1,596.50	\$ 203.75	\$ 1,630.02
	Associate	\$ 121.00	\$ 968.00	\$ 123.54	\$ 988.33	\$ 126.14	\$ 1,009.08	\$ 128.78	\$ 1,030.27	\$ 131.49	\$ 1,051.91
	Senior Advisor	\$ 162.50	\$ 1,300.00	\$ 165.91	\$ 1,327.30	\$ 169.40	\$ 1,355.17	\$ 172.95	\$ 1,383.63	\$ 176.59	\$ 1,412.69
	Consultant	\$ 112.50	\$ 900.00	\$ 114.86	\$ 918.90	\$ 117.27	\$ 938.20	\$ 119.74	\$ 957.90	\$ 122.25	\$ 978.01
	Senior Analyst	\$ 93.75	\$ 750.00	\$ 95.72	\$ 765.75	\$ 97.73	\$ 781.83	\$ 99.78	\$ 798.25	\$ 101.88	\$ 815.01
	Analyst	\$ 81.25	\$ 650.00	\$ 82.96	\$ 663.65	\$ 84.70	\$ 677.59	\$ 86.48	\$ 691.82	\$ 88.29	\$ 706.34

Attachment A

Personnel Qualifications

The following are the descriptions of the labor category levels used in preparing this submission:

(a) **Senior Vice President**

Functional Responsibility: Serve as the corporate representative and senior manager responsible for contractual deliverables, principal technical areas in a strategic practice, contract management, and financial performance. Has the authority to allocate resources, set goals and program priorities, control and incur costs, and make staffing decisions. Serves as the main point of contact with C-Suite officials, executive level government counterparts, and other senior stakeholders. Enforces work standards and reviews/resolves work discrepancies to ensure compliance with contract requirements. Ensures all reports, deliverables, and other contract requirements are submitted in accordance with the terms and conditions of the contract and work schedule.

Education and Experience: A senior level specialist with an MBA, MA, MS or its equivalent and fifteen years of relevant work experience. Member of senior management group of the company. Possess knowledge of project management best practices and experience in the management and control of personnel, funds, and resources for multi-task projects. The position requires demonstrated leadership ability at a senior manager level, and experience in management and relevant technical areas.

(b) **Vice President**

Functional Responsibility: Serve as the corporate representative and senior manager responsible for contractual deliverables, contract management, and financial performance. Has the authority to allocate resources, set goals and program priorities, control and incur costs, and make staffing decisions. Serves as the main point of contact with C-Suite officials, executive level government counterparts, and other senior stakeholders. Enforces work standards and reviews/resolves work discrepancies to ensure compliance with contract requirements. Ensures all reports, deliverables, and other contract requirements are submitted in accordance with the terms and conditions of the contract and work schedule.

Education and Experience: A senior level specialist with an MBA, MA, MS or its equivalent and ten years of relevant work experience. Member of senior management group of the company. Possess knowledge of project management best practices and experience in the management and control of personnel, funds, and resources for multi-task projects. The position requires demonstrated leadership ability at a senior manager level, and experience in management and relevant technical areas.

(c) **Principal**

Functional Responsibility: Serve as a senior advisor or technical expert to client's executive management, senior managers, and main points of contact. Deliver high quality products and services in accordance with contract terms and agreed upon timelines. Manage complex projects including design and development, budget, research planning, delegating tasks, overseeing staff, and monitoring overall progress. Prepare

reports for clients, continual interfacing with clients concerning project progress, results and costs. Schedules and assigns duties to subordinates and subcontractors and ensures assignments are completed as directed.

Education and Experience: Graduate degree (MBA, MA, MS) or its equivalent, seven years of relevant work experience, demonstrated ability to supervise staff and subcontractors. Substantial subject matter knowledge and experience in relevant subject matter areas.

(d) Senior Associate

Functional Responsibility: Apply economic/business management concepts and analytical techniques in project settings. Provide day-to-day project and financial management for small and complex activities and projects. Coordinate and supervise activities of junior staff, consultants, and subcontractors. Provide direct support and expertise to clients including identification of key issues, review and audit of deliverables and the presentation of projects findings and results to clients.

Education and Experience: Graduate degree (MBA, MA, MS) or its equivalent, five years of relevant work experience, demonstrated ability to supervise staff, consultants, and subcontractors. Ability to perform project and financial management tasks.

(e) Associate

Functional Responsibility: Apply economic/business management concepts and analytical techniques, with little direct supervision. Oversee work of research/ administrative assistants, prepare high quality drafts of sections of client reports, interface directly with clients on technical aspects of engagements and direct management of less complex and smaller activities and projects.

Education and Experience: Graduate degree (MBA, MA or MS) in related field or its equivalent or Bachelor's Degree combined with at least two years of successful relevant work experience. Relevant technical skills as required.

(f) Senior Advisor

Functional Responsibilities: Thorough knowledge of subject area. Design and implement client development activities, lead data-gathering and analysis, conduct research, develop required project reporting documentation, and participate in design and delivery of activities.

Education and Experience: A senior level specialist has an MBA, MA, MS or its equivalent, and ten years of relevant work experience.

(g) Consultant

Functional Responsibilities: Prepare reports for clients with little editing required, continual interfacing with clients concerning project progress and results, substantial subject area knowledge and experience, participate in design and delivery of activities.

Education and Experience: A mid-level specialist with a MBA, MA, MS or its equivalent, and five years of relevant work experience.

(h) Senior Analyst

Functional Responsibilities: Undertake routine analytical functions both manually and using computer, under close supervision, write statements of operations for internal use, undertake library searches and synthesize materials reviewed. Assist project staff in the administration and logistics of projects, activities, and tasks. Assist in organizing and managing project documents; arranges transportation and other logistics; supports and schedules meetings, workshops, conferences, and other events; and assists with general computer, financial, word processing, graphics and other administrative activities.

Education and Experience: Bacalaureate degree in a relevant field and one year of relevant work experience. Demonstrated ability to organize and document research activities.

(i) **Analyst**

Functional Responsibilities: Undertake routine analytical functions both manually and using computer, under close supervision, write statements of operations for internal use, undertake library searches and synthesize materials reviewed. Assist project staff in the administration and logistics of projects, activities, and tasks. Assist in organizing and managing project documents; arranges transportation and other logistics; supports and schedules meetings, workshops, conferences, and other events; and assists with general computer, financial, word processing, graphics and other administrative activities.

Education and Experience: Bacalaureate degree in a relevant field. Demonstrated ability to organize and document research activities.

The following education and experience substitutions will be applied to each of the labor categories:

Bachelor's Degree + 2 years of experience	Equals	Master's Degree
Master's Degree + 3 years of additional experience	Equals	PHD

PHD may be substituted for three years of required experience with Master's Degree or five years with Bachelor's Degree

Master's Degree may be substituted for two years of required experience with Bachelor's Degree

Bachelor's Degree may be substituted for four years of required experience with a HS diploma.