



GENERAL SERVICES ADMINISTRATION

Federal Supply Service *Authorized Federal Supply Schedule Price List*

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

Schedule for Multiple Award Schedules (MAS)

Price List current as of Modification # PS-A812 effective 2/4/2020

Contract Number: GS-10F-215BA
Contract Period: 09/02/2019 – 09/01/2024

Contractor:
ESC, Inc.
241 18th Street S, Suite 515
Arlington, VA 22202

Telephone: (703) 291-6704 / (703) 291-6706

FAX Number: (703) 291-6731

Web Site: www.escinc1.com

E-Mail: harris_maggie@escinc1.com

Contract Administrator: Maggie M. Harris

Business Size: Woman-Owned Small Business, Small and Disadvantaged Business

(For more information on ordering from Federal Supply Schedules go to the
GSA Schedules page at <http://www.gsa.gov/schedules-ordering>.)

CUSTOMER INFORMATION:

- 1a. **Awarded Special Item Number(s):** OLM 541611
- 1b. **Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.** N/A
- 1c. **If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item.** See page 6.
2. **Maximum Order:** \$1,000,000.00
3. **Minimum Order:** \$100.00
4. **Geographic Coverage (delivery Area):** Domestic only.
5. **Point(s) of production (city, county, and state or foreign country):** Same as company address.
6. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted). See pages 4-5.
7. **Quantity discounts:** 2.0% discount on task orders equal to or exceeding \$500,000 and 3.5% discount on task orders equal to or exceeding \$1,000,000.
8. **Prompt payment terms:** Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions. 1% – 10%: Net 30 days.
9. **Foreign items (list items by country of origin):** None.
- 10a. **Time of Delivery (Contractor insert number of days):** Specified on the Task Order.
- 10b. **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.



- 10c. 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.
- 10d. 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.
- 11. F.O.B Points(s):** Destination.
- 12a. Ordering Address(es):** Same as company address.
- 12b. Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA are found in Federal Acquisition Regulation (FAR) 8.405-3.
- 13. Payment address(es):** Same as company address.
- 14. Warranty provision:** Contractor’s standard commercial warranty.
- 15. Export Packing Charges (if applicable):** N/A
- 16. Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
- 17. Terms and conditions of installation (if applicable):** N/A
- 18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 18b. Terms and conditions for any other services (if applicable):** N/A
- 19. List of service and distribution points (if applicable):** N/A
- 20. List of participating dealers (if applicable):** N/A
- 21. Preventive maintenance (if applicable):** N/A
- 22a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** N/A
- 22b. 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. contractor’s website or other location.) The EIT standards can be found at:** www.Section508.gov/: N/A

23. Unique Entity Identifier number: WKK3EFA2MA33

24. Notification regarding registration in the System for Award Management (SAM) database: Registered

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

SIN OLM 541611							
Awarded LCAT	Min. Education & Experience	OnSite / Offsite?	Option Year 6	Option Year 7	Option Year 8	Option Year 9	Option Year 10
Project Manager	Bachelors; 10 yrs	Both	\$128.62	\$131.45	\$134.35	\$137.30	\$140.32
Subject Matter Expert	Bachelors; 10 yrs	Both	\$131.66	\$134.55	\$137.51	\$140.54	\$143.63
Admin Support Specialist	Bachelors; 2 yrs	Both	\$ 54.08	\$ 55.27	\$ 56.48	\$ 57.72	\$ 58.99
Strategic Analyst	Bachelors; 5 yrs	Both	\$104.77	\$107.07	\$109.43	\$111.83	\$114.29
Management Analyst	Bachelors; 10 yrs	Both	\$105.44	\$107.76	\$110.13	\$112.55	\$115.03
Senior Analyst	Bachelors; 5 yrs	Both	\$102.20	\$104.44	\$106.74	\$109.09	\$111.49
Functional Area Specialist	Bachelors; 5 yrs	Both	\$ 70.01	\$ 71.55	\$ 73.12	\$ 74.73	\$ 76.37
Medical Logistician	HS; 10 yrs	Both	\$ 65.65	\$ 67.10	\$ 68.57	\$ 70.08	\$ 71.62
Issuance Project Manager	Bachelors; 10 yrs	Both	\$128.62	\$131.46	\$134.35	\$137.30	\$140.32
Issuance Project Analyst	Bachelors; 2 yrs	Both	\$ 72.32	\$ 73.91	\$ 75.54	\$ 77.20	\$ 78.90
Program Manager	Bachelors; 7 yrs	Both	\$ 99.87	\$102.07	\$104.31	\$106.61	\$108.95
Training Specialist	Bachelors; 2 yrs	Both	\$ 62.91	\$ 64.30	\$ 65.71	\$ 67.16	\$ 68.63
Personnel Security Specialist V	Bachelors; 7 yrs	Both	\$117.37	\$119.95	\$122.59	\$125.29	\$128.04
Personnel Security Specialist IV	Bachelors; 5 yrs	Both	\$ 90.72	\$ 92.72	\$ 94.76	\$ 96.84	\$ 98.97
Personnel Security Specialist III	Bachelors; 4 yrs	Both	\$ 62.30	\$ 63.67	\$ 65.07	\$ 66.50	\$ 67.96

SIN OLM 541611							
Awarded LCAT	Min. Education & Experience	OnSite / Offsite?	Option Year 6	Option Year 7	Option Year 8	Option Year 9	Option Year 10
Personnel Security Specialist II	Bachelors; 3 yrs	Both	\$ 53.42	\$ 54.60	\$ 55.80	\$ 57.02	\$ 58.28
Personnel Security Assistant III	Associates; 5 yrs	Both	\$ 39.99	\$ 40.87	\$ 41.77	\$42.69	\$43.63
Personnel Security Assistant II	Associates; 3 yrs	Both	\$ 34.28	\$ 35.03	\$ 35.80	\$ 36.59	\$ 37.39

Service Contract Labor Standards (SCLS) (formerly SCA) Matrix

SCLS Eligible Labor Category	SCLS Equivalent Code Title	Wage Determination No
Administrative Support Specialist	01020 Administrative Assistant	2015-4281
Training Specialist	15095 - Technical Instructor/Course Developer	2015-4281
<p>The Service Contract Labor Standards (SCLS), formerly the Service Contract Act (SCA), apply to this contract and it includes SCLS applicable labor categories. Labor categories and fixed price services marked with a (**) in this pricelist are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS/SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e. nationwide). Per the Multiple Award Schedule Solicitation.</p>		



LABOR CATEGORY DESCRIPTIONS:

Project Manager

Responsible for overall project management, serves as a single point of contact to the agency, and represents the Contractor in dealing with management. Responsible for formulating and enforcing work standards, assigning Contractor schedules, reviewing work discrepancies, and supervising Contract personnel in accordance with contract standards and requirements.

Minimum Education: Bachelor's degree

Minimum Experience: 10 years of relevant experience

Subject Matter Expert

Peer or industry recognized definitive source of knowledge, technique or expertise in a specific subject area such as business, management, information technology, defense strategy and policy, organizational leadership, software development, engineering etc. SME understands, articulates and implements Government or industry best practices to their area of expertise. SME provides guidance on how their knowledge, skills and abilities are utilized in the field.

Minimum Education: Bachelor's degree

Minimum Experience: 10 years of relevant experience

Admin Support Specialist

Compose routine, non-technical correspondence, such as instructions on office procedures, requests for information, and letters of acknowledgement. Prepare a wide variety of recurring and non-recurring correspondence, reports, and other documents, review, and finalize Correspondence / documents prepared by others in handwritten or electronic drafts. Proofread/edit correspondence and documents for correct grammar, spelling, capitalization, punctuation, and format. Maintain applicable spreadsheets, schedules, appointments, archiving documents, and manage routine correspondence as required. Screen incoming mail and refer to appropriate party or reroute to other organizations/offices, or handle personally, establishing coordination controls as required. Establish and monitor suspense dates and bring to appropriate party's attention those that cannot be met.

Minimum Education: Bachelor's degree

Minimum Experience: 2 years of relevant experience

Strategic Analyst

Makes recommendation to the leadership concerning the organizational strategic planning involving 360 evaluations of senior leadership, feedback reports, Executive Council Initiatives, and Quality Improvement Boards. As situation dictates, prepares recommendations concerning mid-course adjustments to these programs. Facilitate meeting for action plan teams working on strategic objectives. Assist in creating a project plan, setting milestones and timeline, executing future meetings, tracking and reporting progress and completing the project. Present expectations for program and process reviews to the Leadership Team. Reviews and researches best practices through site visits, internet research and conferences, compiles such information,



presents information and makes recommendations to the organization for benchmarking purposes.

Minimum Education: Bachelor's degree

Minimum Experience: 5 years of relevant experience

Management Analyst

Develops proposed organizational processes, staffing capabilities, and solutions to assist in meeting overall mission needs. Evaluates alignment of organizational resources and business processes to determine optimal resource allocations, service delivery and performance improvement. Familiar with human resource practices, human capital development, staffing techniques, transition planning, and reorganization approaches. Conducts surveys, interviews, and collects data regarding operational performance and effectiveness.

Minimum Education: Bachelor's degree

Minimum Experience: 10 years of relevant experience

Senior Analyst

Carries out research and analysis independently in support of business unit or company strategies, acquisition pipeline development, the strategy planning process, and/or key operational issues (such as pricing, sales force optimization, etc.). Structures research and analysis in collaboration with project manager. Provides insights on the business implications of the research and analysis. Takes results to a logical and relevant end product, with minimum supervision. Contributes to and leads creation of deliverables, including reports, newsletters, spreadsheets, presentations and other outputs to document and communicate findings. Independently interacts and collaborates with all stakeholders.

Minimum Education: Bachelor's degree

Minimum Experience: 5 years of relevant experience

Functional Area Specialist

Responsible for performing routine assignments associated with the implementation of standard techniques, procedures and/or criteria as they apply to the technical or administrative aspects of the program or functional area. Using prescribed methods and information supplied, prepares draft inputs to program documentation as it relates to any of the support functions; reviews final draft documents for conformity to requirements and completeness. Maintains management files; tracks preparation and delivery status of data deliverables. Attends meetings, design reviews, working groups and briefings. Works under guidelines established by supervisor; receives instructions on specific assignment objectives, features, possible solutions, etc. Work is reviewed for consistency and completeness.

Minimum Education: Bachelor's degree

Minimum Experience: 5 years of relevant experience

Medical Logistician

Performs integrated logistics support activities. Plans, schedules, coordinates and estimates complex tasks associated with products or services to ensure that systems, supplies and equipment achieve the required readiness and sustainability posture within established cost baselines. Develops and ensures requirements and implementation strategies comply with logistics directives, best practices and supportability parameters.

Minimum Education: High School diploma

Minimum Experience: 10 years of relevant experience

Issuance Project Manager

Responsible for the development, implementation, and interpretation of central budgets, policies, plans, performance measures, programs, processes, and legislation. Employees evaluate and monitor programs and advise and make recommendations to state officials and executive management in state agencies. Applies knowledge of research, analysis, planning, evaluation, and measurement techniques; and specialized knowledge of agency program areas, and related agency, state and federal policies. May represent agency at committee meetings, sub-committee meetings, board meetings, hearings and other public meetings. Provides technical and/or administrative advice/guidance regarding the modification of policies, contracts and other program or procedural areas. Frequent contacts with agency management, public officials, and special interest groups to discuss, interpret, and review research, studies, findings, and recommendations.

Minimum Education: Bachelor's degree

Minimum Experience: 10 years of relevant experience

Issuance Project Analyst

Applies knowledge of research, analysis, planning, evaluation, and measurement techniques; and specialized knowledge of agency program areas, and related agency, state and federal policies. May represent agency at committee meetings, sub-committee meetings, board meetings, hearings and other public meetings. Provides technical and/or administrative advice/guidance regarding the modification of policies, contracts and other program or procedural areas. Frequent contacts with agency management, public officials, and special interest groups to discuss, interpret, and review research, studies, findings, and recommendations.

Minimum Education: Bachelor's degree

Minimum Experience: 2 years of relevant experience

Program Manager

Directs and/or supervises personnel, providing management support in the form of organization, directing and coordinating, planning and execution of all program/technical support activities. Must be able to effectively communicate with higher echelon personnel in order to interface with all levels of management. Assigns duties and reviews work of subordinates and establishes and alters management structure as necessary within the program to effectively direct program/technical support activities. Meets and confers with appropriate officials regarding the status of specific program/technical activities and progress. May provide expertise in the field of



resolution of problems, issues or conflicts as required. Ensures that program schedule, performance, and deliverables are met.

Minimum Education: Bachelor's degree

Minimum Experience: 7 years of relevant experience

Training Specialist

Analyzes the need for and designs, develops, trains and provides materials, to include lesson plans, PowerPoint slide presentations, job aids, interactive courseware (e-Learning), tests, training surveys, and student handouts for the delivery of formal and informal technical training.

Minimum Education: Bachelor's degree

Minimum Experience: 2 years of relevant experience

Personnel Security Specialist V

Provide supervisory adjudicative services and large team oversight for security support personnel in accordance with the relevant Executive Orders (E.O.s), U.S. Code of Federal Regulations (CFR), and the policies, orders, and guiding. Personnel will include review of investigative reports and evaluation of derogatory and mitigating information. With the understanding that final decisions regarding suitability/security determinations or campus access authorizations are made by appropriate Federal employees.

Minimum Education: Bachelor's Degree

Minimum Experience: 7 years of relevant experience

Personnel Security Specialist IV

Provide supervisory adjudicative services for security support personnel in accordance with the relevant Executive Orders (E.O.s), U.S. Code of Federal Regulations (CFR), and the policies, orders, and guiding. Personnel will include review of investigative reports and evaluation of derogatory and mitigating information. With the understanding that final decisions regarding suitability/security determinations or campus access authorizations are made by appropriate Federal employees.

Minimum Education: Bachelor's Degree

Minimum Experience: 5 years of relevant experience

Personnel Security Specialist III

Provide adjudicative services in accordance with the relevant Executive Orders (E.O.s), U.S. Code of Federal Regulations (CFR), and the policies, orders, and guiding. Personnel will include review of investigative reports and evaluation of derogatory and mitigating information. With the understanding that final decisions regarding suitability/security determinations or campus access authorizations are made by appropriate Federal employees.



Minimum Education: Bachelor's Degree

Minimum Experience: 4 years of relevant experience

Personnel Security Specialist II

Provide adjudicative services in accordance with the relevant Executive Orders (E.O.s), U.S. Code of Federal Regulations (CFR), and the policies, orders, and guiding. Personnel will include review of investigative reports and evaluation of derogatory and mitigating information. With the understanding that final decisions regarding suitability/security determinations or campus access authorizations are made by appropriate Federal employees.

Minimum Education: Bachelor's Degree

Minimum Experience: 3 years of relevant experience

Personnel Security Assistant III

Provide administrative security services in accordance with the relevant Executive Orders (E.O.s), U.S. Code of Federal Regulations (CFR), and the policies, orders, and guiding directives. Incumbent will include review of investigative reports and evaluation of derogatory and mitigating information.

Minimum Education: Associate's Degree

Minimum Experience: 5 years of relevant experience

Personnel Security Assistant II

Provide administrative security services in accordance with the relevant Executive Orders (E.O.s), U.S. Code of Federal Regulations (CFR), and the policies, orders, and guiding directives. Personnel Security Assistant will review investigative reports and evaluate derogatory and mitigating information.

Minimum Education: Associate's Degree

Minimum Experience: 3 years of relevant experience

Substitution Methodology

Degree	Experience Equivalent
Associate's	High School Diploma plus 4 years of relevant experience
Bachelor's	Associate's Degree plus 5 years of relevant experience or High School Diploma and 8 years relevant experience
Master's	Bachelor's Degree plus 6 years relevant experience