



Schedule

U.S. GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE

Authorized Federal Supply Schedule Price List

CONTRACTOR:
EXECUTIVE MANAGEMENT ASSOCIATES, INC.

14800 SENECA RD
DARNESTOWN, MD 208743428
Contract Number: GS23F0333N

Schedule Title : **Financial and Business Solutions (FABS)**
Product Service Code : **R704**
DUNS# : **807697420**
Contract Period : **September 9, 2003 - September 8, 2018**
Business Size : **Small**

Contract Administrator : **NANCY SLOMOWITZ**
Phone Number : **301-330-2531**
Fax Number : **301-330-2541**
Web Site : <http://www.execman.com>

Online 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.
<http://www.GSAAdvantage.gov>

For more information on ordering from Federal Supply Schedules, visit
<http://www.gsa.gov/portal/content/197989>

CONTRACTOR: EXECUTIVE MANAGEMENT ASSOCIATES, INC. 14800 SENECA RD DARNESTOWN, MD 208743428	Schedule Title : Financial and Business Solutions (FABS) Product Service Code : R704 DUNS# : 807697420 Contract Period : September 9, 2003 - September 8, 2018 Business Size : Small
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Awarded service information listed by Special Item Numbers (SINS):

SIN:520 11 - Accounting

Business Analyst I - Contractor-Site

Assists senior Management and Business Analysts with day-to-day project activities. May perform a variety of administrative and/or technical activities. Assists with requirements analysis and documentation of system specifications. Gathers and documents system and process information. Performs system testing under guidance of senior analyst.

Unit of Issue:	Per Hour
GSA Price:	\$63.9507
09/09/2014 – 09/08/2015:	\$65.1019
09/09/2015 – 09/08/2016:	\$66.2737
09/09/2016 – 09/08/2017:	\$67.4666
09/09/2017 – 09/08/2018:	\$68.6810

Business Analyst I - Government-Site

Assists senior Management and Business Analysts with day-to-day project activities. May perform a variety of administrative and/or technical activities. Assists with requirements analysis and documentation of system specifications. Gathers and documents system and process information. Performs system testing under guidance of senior analyst.

Unit of Issue:	Per Hour
GSA Price:	\$56.3666
09/09/2014 – 09/08/2015:	\$57.3813
09/09/2015 – 09/08/2016:	\$58.4141
09/09/2016 – 09/08/2017:	\$59.4656
09/09/2017 – 09/08/2018:	\$60.5360

Business Analyst II - Contractor-Site

Assists with analysis of business and management processes and systems. Implements small systems and tools under the guidance of senior analyst. Reconciles system data against legacy and enterprise systems. Performs interviews and data gathering. Develops technical documentation, manuals, and procedural guides. Documents system specifications and functional requirements. Can perform all duties of Business Analyst I.

Unit of Issue:	Per Hour
GSA Price:	\$90.1846
09/09/2014 – 09/08/2015:	\$91.8079
09/09/2015 – 09/08/2016:	\$93.4604
09/09/2016 – 09/08/2017:	\$95.1427
09/09/2017 – 09/08/2018:	\$96.8552

Business Analyst II - Government-Site

Assists with analysis of business and management processes and systems. Implements small systems and tools under the guidance of senior analyst. Reconciles system data against legacy and enterprise systems. Performs interviews and data gathering. Develops technical documentation, manuals, and procedural guides. Documents system specifications and functional requirements. Can perform all duties of Business Analyst I.

Unit of Issue:	Per Hour
GSA Price:	\$63.2992
09/09/2014 – 09/08/2015:	\$64.4386
09/09/2015 – 09/08/2016:	\$65.5985
09/09/2016 – 09/08/2017:	\$66.7792
09/09/2017 – 09/08/2018:	\$67.9813

Business Analyst III - Contractor-Site

Analyzes business and management processes for small systems and projects. Reviews customer documentation, defines problems, and develops detailed system requirements and program specifications. Analyzes requirements, evaluates workflow, recommends solutions, and develops implementation plans. Designs, develops and implements small-scale systems and processes. Acts as team lead for small groups of analysts. Can perform all duties of Business Analyst II.

Unit of Issue:	Per Hour
GSA Price:	\$97.6058
09/09/2014 – 09/08/2015:	\$99.3627
09/09/2015 – 09/08/2016:	\$101.1512
09/09/2016 – 09/08/2017:	\$102.9720
09/09/2017 – 09/08/2018:	\$104.8255

Business Analyst III - Government-Site

Analyzes business and management processes for small systems and projects. Reviews customer documentation, defines problems, and develops detailed system requirements and program specifications. Analyzes requirements, evaluates workflow, recommends solutions, and develops implementation plans. Designs, develops and implements small-scale systems and processes. Acts as team lead for small groups of analysts. Can perform all duties of Business Analyst II.

Unit of Issue:	Per Hour
GSA Price:	\$78.3148
09/09/2014 – 09/08/2015:	\$79.7244
09/09/2015 – 09/08/2016:	\$81.1595
09/09/2016 – 09/08/2017:	\$82.6204
09/09/2017 – 09/08/2018:	\$84.1075

Business Analyst IV - Contractor-Site

Analyzes business and management processes for small systems and projects. Designs, develops and implements manual and automated systems in compliance with functional requirements. Ensures that systems are compatible and in compliance with the industry and customers standards. Applies process improvement practices, methodologies and principles. Coordinates activities of junior analysts to ensure proper implementation of system specifications and customer requirements. Has specialized experience in a specific functional area. Can perform all duties of Business Analyst III.

Unit of Issue:	Per Hour
GSA Price:	\$116.4999
09/09/2014 – 09/08/2015:	\$118.5970
09/09/2015 – 09/08/2016:	\$120.7317
09/09/2016 – 09/08/2017:	\$122.9049
09/09/2017 – 09/08/2018:	\$125.1172

Business Analyst IV - Government-Site

Analyzes business and management processes for small systems and projects. Designs, develops and implements manual and automated systems in compliance with functional requirements. Ensures that systems are compatible and in compliance with the industry and customers standards. Applies

process improvement practices, methodologies and principles. Coordinates activities of junior analysts to ensure proper implementation of system specifications and customer requirements. Has specialized experience in a specific functional area. Can perform all duties of Business Analyst III.

Unit of Issue:	Per Hour
GSA Price:	\$101.4743
09/09/2014 – 09/08/2015:	\$103.3008
09/09/2015 – 09/08/2016:	\$105.1602
09/09/2016 – 09/08/2017:	\$107.0531
09/09/2017 – 09/08/2018:	\$108.9801

Functional Expert - Contractor-Site

Is generally recognized as an expert by customer or within field of experience. Performs complex analyses in one or more specific functional areas. Applies specific methodologies, practices, and tools to identify, recommend and implement solutions to customer requirements. Develops sophisticated tools to facilitate analysis and project implementations. May have an advanced degree. May act as Program or Project Manager when required.

Unit of Issue:	Per Hour
GSA Price:	\$189.9181
09/09/2014 – 09/08/2015:	\$193.3366
09/09/2015 – 09/08/2016:	\$196.8167
09/09/2016 – 09/08/2017:	\$200.3594
09/09/2017 – 09/08/2018:	\$203.9658

Functional Expert - Government-Site

Is generally recognized as an expert by customer or within field of experience. Performs complex analyses in one or more specific functional areas. Applies specific methodologies, practices, and tools to identify, recommend and implement solutions to customer requirements. Develops sophisticated tools to facilitate analysis and project implementations. May have an advanced degree. May act as Program or Project Manager when required.

Unit of Issue:	Per Hour
GSA Price:	\$163.9184
09/09/2014 – 09/08/2015:	\$166.8689
09/09/2015 – 09/08/2016:	\$169.8725
09/09/2016 – 09/08/2017:	\$172.9303
09/09/2017 – 09/08/2018:	\$176.0430

Management Analyst I - Contractor-Site

Assists senior management analysts with a variety of tasks. Develops and documents functional requirements, system specifications, recommended solutions, and implementation plans. Designs, develops, and implements complex manual and automated systems. Has specialized experience in at least one functional area. Performs reconciliations and other forms of data analysis. Experience using automated information systems and other tools for business analysis and reporting. Can perform all duties of Business Analyst IV.

Unit of Issue:	Per Hour
GSA Price:	\$135.5162
09/09/2014 – 09/08/2015:	\$137.9555
09/09/2015 – 09/08/2016:	\$140.4387
09/09/2016 – 09/08/2017:	\$142.9665
09/09/2017 – 09/08/2018:	\$145.5399

Management Analyst I - Government-Site

Assists senior management analysts with a variety of tasks. Develops and documents functional requirements, system specifications, recommended solutions, and implementation plans. Designs, develops, and implements complex manual and automated systems. Has specialized experience in at

least one functional area. Performs reconciliations and other forms of data analysis. Experience using automated information systems and other tools for business analysis and reporting. Can perform all duties of Business Analyst IV.

Unit of Issue:	Per Hour
GSA Price:	\$119.4623
09/09/2014 – 09/08/2015:	\$121.6126
09/09/2015 – 09/08/2016:	\$123.8016
09/09/2016 – 09/08/2017:	\$126.0300
09/09/2017 – 09/08/2018:	\$128.2985

Management Analyst II - Contractor-Site

Develops analytical and computational techniques and methodologies for solving problems. Analyzes user needs to determine functional and cross-functional requirements. Performs process and data modeling using both manual and automated tools. Develops and implements quality control methodologies to ensure compliance with quality assurance standards, guidelines, and procedures. Defines and develops quality metrics and scoring parameters, and determines requisite quality control resources. Establishes and maintains a process for evaluating hardware, software, and associated documentation and/or assists in the evaluation. Has specialized experience in one or more functional areas. Experience using and configuring automated information systems and other tools for business analysis and reporting. Can perform all duties of Management Analyst I.

Unit of Issue:	Per Hour
GSA Price:	\$161.6686
09/09/2014 – 09/08/2015:	\$164.5786
09/09/2015 – 09/08/2016:	\$167.5411
09/09/2016 – 09/08/2017:	\$170.5568
09/09/2017 – 09/08/2018:	\$173.6268

Management Analyst II - Government-Site

Develops analytical and computational techniques and methodologies for solving problems. Analyzes user needs to determine functional and cross-functional requirements. Performs process and data modeling using both manual and automated tools. Develops and implements quality control methodologies to ensure compliance with quality assurance standards, guidelines, and procedures. Defines and develops quality metrics and scoring parameters, and determines requisite quality control resources. Establishes and maintains a process for evaluating hardware, software, and associated documentation and/or assists in the evaluation. Has specialized experience in one or more functional areas. Experience using and configuring automated information systems and other tools for business analysis and reporting. Can perform all duties of Management Analyst I.

Unit of Issue:	Per Hour
GSA Price:	\$142.5302
09/09/2014 – 09/08/2015:	\$145.0957
09/09/2015 – 09/08/2016:	\$147.7074
09/09/2016 – 09/08/2017:	\$150.3661
09/09/2017 – 09/08/2018:	\$153.0727

Management Analyst III - Contractor-Site

Analyzes business and management processes for complex and/or multiple programs. Performs strategic business planning and analysis. Provides group facilitation, interviewing, training, and additional forms of knowledge transfer. Reviews work products for correctness and adherence to design concept and user standards; reviews program documentation for adherence to government standards/requirements and project schedules. Has specialized experience in multiple functional areas. Develops work breakdown structures, prepare charts, tables, graphs, and diagrams to assist in analyzing problems. Extensive experience using, designing, and configuring automated information systems and other tools for business analysis and reporting. Can perform all duties of Management Analyst II.

Unit of Issue:	Per Hour
GSA Price:	\$174.8720
09/09/2014 – 09/08/2015:	\$178.0197

09/09/2015 – 09/08/2016:	\$181.2241
09/09/2016 – 09/08/2017:	\$184.4861
09/09/2017 – 09/08/2018:	\$187.8069

Management Analyst III - Government-Site

Analyzes business and management processes for complex and/or multiple programs. Performs strategic business planning and analysis. Provides group facilitation, interviewing, training, and additional forms of knowledge transfer. Reviews work products for correctness and adherence to design concept and user standards; reviews program documentation for adherence to government standards/requirements and project schedules. Has specialized experience in multiple functional areas. Develops work breakdown structures, prepare charts, tables, graphs, and diagrams to assist in analyzing problems. Extensive experience using, designing, and configuring automated information systems and other tools for business analysis and reporting. Can perform all duties of Management Analyst II.

Unit of Issue:	Per Hour
GSA Price:	\$156.9960
09/09/2014 – 09/08/2015:	\$159.8219
09/09/2015 – 09/08/2016:	\$162.6986
09/09/2016 – 09/08/2017:	\$165.6272
09/09/2017 – 09/08/2018:	\$168.6085

Management Analyst IV - Contractor-Site

Serves as project lead for large, complex projects and/or multiple programs. Identifies and manages resources required to meet project requirements. Manages project startup, project transitions, day-to-day project activities, and satisfaction of project objectives. Key coordinator among multiple project teams to ensure integration of project requirements. Provides daily supervision and technical direction for analysts. Directs financial management and administrative activities such as budgeting, manpower/resource planning, and financial reporting. Performs complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues, prepares reports, and recommend solutions. Manages milestones and deliverables to schedules. Prepares project reports and maintains project cost-to-budget data. Has specialized experience in multiple functional areas. May act as Program Manager or Project Manager when required. Can perform all duties of Management Analyst III.

Unit of Issue:	Per Hour
GSA Price:	\$185.6017
09/09/2014 – 09/08/2015:	\$188.9426
09/09/2015 – 09/08/2016:	\$192.3436
09/09/2016 – 09/08/2017:	\$195.8057
09/09/2017 – 09/08/2018:	\$199.3303

Management Analyst IV - Government-Site

Serves as project lead for large, complex projects and/or multiple programs. Identifies and manages resources required to meet project requirements. Manages project startup, project transitions, day-to-day project activities, and satisfaction of project objectives. Key coordinator among multiple project teams to ensure integration of project requirements. Provides daily supervision and technical direction for analysts. Directs financial management and administrative activities such as budgeting, manpower/resource planning, and financial reporting. Performs complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues, prepares reports, and recommend solutions. Manages milestones and deliverables to schedules. Prepares project reports and maintains project cost-to-budget data. Has specialized experience in multiple functional areas. May act as Program Manager or Project Manager when required. Can perform all duties of Management Analyst III.

Unit of Issue:	Per Hour
GSA Price:	\$163.9184
09/09/2014 – 09/08/2015:	\$166.8689
09/09/2015 – 09/08/2016:	\$169.8725

09/09/2016 – 09/08/2017:	\$172.9303
09/09/2017 – 09/08/2018:	\$176.0430

Program Manager - Contractor-Site

Primary customer contact for multiple projects and/or programs. Represents organization to customers and the public. Manages program performance, including planning, staffing, schedules, and finances. Responsible for quality control, formulation and enforcement of work standards, resource management, and communication of organizational policies, purposes, and goals to staff. Generally has expertise in one or more technical fields. May also perform duties of Functional Expert in field of expertise.

Unit of Issue:	Per Hour
GSA Price:	\$200.6886
09/09/2014 – 09/08/2015:	\$204.3010
09/09/2015 – 09/08/2016:	\$207.9783
09/09/2016 – 09/08/2017:	\$211.7219
09/09/2017 – 09/08/2018:	\$215.5329

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Unit of Issue:	Per Hour
GSA Price:	\$168.7539
09/09/2014 – 09/08/2015:	\$171.7914
09/09/2015 – 09/08/2016:	\$174.8837
09/09/2016 – 09/08/2017:	\$178.0316
09/09/2017 – 09/08/2018:	\$181.2362

SIN:520 12 - Budgeting

Business Analyst I - Contractor-Site

Assists senior Management and Business Analysts with day-to-day project activities. May perform a variety of administrative and/or technical activities. Assists with requirements analysis and documentation of system specifications. Gathers and documents system and process information. Performs system testing under guidance of senior analyst.

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Unit of Issue:	Per Hour
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Functional Expert - Contractor-Site

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Management Analyst I - Contractor-Site

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09/09/2016 – 09/08/2017:	\$142.9665
09/09/2017 – 09/08/2018:	\$145.5399

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09/09/2015 – 09/08/2016:	\$123.8016
09/09/2016 – 09/08/2017:	\$126.0300
09/09/2017 – 09/08/2018:	\$128.2985

Management Analyst II - Contractor-Site

Develops analytical and computational techniques and methodologies for solving problems. Analyzes user needs to determine functional and cross-functional requirements. Performs process and data modeling using both manual and automated tools. Develops and implements quality control methodologies to ensure compliance with quality assurance standards, guidelines, and procedures. Defines and develops quality metrics and scoring parameters, and determines requisite quality control resources. Establishes and maintains a process for evaluating hardware, software, and associated documentation and/or assists in the evaluation. Has specialized experience in one or more functional areas. Experience using and configuring automated information systems and other tools for business analysis and reporting. Can perform all duties of Management Analyst I.

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09/09/2016 – 09/08/2017:	\$170.5568
09/09/2017 – 09/08/2018:	\$173.6268

Management Analyst II - Government-Site

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Unit of Issue:	Per Hour
GSA Price:	\$142.5302
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09/09/2015 – 09/08/2016:	\$147.7074
09/09/2016 – 09/08/2017:	\$150.3661
09/09/2017 – 09/08/2018:	\$153.0727

Management Analyst III - Contractor-Site

Analyzes business and management processes for complex and/or multiple programs. Performs strategic business planning and analysis. Provides group facilitation, interviewing, training, and additional forms of knowledge transfer. Reviews work products for correctness and adherence to design concept and user standards; reviews program documentation for adherence to government standards/requirements and project schedules. Has specialized experience in multiple functional areas. Develops work breakdown structures, prepare charts, tables, graphs, and diagrams to assist in analyzing problems. Extensive experience using, designing, and configuring automated information systems and other tools for business analysis and reporting. Can perform all duties of Management Analyst II.

Unit of Issue:	Per Hour
GSA Price:	\$174.8720
09/09/2014 – 09/08/2015:	\$178.0197
09/09/2015 – 09/08/2016:	\$181.2241
09/09/2016 – 09/08/2017:	\$184.4861
09/09/2017 – 09/08/2018:	\$187.8069

Management Analyst III - Government-Site

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Unit of Issue:	Per Hour
GSA Price:	\$156.9960
09/09/2014 – 09/08/2015:	\$159.8219
09/09/2015 – 09/08/2016:	\$162.6986
09/09/2016 – 09/08/2017:	\$165.6272
09/09/2017 – 09/08/2018:	\$168.6085

Management Analyst IV - Contractor-Site

Serves as project lead for large, complex projects and/or multiple programs. Identifies and manages resources required to meet project requirements. Manages project startup, project transitions, day-to-day project activities, and satisfaction of project objectives. Key coordinator among multiple project teams to ensure integration of project requirements. Provides daily supervision and technical direction for analysts. Directs financial management and administrative activities such as budgeting, manpower/resource planning, and financial reporting. Performs complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues, prepares reports, and recommend solutions. Manages milestones and deliverables to schedules. Prepares project reports and maintains project cost-to-budget data. Has specialized experience in multiple functional areas. May act as Program Manager or Project Manager when required. Can perform all duties of Management Analyst III.

Unit of Issue:	Per Hour
GSA Price:	\$185.6017
09/09/2014 – 09/08/2015:	\$188.9426

09/09/2015 – 09/08/2016:	\$192.3436
09/09/2016 – 09/08/2017:	\$195.8057
09/09/2017 – 09/08/2018:	\$199.3303

Management Analyst IV - Government-Site

Serves as project lead for large, complex projects and/or multiple programs. Identifies and manages resources required to meet project requirements. Manages project startup, project transitions, day-to-day project activities, and satisfaction of project objectives. Key coordinator among multiple project teams to ensure integration of project requirements. Provides daily supervision and technical direction for analysts. Directs financial management and administrative activities such as budgeting, manpower/resource planning, and financial reporting. Performs complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues, prepares reports, and recommends solutions. Manages milestones and deliverables to schedules. Prepares project reports and maintains project cost-to-budget data. Has specialized experience in multiple functional areas. May act as Program Manager or Project Manager when required. Can perform all duties of Management Analyst III.

Unit of Issue:	Per Hour
GSA Price:	\$163.9184
09/09/2014 – 09/08/2015:	\$166.8689
09/09/2015 – 09/08/2016:	\$169.8725
09/09/2016 – 09/08/2017:	\$172.9303
09/09/2017 – 09/08/2018:	\$176.0430

Program Manager - Contractor-Site

Primary customer contact for multiple projects and/or programs. Represents organization to customers and the public. Manages program performance, including planning, staffing, schedules, and finances. Responsible for quality control, formulation and enforcement of work standards, resource management, and communication of organizational policies, purposes, and goals to staff. Generally has expertise in one or more technical fields. May also perform duties of Functional Expert in field of expertise.

Unit of Issue:	Per Hour
GSA Price:	\$200.6886
09/09/2014 – 09/08/2015:	\$204.3010
09/09/2015 – 09/08/2016:	\$207.9783
09/09/2016 – 09/08/2017:	\$211.7219
09/09/2017 – 09/08/2018:	\$215.5329

Program Manager - Government-Site

Primary customer contact for multiple projects and/or programs. Represents organization to customers and the public. Manages program performance, including planning, staffing, schedules, and finances. Responsible for quality control, formulation and enforcement of work standards, resource management, and communication of organizational policies, purposes, and goals to staff. Generally has expertise in one or more technical fields. May also perform duties of Functional Expert in field of expertise.

Unit of Issue:	Per Hour
GSA Price:	\$168.7539
09/09/2014 – 09/08/2015:	\$171.7914
09/09/2015 – 09/08/2016:	\$174.8837
09/09/2016 – 09/08/2017:	\$178.0316
09/09/2017 – 09/08/2018:	\$181.2362

SIN:520 13 - Complementary Financial Management Services

Business Analyst I - Contractor-Site

Assists senior Management and Business Analysts with day-to-day project activities. May perform a variety of administrative and/or technical activities. Assists with requirements analysis and documentation of system specifications. Gathers and documents system and process information. Performs system testing under guidance of senior analyst.

Unit of Issue:	Per Hour
GSA Price:	\$63.9507
09/09/2014 – 09/08/2015:	\$65.1019
09/09/2015 – 09/08/2016:	\$66.2737
09/09/2016 – 09/08/2017:	\$67.4666
09/09/2017 – 09/08/2018:	\$68.6810

Business Analyst I - Government-Site

Assists senior Management and Business Analysts with day-to-day project activities. May perform a variety of administrative and/or technical activities. Assists with requirements analysis and documentation of system specifications. Gathers and documents system and process information. Performs system testing under guidance of senior analyst.

Unit of Issue:	Per Hour
GSA Price:	\$56.3666
09/09/2014 – 09/08/2015:	\$57.3813
09/09/2015 – 09/08/2016:	\$58.4141
09/09/2016 – 09/08/2017:	\$59.4656
09/09/2017 – 09/08/2018:	\$60.5360

Business Analyst II - Contractor-Site

Assists with analysis of business and management processes and systems. Implements small systems and tools under the guidance of senior analyst. Reconciles system data against legacy and enterprise systems. Performs interviews and data gathering. Develops technical documentation, manuals, and procedural guides. Documents system specifications and functional requirements. Can perform all duties of Business Analyst I.

Unit of Issue:	Per Hour
GSA Price:	\$90.1846
09/09/2014 – 09/08/2015:	\$91.8079
09/09/2015 – 09/08/2016:	\$93.4604
09/09/2016 – 09/08/2017:	\$95.1427
09/09/2017 – 09/08/2018:	\$96.8552

Business Analyst II - Government-Site

Assists with analysis of business and management processes and systems. Implements small systems and tools under the guidance of senior analyst. Reconciles system data against legacy and enterprise systems. Performs interviews and data gathering. Develops technical documentation, manuals, and procedural guides. Documents system specifications and functional requirements. Can perform all duties of Business Analyst I.

Unit of Issue:	Per Hour
GSA Price:	\$63.2992
09/09/2014 – 09/08/2015:	\$64.4386
09/09/2015 – 09/08/2016:	\$65.5985
09/09/2016 – 09/08/2017:	\$66.7792
09/09/2017 – 09/08/2018:	\$67.9813

Business Analyst III - Contractor-Site

Analyzes business and management processes for small systems and projects. Reviews customer documentation, defines problems, and develops detailed system requirements and program specifications. Analyzes requirements, evaluates workflow, recommends solutions, and develops implemen-

tation plans. Designs, develops and implements small-scale systems and processes. Acts as team lead for small groups of analysts. Can perform all duties of Business Analyst II.

Unit of Issue:	Per Hour
GSA Price:	\$97.6058
09/09/2014 – 09/08/2015:	\$99.3627
09/09/2015 – 09/08/2016:	\$101.1512
09/09/2016 – 09/08/2017:	\$102.9720
09/09/2017 – 09/08/2018:	\$104.8255

Business Analyst III - Government-Site

Analyzes business and management processes for small systems and projects. Reviews customer documentation, defines problems, and develops detailed system requirements and program specifications. Analyzes requirements, evaluates workflow, recommends solutions, and develops implementation plans. Designs, develops and implements small-scale systems and processes. Acts as team lead for small groups of analysts. Can perform all duties of Business Analyst II.

Unit of Issue:	Per Hour
GSA Price:	\$78.3148
09/09/2014 – 09/08/2015:	\$79.7244
09/09/2015 – 09/08/2016:	\$81.1595
09/09/2016 – 09/08/2017:	\$82.6204
09/09/2017 – 09/08/2018:	\$84.1075

Business Analyst IV - Contractor-Site

Analyzes business and management processes for small systems and projects. Designs, develops and implements manual and automated systems in compliance with functional requirements. Ensures that systems are compatible and in compliance with the industry and customer standards. Applies process improvement practices, methodologies and principles. Coordinates activities of junior analysts to ensure proper implementation of system specifications and customer requirements. Has specialized experience in a specific functional area. Can perform all duties of Business Analyst III.

Unit of Issue:	Per Hour
GSA Price:	\$116.4999
09/09/2014 – 09/08/2015:	\$118.5970
09/09/2015 – 09/08/2016:	\$120.7317
09/09/2016 – 09/08/2017:	\$122.9049
09/09/2017 – 09/08/2018:	\$125.1172

Business Analyst IV - Government-Site

Analyzes business and management processes for small systems and projects. Designs, develops and implements manual and automated systems in compliance with functional requirements. Ensures that systems are compatible and in compliance with the industry and customer standards. Applies process improvement practices, methodologies and principles. Coordinates activities of junior analysts to ensure proper implementation of system specifications and customer requirements. Has specialized experience in a specific functional area. Can perform all duties of Business Analyst III.

Unit of Issue:	Per Hour
GSA Price:	\$101.4743
09/09/2014 – 09/08/2015:	\$103.3008
09/09/2015 – 09/08/2016:	\$105.1602
09/09/2016 – 09/08/2017:	\$107.0531
09/09/2017 – 09/08/2018:	\$108.9801

Functional Expert - Contractor-Site

Is generally recognized as an expert by customer or within field of experience. Performs complex analyses in one or more specific functional areas. Applies specific methodologies, practices, and tools to identify, recommend and implement solutions to customer requirements. Develops sophisticated tools to facilitate analysis and project implementations. May have an advanced degree. May act as Program or Project Manager when required.

Unit of Issue:	Per Hour
GSA Price:	\$189.9181
09/09/2014 – 09/08/2015:	\$193.3366
09/09/2015 – 09/08/2016:	\$196.8167
09/09/2016 – 09/08/2017:	\$200.3594
09/09/2017 – 09/08/2018:	\$203.9658

Functional Expert - Government-Site

Is generally recognized as an expert by customer or within field of experience. Performs complex analyses in one or more specific functional areas. Applies specific methodologies, practices, and tools to identify, recommend and implement solutions to customer requirements. Develops sophisticated tools to facilitate analysis and project implementations. May have an advanced degree. May act as Program or Project Manager when required.

Unit of Issue:	Per Hour
GSA Price:	\$163.9184
09/09/2014 – 09/08/2015:	\$166.8689
09/09/2015 – 09/08/2016:	\$169.8725
09/09/2016 – 09/08/2017:	\$172.9303
09/09/2017 – 09/08/2018:	\$176.0430

Management Analyst I - Contractor-Site

Assists senior management analysts with a variety of tasks. Develops and documents functional requirements, system specifications, recommended solutions, and implementation plans. Designs, develops, and implements complex manual and automated systems. Has specialized experience in at least one functional area. Performs reconciliations and other forms of data analysis. Experience using automated information systems and other tools for business analysis and reporting. Can perform all duties of Business Analyst IV.

Unit of Issue:	Per Hour
GSA Price:	\$135.5162
09/09/2014 – 09/08/2015:	\$137.9555
09/09/2015 – 09/08/2016:	\$140.4387
09/09/2016 – 09/08/2017:	\$142.9665
09/09/2017 – 09/08/2018:	\$145.5399

Management Analyst I - Government-Site

Assists senior management analysts with a variety of tasks. Develops and documents functional requirements, system specifications, recommended solutions, and implementation plans. Designs, develops, and implements complex manual and automated systems. Has specialized experience in at least one functional area. Performs reconciliations and other forms of data analysis. Experience using automated information systems and other tools for business analysis and reporting. Can perform all duties of Business Analyst IV.

Unit of Issue:	Per Hour
GSA Price:	\$119.4623
09/09/2014 – 09/08/2015:	\$121.6126
09/09/2015 – 09/08/2016:	\$123.8016
09/09/2016 – 09/08/2017:	\$126.0300
09/09/2017 – 09/08/2018:	\$128.2985

Management Analyst II - Contractor-Site

Develops analytical and computational techniques and methodologies for solving problems. Analyzes user needs to determine functional and cross-functional requirements. Performs process and data modeling using both manual and automated tools. Develops and implements quality control methodologies to ensure compliance with quality assurance standards, guidelines, and procedures. Defines and develops quality metrics and scoring parameters, and determines requisite quality control resources. Establishes and maintains a process for evaluating hardware, software, and associated documentation and/or assists in the evaluation. Has specialized experience in one or more functional areas. Experience using and configuring automated information systems and other tools for business analysis and reporting. Can perform all duties of Management Analyst I.

Unit of Issue:	Per Hour
GSA Price:	\$161.6686
09/09/2014 – 09/08/2015:	\$164.5786
09/09/2015 – 09/08/2016:	\$167.5411
09/09/2016 – 09/08/2017:	\$170.5568
09/09/2017 – 09/08/2018:	\$173.6268

Management Analyst II - Government-Site

Develops analytical and computational techniques and methodologies for solving problems. Analyzes user needs to determine functional and cross-functional requirements. Performs process and data modeling using both manual and automated tools. Develops and implements quality control methodologies to ensure compliance with quality assurance standards, guidelines, and procedures. Defines and develops quality metrics and scoring parameters, and determines requisite quality control resources. Establishes and maintains a process for evaluating hardware, software, and associated documentation and/or assists in the evaluation. Has specialized experience in one or more functional areas. Experience using and configuring automated information systems and other tools for business analysis and reporting. Can perform all duties of Management Analyst I.

Unit of Issue:	Per Hour
GSA Price:	\$142.5302
09/09/2014 – 09/08/2015:	\$145.0957
09/09/2015 – 09/08/2016:	\$147.7074
09/09/2016 – 09/08/2017:	\$150.3661
09/09/2017 – 09/08/2018:	\$153.0727

Management Analyst III - Contractor-Site

Analyzes business and management processes for complex and/or multiple programs. Performs strategic business planning and analysis. Provides group facilitation, interviewing, training, and additional forms of knowledge transfer. Reviews work products for correctness and adherence to design concept and user standards; reviews program documentation for adherence to government standards/requirements and project schedules. Has specialized experience in multiple functional areas. Develops work breakdown structures, prepare charts, tables, graphs, and diagrams to assist in analyzing problems. Extensive experience using, designing, and configuring automated information systems and other tools for business analysis and reporting. Can perform all duties of Management Analyst II.

Unit of Issue:	Per Hour
GSA Price:	\$174.8720
09/09/2014 – 09/08/2015:	\$178.0197
09/09/2015 – 09/08/2016:	\$181.2241
09/09/2016 – 09/08/2017:	\$184.4861
09/09/2017 – 09/08/2018:	\$187.8069

Management Analyst III - Government-Site

Analyzes business and management processes for complex and/or multiple programs. Performs strategic business planning and analysis. Provides group facilitation, interviewing, training, and additional forms of knowledge transfer. Reviews work products for correctness and adherence to design concept and user standards; reviews program documentation for adherence to government standards/requirements and project schedules. Has specialized experience in multiple functional areas. Develops work breakdown structures, prepare charts, tables, graphs, and diagrams to assist in analyzing

problems. Extensive experience using, designing, and configuring automated information systems and other tools for business analysis and reporting. Can perform all duties of Management Analyst II.

Unit of Issue:	Per Hour
GSA Price:	\$156.9960
09/09/2014 – 09/08/2015:	\$159.8219
09/09/2015 – 09/08/2016:	\$162.6986
09/09/2016 – 09/08/2017:	\$165.6272
09/09/2017 – 09/08/2018:	\$168.6085

Management Analyst IV - Contractor-Site

Serves as project lead for large, complex projects and/or multiple programs. Identifies and manages resources required to meet project requirements. Manages project startup, project transitions, day-to-day project activities, and satisfaction of project objectives. Key coordinator among multiple project teams to ensure integration of project requirements. Provides daily supervision and technical direction for analysts. Directs financial management and administrative activities such as budgeting, manpower/resource planning, and financial reporting. Performs complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues, prepares reports, and recommends solutions. Manages milestones and deliverables to schedules. Prepares project reports and maintains project cost-to-budget data. Has specialized experience in multiple functional areas. May act as Program Manager or Project Manager when required. Can perform all duties of Management Analyst III.

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09/09/2017 – 09/08/2018:	\$199.3303

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09/09/2015 – 09/08/2016:	\$169.8725
09/09/2016 – 09/08/2017:	\$172.9303
09/09/2017 – 09/08/2018:	\$176.0430

Program Manager - Contractor-Site

Primary customer contact for multiple projects and/or programs. Represents organization to customers and the public. Manages program performance, including planning, staffing, schedules, and finances. Responsible for quality control, formulation and enforcement of work standards, resource management, and communication of organizational policies, purposes, and goals to staff. Generally has expertise in one or more technical fields. May also perform duties of Functional Expert in field of expertise.

Unit of Issue:	Per Hour
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09/09/2014 – 09/08/2015:	\$204.3010
09/09/2015 – 09/08/2016:	\$207.9783
09/09/2016 – 09/08/2017:	\$211.7219
09/09/2017 – 09/08/2018:	\$215.5329

Program Manager - Government-Site

Primary customer contact for multiple projects and/or programs. Represents organization to customers and the public. Manages program performance, including planning, staffing, schedules, and finances. Responsible for quality control, formulation and enforcement of work standards, resource management, and communication of organizational policies, purposes, and goals to staff. Generally has expertise in one or more technical fields. May also perform duties of Functional Expert in field of expertise.

Unit of Issue:	Per Hour
GSA Price:	\$168.7539
09/09/2014 – 09/08/2015:	\$171.7914
09/09/2015 – 09/08/2016:	\$174.8837
09/09/2016 – 09/08/2017:	\$178.0316
09/09/2017 – 09/08/2018:	\$181.2362

Terms and Conditions:

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

SIN	Description
520 11	Accounting
520 12	Budgeting
520 13	Complementary Financial Management Services

2. Maximum order per SIN:

SIN	Maximum Order
520 11	\$1,000,000.00
520 12	\$1,000,000.00
520 13	\$1,000,000.00

3. Minimum order:

\$300.00

4. Geographic Coverage:

50 St,DC,Terri.

5. Point(s) of production (city, county, and State or foreign country):

N/A

6. Quantity Discounts:

7. Prompt payment terms:

0%-0 0%-0 NET 30

8. Government purchase cards accepted above the micro-purchase threshold:

Yes

9. Government purchase cards are accepted at or below the micro-purchase threshold:

Yes

10. Foreign Items:

N/A

11. Time of Delivery:

10 Days From date of award to date of completion (services only)

12. Expedited Delivery:

N/A

13. Overnight and 2-Day Delivery:

N/A

14. Urgent requirements:

N/A

15. F.O.B. points:

- Alaska : D - Destination
- Continental US : D - Destination
- Hawaii : D - Destination
- Puerto Rico : D - Destination

16. Ordering Addresses:

1	Executive Mgmt Associates Orders 14800 Seneca Road Darnestown, MD 20874 USA Ph:301-330-2531 Fax:301-330-2541 finance@execman.com
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17. Ordering Procedures:

N/A

18. Payment Addresses:

1	Executive Mgmt Associates Payment 14800 Seneca Road Darnestown, MD 20874 USA Ph:301-330-2531 Fax:301-330-2541 finance@execman.com
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19. Warranty Provision:

N/A

20. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):

N/A

21. Terms and conditions of repair parts:

N/A

22. Terms and conditions for any other services:

N/A

23. Terms and conditions of rental, maintenance, and repair:

N/A

24. Terms and conditions of installation:

N/A

25. List of service and distribution points:

N/A

26. List of participating dealers:

N/A

27. Preventative maintenance:

N/A

28. Special attributes such as environmental attributes:

N/A

29. Section 508 compliance information:

N/A

30. Data Universal Number System (DUNS) number:

807697420