



GENERAL SERVICES ADMINISTRATION

Federal Supply Schedule
(FSS) Program

AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

**00CORP – Professional Service
Schedule (PSS)**

SINs: OLM, 541611 and 541910

BluePath Labs, LLC

8(a) / SDB / SDVOSB (VA Certified);
POC: Joe Helfrich, Principal and Co-Founder
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2101 L Street NW Suite 400 NW Washington DC 20037
DUNS number: 962242405; CAGE Code: 60JV7
www.bluepathlabs.com

Company Profile:

BluePath Labs combines mission and business insights with advanced technologies to deliver measurable performance improvements for our clients. BluePath is dedicated to surpassing client expectations by always living by our core values of **integrity, professionalism, and resilience**.

BluePath is a small business headquartered in Washington, DC. The quality of BluePath's work is validated by the over 20 prime contracts we have won, our high rate of repeat business, and our externally assessed Dun & Bradstreet Open Ratings customer satisfaction score of 94%. BluePath's capabilities include **Research and Analysis, Business Transformation, and Technology Integration**. We have current prime contracts at DHS CBP, the Air Force (2), Veterans Affairs, Department of Justice, and the Department of Energy among others.

Items Awarded:

- OLM - Order Level Material
- 541611 - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
- 541910 - Marketing Research and Analysis

Technical Capability:

Business Transformation

- Strategy
- Business Process Reengineering & Automation
- Program and Project Management
- Grants Management
- Business and Administration Support Services

Research and Analysis:

- Management Analysis & Red Training
- Marketing Research & Analysis
- Program/Project Monitoring and Evaluation
- Open Source Research and Analysis
- Technology Scouting

Technology Integration

- Agile Software Development
- Enterprise IT Support
- Cybersecurity
- Technology Commercialization (SBIR/STTR)
- Systems Engineering and Integration

GENERAL SERVICES ADMINISTRATION

Federal Acquisition 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 is available through **GSA Advantage!**[™], a menu-driven database system. The INTERNET address for **GSA Advantage!**[™] is: <http://www.GSAAdvantage.gov>.

Schedule for - Professional Services Schedule (PSS)

Federal Supply Group: PSS **Class:**

Contract Number: 47QRAA19D0020

For more information on ordering from Federal Supply Schedules
click on the FSS Schedules button at <http://www.gsa.gov/schedules-ordering>

Contract Period: December 14, 2018 – December 13, 2023

Contractor: BLUEPATH LABS LLC
2101 L ST NW, SUITE 800
WASHINGTON, DC 20037

Business Size: Small Business, Small Disadvantaged Business, 8(a) Program Participant, Serviced Related Disabled Veteran Owned Business, Veteran Owned Business

Telephone: 301-675-3419
Extension:
FAX Number: (202) 836/9577
Web Site: www.bluepathlabs.com
E-mail: jhelfrich@bluepathlabs.com
Contract Administration: Joe Helfrich

CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

SIN	SIN Description
OLM	Order Level Material
541611	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
541910	Marketing Research and Analysis

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.

- 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.**
2. **Maximum Order:** \$1,000,000.00
3. **Minimum Order:** \$100.00
4. **Geographic Coverage (delivery Area):** Domestic and Overseas
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:** Net 30 days
- 9a. **Notification that Government purchase cards are accepted up to the micro-purchase threshold:** Yes
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** will accept
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. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery:** Contact Contractor
- 11c. **Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery:** Contact Contractor
- 11d. **Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery:** Contact Contractor
12. **F.O.B Points(s):** Destination
- 13a. **Ordering Address(es):** Same as Contractor
- 13b. **Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).**
14. **Payment address(es):** Same as company address

15. **Warranty provision.:** Contractor’s standard commercial warranty.
16. **Export Packing Charges (if applicable):** N/A
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 (if applicable):** N/A
19. **Terms and conditions of installation (if applicable):** N/A
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a. **Terms and conditions for any other services (if applicable):** N/A
21. **List of service and distribution points (if applicable):** N/A
22. **List of participating dealers (if applicable):** N/A
23. **Preventive maintenance (if applicable):** N/A
- 24a. **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:** 962242405
26. **Notification regarding registration in Central Contractor Registration (CCR) database:**
27. **Final Pricing:**
The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

Labor Categories Pricing

Item	SIN	Awarded Labor Category	Site	Year 1
1	OLM, 541611, 541910	Assistant/Intern	Both	\$40.39
2	OLM, 541611, 541910	Consultant III	Both	\$112.47
3	OLM, 541611, 541910	Consultant II	Both	\$78.35
4	OLM, 541611, 541910	Consultant I	Both	\$59.23

Item	SIN	Awarded Labor Category	Site	Year 1
5	OLM, 541611, 541910	Data Architect	Both	\$121.36
6	OLM, 541611, 541910	Graphic Designer	Both	\$73.85
7	OLM, 541611, 541910	Management Consultant III	Both	\$163.93
8	OLM, 541611, 541910	Management Consultant II	Both	\$145.59
9	OLM, 541611, 541910	Management Consultant I	Both	\$129.32
10	OLM, 541611, 541910	Marketing Consultant III	Both	\$194.98
11	OLM, 541611, 541910	Marketing Consultant I	Both	\$69.96
12	OLM, 541611, 541910	Principal I	Both	\$204.63
13	OLM, 541611, 541910	Senior Facilitator	Both	\$176.20
14	OLM, 541611, 541910	Subject Matter Expert I	Both	\$222.58
15	OLM, 541611, 541910	Technical Writer**	Both	\$83.42
16	OLM, 541611, 541910	Training Specialist III	Both	\$114.30
17	OLM, 541611, 541910	Training Specialist II	Both	\$86.78
18	OLM, 541611, 541910	Training Specialist I	Both	\$77.74

Professional Services Labor Categories

1) Assistant/Intern

Description: A technical or administrative professional with technical training and some related experience. Under the direction of an experienced technical professional, undertakes routine program/ administrative functions and may participate in other more complex program issues through the application of established practices and procedures and assists in the conduct of analysis and test and evaluation. Continues self-development, learns about the company,

customers, industry and technical/administrative field of study by accessing available training activities and participating in a mentoring relationship. Is aware of, and adheres to, company- wide policies and programs.

Education Requirement: High School Diploma and educational background in a technical or administrative discipline. 0 years minimum experience.

2) CONSULTANT III

Description: Consultant III has 4 years minimum experience (or equivalent combination of education and experience). Relevant experience includes, but is not limited to: strategy development and implementation, the implementation of tools and mechanisms to execute changes to an organization, business process design/improvement, communications/outreach design and implementation, stakeholder engagement, and facilitation. This position conducts interviews and research to formulate recommendations in support of the project and client's goals, drafts and prepares presentations, materials and documents related to the project/program's plan or related client goals, facilitates small group meetings, provides meeting support through knowledge capture and report writing, and supports all senior project/program team-members in task management by ensuring tasks are completed on time, within budget, and meeting all corporate and client standards for quality.

Education: Bachelor's degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

3) CONSULTANT II

Description: Consultant II has 2 years minimum experience (or equivalent combination of education and experience). Relevant experience includes, but is not limited to: strategy implementation, the implementation of tools and mechanisms to execute changes to an organization, business process design/improvement, communications/outreach design and implementation, stakeholder engagement, and facilitation. This position conducts interviews and research to formulate recommendations in support of the project and client's goals, drafts and prepares presentations, materials and documents related to the project/program's plan or related client goals, assists with the facilitation of small groups meetings and knowledge capture and report writing, and supports all senior project/program team-members in task management by ensuring tasks are completed on time, within budget, and meeting all quality standards.

Education: Bachelor's degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

4) CONSULTANT I

Description: Consultant I has 0 years minimum experience and relevant expertise includes, but is not limited to: conducting research, data analysis, interviews, and facilitation support. This position assists the project team in preparation of client meetings, workshops, and deliverables through knowledge capture, report writing and editing, and contributing to meeting design. The Consultant I works closely with the project team.

Education: Bachelor's degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

5) Data Architect

Description: The Data Architect designs and builds relational databases including performing data access analysis design, and archive/recovery design and implementation. The data architect works in a data warehouse environment,

which includes data design, database architecture, and metadata repository creation. Reviews and develops object and data models and the metadata repository to structure the data for better management and quicker access.

Education Requirement: Bachelor's degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines. Ability in this labor category is often not related to years of experience, therefore this labor category has no specific years of experience minimum requirement.

6) Graphic Designer

Description: Graphic Designer has 2 years minimum experience (or equivalent combination of education and experience). This position is responsible for creating visual designs and graphics to highlight, communicate, and/or enhance the concepts, goals, vision, and strategy for an organization or project and to be included in documents, presentations, and reports.

Education: Bachelor's Degree in Art, Design, Business, Computer Science, other related discipline or design certification.

7) Management Consultant III

Description: Management Consultant III has 12 years minimum experience (or equivalent combination of education and experience). Relevant experience includes but is not limited to: executive coaching to senior managers, project/program/portfolio management, organizational design/ development, strategy development and implementation, the implementation of tools and mechanisms to execute changes to an organization, business process design/improvement, communications/outreach design and implementation, stakeholder engagement, and facilitation. This position is responsible for staffing and implementing strategic and complex projects, conducting training sessions and/or pilot projects, as well as leading and directing project teams, allocating tasks and developing consultants. This position is also responsible for ensuring projects are completed on time, within budget, and meeting all quality standards.

Education: Bachelor's degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

8) Management Consultant II

Description: Management Consultant II has 7 years minimum experience (or equivalent combination of education and experience). Relevant experience includes but is not limited to: executive coaching to senior managers, project/program/portfolio management, organizational design/development, strategy development and implementation, the implementation of tools and mechanisms to execute changes to an organization, business process design/improvement, communications/outreach design and implementation, stakeholder engagement, and facilitation. This position is responsible for staffing and implementing strategic and complex projects, conducting training sessions and/or pilot projects, as well as leading and directing project teams, allocating tasks and developing consultants. This position is also responsible for ensuring projects are completed on time, within budget, and meeting all quality standards.

Education: Bachelor's degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

9) Management Consultant I

Description: Management Consultant I has 3 years minimum experience (or equivalent combination of education and experience). Relevant experience includes but is not limited to: project/ program/portfolio management, organizational design/development, strategy development and implementation, the implementation of tools and mechanisms to execute changes to an organization, business process design/improvement, communications/outreach design and implementation, stakeholder engagement, and facilitation. This position facilitates meetings and team communications, prepares and manages project budgets and plans, liaisons with senior level clients, provides leadership to consultants and junior consultants, and demonstrates experience in task management by ensuring tasks are completed on time, within budget, and meeting all quality standards.

Education: Bachelor's degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

10) Marketing Consultant III

Description: Marketing Consultant III has at least 17 years minimum experience (or equivalent combination of education and experience). Provides expert support in developing and implementing strategic marketing & business development efforts. Stays abreast of changes in the marketing environment to best serve the objectives of the organization and adjusts plans accordingly. Researches and develops pricing policies and recommends appropriate sales channels and contracting strategies including FAR, non-FAR, and P3 based strategies. Specialized experience utilizing a variety of marketing concepts, practices, and procedures.

Education Requirement: Bachelor's degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

11) Marketing Consultant I

Description: Marketing Consultant I has 0 years minimum experience and provides support in developing and implementing strategic marketing efforts. Stays abreast of changes in the marketing environment to best serve the objectives of the organization and adjusts plans accordingly. Researches and develops pricing policies and recommends appropriate sales channels.

Education Requirement: Bachelor's degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

12) Principal I

Description: Principal I has 12 years minimum experience (or equivalent combination of education and experience). Relevant experience includes, but is not limited to: executive coaching to senior managers and directors, project/program/portfolio management, organizational design/development, strategy development and implementation, the implementation of tools and mechanisms to execute changes to an organization, business process design/improvement, communications/outreach design and implementation, stakeholder engagement, and facilitation. This position is responsible for managing multiple teams and implementing multiple complex projects concurrently, as well as building and maintaining relationships with senior level executives. This position understands the customer requirements, translates those requirements into plans for performing services, supervises the performance of services, performs services, and provides quality control and oversight. This position is also recognized as an industry expert, and works to develop and expand new and current tools/techniques used to create change, achieve objectives and unite communities.

Education: Bachelor's degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

13) SENIOR FACILITATOR

Description: Senior Facilitator has 8 years minimum experience (or equivalent combination of education and experience). Relevant expertise includes the facilitation of small and large groups, as well as the ability to work with diverse groups possessing differing agendas and priorities. The position is also responsible for working with clients to establish meeting purpose and outcomes, creating meeting agendas and design(s), guiding a meeting to ensure meeting outcomes are met, engaging meeting participants, generating energy among the group, and writing or leading the development of the meeting report.

Education: Bachelor's degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

14) SUBJECT MATTER EXPERT I

Description: Subject Matter Expert I has 8 years minimum experience (or equivalent combination of education and experience). Relevant experience includes but is not limited to: performing research and analysis and providing expert advice and insight in designated field or discipline to contribute to strategic direction and project outcomes. The Subject Matter Expert I has knowledge and expertise in one or more specific technical or functional domain and contributes to the assessing the impact of policy and trends on organizational activities. This position works closely with the project team and has the ability to explain complex and technical concepts effectively to the project team.

Education: Bachelor's degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

15) Technical Writer

Description: Technical Writer writes a variety of technical articles, reports, brochures, and/or manuals for documentation for a wide range of uses. Coordinates the display of graphics and the production of the document. Ensures content is of high quality and that it conforms to any applicable standards.

Education Requirement: Bachelor's degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines. Ability in this labor category is often not related to years of experience, therefore this labor category has no specific years of experience minimum requirement.

16) Training Specialist III

Description: Training Specialist III has 8 years minimum experience (or equivalent combination of education and experience) and provides technical/management leadership on major tasks or training assignments by identifying the best approach to training requirements to include, but not limited to hardware, software, simulations, course assessment and refreshment, assessment centers, oral examinations, interviews, computer assisted and adaptive testing, behavior-based assessment and performance, and team and unit assessment and measurement. Establishes goals and plans that meet project objectives. Has domain and expert technical knowledge. Directs and controls activities for a client, having overall responsibility for financial management, methods, and staffing to ensure that technical requirements are met. Interactions involve client negotiations and interfacing with senior management. Decision-making and domain knowledge may have a critical impact on overall project implementation. May supervise others.

Education Requirement: Bachelor’s degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

17) Training Specialist II

Description: Training Specialist II has 3 years minimum experience (or equivalent combination of education and experience) and possesses and applies expertise on multiple complex training assignments. Assignments may be broad in nature, requiring originality and innovation in determining how to accomplish tasks. Operates with appreciable latitude in assessing, designing, and conceptualizing training scenarios, approaches, objectives, plans, tools, aids, curriculums, and other state of the art technologies related to training and behavioral studies. Contributes to deliverables and performance metrics where applicable. Develops and revises training courses and prepares training catalogs and course materials. Trains personnel by conducting formal classroom courses, workshops, and seminars.

Education Requirement: Bachelor’s degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

18) Training Specialist I

Description: Training Specialist I has 0 years minimum experience and applies fundamental concepts, processes, practices, and procedures on training assignments. Performs work that requires practical experience and training. Work is performed under supervision. Develops and revises training courses. Prepares training catalogs and course materials. Trains personnel by conducting formal classroom courses, workshops, and seminars.

Education Requirement: Bachelor’s degree in Business, Engineering, Management Sciences, Computer Science, Information Systems, Political Science, Public Policy, Economics, Communications, Social Science, Education, Human Resource Development, Psychology or other related disciplines.

Service Contract Act (SCA) Matrix

SCA Eligible Labor Category	SCA Equivalent Code Title	Wage Determination No
Technical Writer	Technical Writer III- 30463	2015-5851

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the indicated (**) SCA labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e. nationwide).