

General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Price List



Multiple Award Schedule (MAS)

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage!™, a menu-driven database system. The INTERNET address for GSA Advantage!™ is: GSAAdvantage.gov.

Prices Shown Herein are Net (Discount Deducted)

Contract Number: 47QRAA19D002K

Federal Supply Group: MAS
FSC/PSC Codes: R408, 0000

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

Contract Period: December 20, 2018 – December 19, 2023

Contractor Name: **VariQ Corporation**

Address: 2600 Tower Oaks Blvd Ste 300
Rockville, MD 20852

Phone Number: (202) 808-7338

Fax Number: (202) 318-7510

E-mail: tom.edson@variq.com

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

Contract Administrator: Tom Edson

Business Size: Other Than Small Business



Customer Information

1a. Table of Awarded Special Item Numbers with appropriate cross-reference to page numbers:

Special Item Number	Special Item Description	Service Description Page	Awarded Price Page
541611/RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services	5-10	11
OLM/RC	Order-Level Materials (OLM)	Defined at Order Lever	Defined at Order Lever

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. 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. See pages 5-10

2. Maximum Order:

Special Item Number	Maximum Order
541611/RC	\$1,000,000
OLM/RC	\$250,000

3. Minimum Order: \$100

4. Geographic Coverage: Domestic Delivery Only (50 States, DC)

5. Point of production: US

6. Discount from list prices or statement of net price: Prices shown herein are net prices

7. Quantity discounts: None

8. Prompt payment terms: Net 30. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9a. Government purchase cards are accepted up to the micro-purchase threshold.

9b. Government purchase cards are accepted above the micro-purchase threshold.

10. Foreign items: None

11a. Time of Delivery: As negotiated with Ordering Agency



11b. Expedited Delivery: Contact Contractor

11c. Overnight and 2-day delivery: Contact Contractor

11d. Urgent Requirements: Please note the Urgent Requirements clause of this contract and contact contractor.

12. F.O.B Points: Destination

13a. Ordering Address: VariQ Corporation
2600 Tower Oaks Blvd Ste 300
Rockville, MD 20852
gsa-orders@variq.com

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

14. Payment address: VariQ Corporation
2600 Tower Oaks Blvd Ste 300
Rockville, MD 20852
Phone: 310-417-4666
Email: billing@variq.com

15. Warranty provision: N/A

16. Export Packing Charges: N/A

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Government purchase cards are accepted above the micro-purchase threshold.

18. Terms and conditions of rental, maintenance, and repair: N/A

19. Terms and conditions of installation: N/A

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: N/A

20a. Terms and conditions for any other services: N/A

21. List of service and distribution points: N/A

22. List of participating dealers: N/A

23. Preventive maintenance: N/A

24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): N/A



24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contactor's website or other location.) The EIT standards can be found at: www.Section508.gov/

25. Data Universal Numbering System (DUNS) number: 190899901

26. Notification regarding registration in System for Award Management (SAM) database: VariQ Corporation *is* registered in the SAM Database.

Labor Category Descriptions

- VariQ’s commercial methodology for experience for education equivalence is incorporated for these labor categories and presented following the labor category descriptions.

Experience Substitutions		
H.S. Diploma + 2 years additional experience	Equals	Associate’s
H.S. Diploma + 4 years additional experience	Equals	Bachelor’s
Associate’s Degree + 2 years additional experience	Equals	Bachelor’s
Bachelor’s Degree + 3 years additional experience	Equals	Master’s
Master’s Degree + 4 years or Bachelor’s Degree + 6 years additional experience	Equals	PH.D

Education Substitutions
A Ph.D may be substituted for 4 years of required experience with a Master’s Degree or 6 years with a Bachelor’s Degree.
A Master’s Degree may be substituted for 2 years of required experience with a Bachelor’s Degree.
A Bachelor’s Degree may be substituted for 4 years of required experience with a H.S Diploma, or for 2 years of required experience with an Associate’s Degree.

Program Manager III

Qualifications: The Program Manager will possess a master’s degree and ten (10) years of progressive experience or equivalent. Relevant experience includes experience in managing large complex projects, contracts, funds, and resources (or group of projects, contracts, funds and resources).

Functional Responsibility: Duties may include contract management, large project management, and interface with the customer. The Program Manager servers as the single contract manager and will be the authorized interface with the Government’s Contracting Officer’s Representative (COR), other Government management personnel, and customer agency representatives. The Program Manager is responsible for formulating and enforcing work standards, assigning contractor schedules, and communicating policies purposes, and goals to subordinates and subcontractors. He or she is responsible for the overall contract performance and managing services and support operations that may include multiple projects. The Program Manager organizes resources to support multiple concurrent projects and manages the execution of multiple concurrent projects.

Education: Master’s degree or equivalent.

Program Manager II

Qualifications: The Program Manager will possess a master’s degree and eight (8) years of progressive experience or equivalent. Relevant experience includes experience in managing large complex projects, contracts, funds, and resources (or group of projects, contracts, funds and resources).

Functional Responsibility: Duties may include contract management, large project management, and interface with the customer. The Program Manager servers as the single contract manager and will be the authorized interface with the Government’s Contracting Officer’s Representative (COR),

other Government management personnel, and customer agency representatives. The Program Manager is responsible for formulating and enforcing work standards, assigning contractor schedules, and communicating policies purposes, and goals to subordinates and subcontractors. He or she is responsible for the overall contract performance and managing services and support operations that may include multiple projects. The Program Manager organizes resources to support multiple concurrent projects and manages the execution of multiple concurrent projects.

Education: Master's degree or equivalent

Project Manager II

Qualifications: The Project Manager will possess a bachelor's degree and six (6) years of progressive experience or equivalent. Relevant experience includes experience in managing projects, contracts, or tasks.

Functional Responsibility: Consults with the client to ensure conformity to project and contractual obligations for a variety of projects/initiatives. Must be familiar with all phases of the systems development life cycle (i.e., identification, design, development, implementation, & maintenance of automated systems.) Oversees the analysis, design and development of project requirements and modifications. Approves documentation standards, specifications, feasibility and justification reports, and policy recommendations. Oversees the development and installation of techniques and procedures to implement policy decisions with regard to organizational structures, program evaluation and productivity improvements. Establishes and maintains performance and financial reports in order to show progress of projects to management and customers. Organizes and assigns responsibilities to subordinates and oversees the successful completion of all assigned tasks. Ensures the development, maintenance and implementation of Program Management Plans to guide the performance of all activities performed. Ensures that maximum service is obtained from all operations through efficient use of personnel and equipment. Responsible for leading and performing training of line personnel on the project approach, techniques, and tools.

Education: Bachelor's Degree or equivalent

Project Manager I

Qualifications: The Project Manager will possess a bachelor's degree and four (4) years of progressive experience or equivalent. Relevant experience includes experience in managing projects, contracts, or tasks.

Functional Responsibility: Consults with the client to ensure conformity to project and contractual obligations for a variety of projects/initiatives. Must be familiar with all phases of the systems development life cycle (i.e., identification, design, development, implementation, & maintenance of automated systems.) Oversees the analysis, design and development of project requirements and modifications. Approves documentation standards, specifications, feasibility and justification reports, and policy recommendations. Oversees the development and installation of techniques and procedures to implement policy decisions with regard to organizational structures, program evaluation and productivity improvements. Establishes and maintains performance and financial reports in order to show progress of projects to management and customers. Organizes and assigns responsibilities to subordinates and oversees the successful completion of all assigned tasks. Ensures the development, maintenance and implementation of Program Management Plans to guide the performance of all activities performed. Ensures that maximum service is obtained from all operations through efficient use of personnel and equipment. Responsible for leading and performing training of line personnel on the project approach, techniques, and tools.

Education: Bachelor's Degree or equivalent

Subject Matter Expert IV

Qualifications: The Subject Matter Expert IV will possess ten (10) years' experience and a broad management skills and specialized functional and technical expertise to guide project teams in delivering client solutions or to manage the day-to-day operations of projects. Provide subject matter expertise in industry, process or technology areas.

Functional Responsibility: Recognized at the industry level as a highly technical expert for business analysis, management techniques, and operations. The Subject Matter Expert IV applies experience, skills, and expert knowledge within a specific or multiple disciplines to complex assignments. Generates unique concepts as evidenced by synthesis of new products or processes. Creates or uses engineering/scientific tools and analytical techniques to solve business and technical problems. Utilizes and develops tools, techniques, processes and/or facilities such as state-of-the-art simulation environments, laboratories, and test facilities. Provides leadership for technical delivery teams in a specialized subject area. Serves as a major contributor to planning process and for providing subject matter management and guidance.

Education: Master's degree or equivalent.

Subject Matter Expert III

Qualifications: The Subject Matter Expert III will possess seven (7) years' experience and a broad management skills and specialized functional and technical expertise to guide project teams in delivering client solutions or to manage the day-to-day operations of projects. Provide subject matter expertise in industry, process or technology areas.

Functional Responsibility: Recognized as a highly technical expert for business analysis, management techniques, and operations. The Subject Matter Expert III applies experience, skills, and expert knowledge within a specific or multiple disciplines to complex assignments. Generates unique concepts as evidenced by synthesis of new products or processes. Creates or uses engineering/scientific tools and analytical techniques to solve business and technical problems. Utilizes and develops tools, techniques, processes and/or facilities such as state-of-the-art simulation environments, laboratories, and test facilities. Provides leadership for technical delivery teams in a specialized subject area. Serves as a major contributor to planning process and for providing subject matter management and guidance.

Education: Master's degree or equivalent

Subject Matter Expert II

Qualifications: The Subject Matter Expert II will possess five (5) years' experience and a broad management skills and specialized functional and technical expertise to guide project teams in delivering client solutions or to manage the day-to-day operations of projects. Provide subject matter expertise in industry, process or technology areas.

Functional Responsibility: Recognized as a technical expert for business analysis, management techniques, and operations. The Subject Matter Expert II applies experience, skills, and expert knowledge within a specific discipline to complex assignments. Generates unique concepts as evidenced by synthesis of new products or processes. Creates or uses engineering/scientific tools and analytical techniques to solve business and technical problems. Utilizes and develops tools, techniques, processes and/or facilities such as state-of-the-art simulation environments, laboratories, and test facilities. Provides independent execution within delivery teams in a specialized subject area. Serves as a major contributor to planning process and for providing subject matter management and guidance.

Education: Master's degree or equivalent.

Subject Matter Expert I

Qualifications: The Subject Matter Expert I will possess three (3) years' experience and a broad management skills and specialized functional and technical expertise to guide project teams in delivering client solutions or to manage the day-to-day operations of projects. Provide subject matter expertise in industry, process or technology areas.

Functional Responsibility: Recognized as a technical expert for business analysis, management techniques, or operations. The Subject Matter Expert I applies experience, skills, and expert knowledge within a specific discipline to assignments. Generates unique concepts as evidenced by synthesis of new products or processes. Creates or uses engineering/scientific tools and analytical techniques to solve business and technical problems. Utilizes and develops tools, techniques, processes and/or facilities such as state-of-the-art simulation environments, laboratories, and test facilities. Provides independent execution within delivery teams in a specialized subject area. Serves as a major contributor to planning process and for providing subject matter management and guidance.

Education: Master's degree or equivalent.

Consultant II

Qualifications: The Consultant II will possess eight (8) years of progressive experience. Relevant experience includes, but is not limited to, experience in facilitation, training, methodology development and evaluation, process reengineering across all phases, identifying best practices, change management, business management techniques, organizational development, activity and data modeling, or information system development methods and practices.

Functional Responsibility: The Consultant II applies process improvement and reengineering methodologies and principles to conduct process modernization projects. He or she performs enterprise strategic planning, enterprise information planning and business area analysis, and process and data modeling in support of the planning and analysis efforts using both manual and automated tools. The Consultant II performs data collection from multiple sources to include the web, client databases, and other resources. He or she utilizes analytical tools and methodology to perform data analysis in support of the development of analytical products. He or she develops and applies organization-wide information models and applies reverse engineering and re-engineering disciplines to develop migration strategies and planning documents.

Education: Bachelor's degree or equivalent.

Consultant I

Qualifications: The Consultant I will possess six (6) years of progressive experience. Relevant experience includes, but is not limited to, experience in facilitation, training, methodology development and evaluation, process reengineering across all phases, identifying best practices, change management, business management techniques, organizational development, activity and data modeling, or information system development methods and practices.

Functional Responsibility: The Consultant I applies process improvement and reengineering methodologies and principles to conduct process modernization projects. He or she performs strategic systems planning, information planning and business area analysis and process and data modeling in support of the planning and analysis efforts using both manual and automated tools. The Consultant I performs data collection from multiple sources to include the web, client databases, and other resources. He or she utilizes analytical tools and methodology to perform data analysis in support of the development of analytical products. He or she develops and applies information models for use in designing and building integrated, shared software and database management systems.

Education: Bachelor's degree or equivalent.

Analyst III

Qualifications: An Analyst III has six (6) years of total experience and four (4) years of progressive high level analyst experience.

Functional Responsibility: An Analyst III provides detailed analysis of program and organizational information to provide a thorough understanding of complex topics, gain a better understanding of the facts, and ensure that appropriate information is communicated to project stakeholders. An Analyst III leads teams of analysts or works independently to solve complex problems in all phases of systems analysis, and provides technical direction to lower level analysts. Other experience may include: proven supervisory skills, the ability to work independently on complex, large-scale systems and data sets, and experience with evolving management concepts.

Education: Bachelor's degree or equivalent.

Analyst II

Qualifications: An Analyst II has four (4) years of total experience and two (2) years of progressive high level analyst experience.

Functional Responsibility: An Analyst II provides detailed analysis of program and organizational information to provide a thorough understanding of complex topics, gain a better understanding of the facts, and ensure that appropriate information is communicated to project stakeholders. An Analyst II works independently to solve problems in all phases of systems analysis, and provides technical direction to lower level analysts. Other experience may include: proven supervisory skills, the ability to work independently on complex, large-scale systems and data sets, and experience with evolving management concepts.

Education: Bachelor's degree or equivalent.

Analyst I

Qualifications: An Analyst I has one (1) years of total experience.

Functional Responsibility: An Analyst I provides detailed analysis of program and organizational information to provide a thorough understanding of complex topics, gain a better understanding of the facts, and ensure that appropriate information is communicated to project stakeholders. An Analyst I works under supervision to solve problems in all phases of systems analysis. Other experience may include: the ability to work independently on complex data sets, and experience with evolving management concepts.

Education: Bachelor's degree or equivalent.

Information Analyst II

Qualifications: An Information Analyst II has three (3) years of total experience.

Functional Responsibility: An Information Analyst II performs data and operational analyses for mission oriented services, providing analytical services in support of the objectives of project engagements. An Information Analyst II conducts research, and collects and distills data, serves as a fact finder and document control specialist and handles a variety of business services related tasks. Relevant capabilities include program evaluation, statistical analysis, quality management, process management, and outsourcing studies and documentation.

Education: Associate's degree or equivalent.

Information Analyst I

Qualifications: An Information Analyst I has knowledge of basic analytical techniques.

Functional Responsibility: An Information Analyst I performs data and operational analyses for projects and tasks, providing analytical services in support of the objectives of project engagements. Under supervision an Information Analyst I conducts research, and collects and distills data, serves as a fact finder and document control specialist and handles a variety of business services related tasks.

Education: Associate's degree or equivalent.

Documentation Specialist II

Qualifications: A Documentation Specialist II has three (3) years of total experience.

Functional Responsibility: A Documentation Specialist is responsible for document content development and final production. Produces a variety of technical articles, reports, brochures, and/or manuals for documentation for a wide range of uses. May be responsible for coordinating the display of graphics and the production of the document. Has knowledge of commonly-used concepts, practices, and procedures for graphics, text, and layout generation and production. Relies on instructions and pre-established guidelines to perform the functions of the job. Works independently on projects under general decision making supervision.

Education: Bachelor's degree or equivalent.



Awarded Pricing – SIN 541611

Labor Category	Site	12/20/2018	12/20/2019	12/20/2020	12/20/2021	12/20/2022
		– 12/19/2019	– 12/19/2020	– 12/19/2021	– 12/19/2022	– 12/19/2023
Program Manager III	Contractor Facility	\$186.72	\$192.32	\$198.09	\$204.03	\$210.16
Program Manager II	Customer Facility	\$145.98	\$150.36	\$154.88	\$159.52	\$164.31
Project Manager II	Customer Facility	\$123.67	\$127.38	\$131.20	\$135.14	\$139.19
Project Manager I	Customer Facility	\$94.71	\$97.55	\$100.48	\$103.49	\$106.60
Subject Matter Expert IV	Contractor Facility	\$305.50	\$314.67	\$324.10	\$333.83	\$343.84
Subject Matter Expert III	Customer Facility	\$159.43	\$164.21	\$169.14	\$174.21	\$179.44
Subject Matter Expert II	Contractor Facility	\$137.65	\$141.78	\$146.04	\$150.42	\$154.93
Subject Matter Expert I	Contractor Facility	\$122.17	\$125.83	\$129.61	\$133.49	\$137.50
Consultant II	Contractor Facility	\$276.10	\$284.38	\$292.91	\$301.70	\$310.75
Consultant I	Contractor Facility	\$220.45	\$227.06	\$233.88	\$240.89	\$248.12
Analyst III	Customer Facility	\$109.74	\$113.03	\$116.42	\$119.92	\$123.51
Analyst II	Customer Facility	\$86.21	\$88.79	\$91.46	\$94.20	\$97.03
Analyst I	Customer Facility	\$71.39	\$73.53	\$75.74	\$78.01	\$80.35
Information Analyst II	Customer Facility	\$90.47	\$93.18	\$95.98	\$98.86	\$101.82
Information Analyst I	Customer Facility	\$61.67	\$63.52	\$65.43	\$67.39	\$69.41
Documentation Specialist II	Customer Facility	\$69.29	\$71.37	\$73.51	\$75.72	\$77.99

The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Professional Services Schedule and all services provided. 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 CFR 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.