



**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>.*

**Multiple Award Schedule (MAS)**  
**Federal Supply Group: Professional Services & Information**  
**Technology Services**

**Contract Number: GS-00F-327GA**

**Contract Period:** August 14, 2017 through August 13, 2027

**IBS Management & Consultancy Services, LLC**  
1627 K Street, NW, Suite 500, Washington, DC 20006

**Website:** [www.ibs-mc.com](http://www.ibs-mc.com)

**Telephone:** (202) 534-7436

**Fax Number:** (202) 609-8830

**Contract Administrator:** Olu Adebo

**E-mail:** [Oadebo@ibs-mc.com](mailto:Oadebo@ibs-mc.com)

**Business Size:** Small Business  
SBA 8(a)  
SBA Certified Small Disadvantaged Business

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at [GSA.gov](http://GSA.gov).

Price List Current as of Modification #PS-0006 effective September 9, 2022

**1a. Table of Special Item Numbers:**

SINs		SIN Description
541211	541211/RC	Auditing Services
541219	541219/RC	Budget and Financial Management Services
541611	541611/RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
54151S	54151S /RC	Information Technology Professional Services
OLM	OLM/RC	Order-Level Materials (OLM)

**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. See below.**

**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 below.**

**2. Maximum Order:** 541211, 541219, 541611: \$1,000,000.00  
 54151S: \$500,000

**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):** Washington, DC

**6. Prices shown herein are net prices**

**7. Quantity discounts:** None Offered

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

**9. Foreign items (list items by country of origin):** None

**10a. Time of Delivery:** As agreed with Government customer

**10b. Expedited Delivery:** Services available for expedited delivery will be provided in accordance with the terms and conditions negotiated for that delivery and specified in the task

order, or task order modification.

**10c. Overnight and 2-Day Delivery:** Services that can be provided on an overnight and 2-day delivery schedule will be provided in accordance with the terms and conditions negotiated for that delivery and specified in the task order, or task order modification.

**10d. Urgent Requirements:** Services that can be provided on an urgent requirement schedule will be provided in accordance with the terms and conditions negotiated for that delivery. Contact Contractor to effectuate a faster delivery.

**11. F.O.B Points:** Destination

**12a. Ordering Address(es):** 1627 K Street, NW, Suite 500, Washington, DC 20006

**12b. Ordering procedures:** For supplies and services, the ordering procedures information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.

**13. Payment address:** 1627 K Street, NW, Suite 500, Washington, DC 20006

**14. Warranty provision:** N/A

**15. Export Packing Charges:** 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:** 1627 K Street, NW, Suite 500, Washington, DC 20006

**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. Section 508 Compliance Information:** N/A

**23. Unique Entity Identifier (UEI) number:** D4DVJXCFFBL1

**24. Notification regarding registration in System for Award Management (SAM) database:** Registered and Current; **CAGE Code:** 6VUR3

**GSA PRICING**

SIN	Labor Category	Year 6 8/14/22- 8/13/23	Year 7 8/14/23- 8/13/24	Year 8 8/14/24- 8/13/25	Year 9 8/14/25- 8/13/26	Year 10 8/14/26- 8/13/27
541211, 541219 & 541611	Partner/Principal	\$277.49	\$284.15	\$290.97	\$297.95	\$305.11
541211, 541219 & 541611	Senior/Project Manager	\$235.22	\$240.87	\$246.65	\$252.57	\$258.64
541211, 541219 & 541611	Manager/Senior Consultant	\$217.81	\$223.04	\$228.39	\$233.87	\$239.49
541211, 541219 & 541611	Associate Consultant	\$174.24	\$178.42	\$182.70	\$187.08	\$191.58
541211, 541219 & 541611	Staff Consultant II	\$136.13	\$139.40	\$142.74	\$146.17	\$149.67
541211, 541219 & 541611	Staff Consultant I	\$108.91	\$111.52	\$114.20	\$116.94	\$119.75
541211, 541219 & 541611	Junior Consultant	\$81.67	\$83.64	\$85.64	\$87.70	\$89.80
541211, 541219 & 541611	Partner/ Principal II	\$210.50	\$215.55	\$220.72	\$226.02	\$231.44
541211, 541219 & 541611	Subject Matter Expert	\$186.57	\$191.04	\$195.63	\$200.32	\$205.13
541211, 541219 & 541611	Senior/Project Manager II	\$187.11	\$191.61	\$196.20	\$200.91	\$205.73
541211, 541219 & 541611	Accounting Clerk I**	\$46.40	\$47.52	\$48.65	\$49.82	\$51.02
54151S	IT Project Lead	\$187.11	\$191.61	\$196.20	\$200.91	\$205.73
54151S	IT Senior Consultant	\$136.87	\$140.15	\$143.52	\$146.96	\$150.49
54151S	IT Consultant	\$120.66	\$123.56	\$126.52	\$129.55	\$132.66
54151S	IT Consultant II	\$99.14	\$101.52	\$103.96	\$106.46	\$109.02

**SERVICE CONTRACT LABOR STANDARDS MATRIX**

SCLS Eligible Labor Category	SCLS Equivalent Code Title	WD Number
Accounting Clerk I	01011 - Accounting Clerk I	2015-4281
<p><i>The Service Contract Labor Standards, 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).</i></p>		

## LABOR CATEGORY DESCRIPTIONS

### Education Substitutions:

H.S. Diploma + 4 years additional experience	Equals	Bachelor's Degree
Associate Degree + 2 years additional experience	Equals	Bachelor's Degree
Bachelor's Degree + 2 years additional experience	Equals	Master's Degree
Master's Degree + 4 years additional experience	Equals	PhD

### Experience Substitutions:

A PhD 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 High School Diploma
An Associate Degree may be substituted for 3 years of required experience with a High School Diploma

### Partner/ Principal

**Functional Duties/Responsibilities:** Provides strong executive level management and direction on program financial advisory service engagements. Serves as liaison with governmental agency, commits the firm, directs projects, reviews final reports, assumes signatory authority for audit reports, provides final quality control review, provides issue resolution and employs proven problem-solving techniques. Possesses a broad understanding of the financial management operations and services; and has proficient knowledge of Generally Accepted Accounting Principles (GAAP), Generally Accepted Auditing Standards (GAAS), Government Auditing Standards (GAO), Office of Management and Budget (OMB) regulations, other federal regulations, guidelines, standards and concepts, or other relevant industry practices pertaining to the engagement. Has experience in financial management, cost estimation, procurement formulation, strategic planning and execution, or business management functions pertaining to the engagement. May be involved in program planning, audits and evaluations, project development, business strategies and design, organizational and infrastructure designs, Federal accounting, budget planning, budget formulation, and budget execution function and must have demonstrated capability in managing multiple tasks.

**Minimum Education Level:** Bachelor's Degree in Accounting or other technical field from an accredited college or university.

**Required Certification:** CPA on attestation engagement.

**Minimum Experience Requirement:** 15 years of consulting and/or directly relevant industry experience.

### Senior/ Project Manager

**Functional Duties/Responsibilities:** Provides strong senior management level direction on client engagements. This position assumes responsibility for project delivery and oversight of key project activities. Manages and supervises project teams, provides on-site quality control, monitors engagement budget, plans and assigns tasks to project team, supervises or manage teams, acts as liaison between project senior and project partner/principal, reviews work papers, provides technical assistance to federal agencies and project staff; and assist project team in a specific subject matter. A senior manager has deep knowledge of Federal accounting, budget planning, budget formulation, and budget execution functions; and has proficient knowledge of GAAP, GAAS, GAO, OMB, other federal regulations, guidelines, standards and concepts, or other relevant industry practices pertaining to the engagement. A Senior Manager performs auditing,

accounting, or financial and management advisory services functions pertaining to the engagement. A Senior Manager may be involved in financial management, cost estimating, procurement, strategic planning and execution, or business/program audits and evaluations, project development, process and productivity improvement, system alignment and organizational assessments. Must have expertise in management and control of funds and resources and demonstrated capability in managing multiple tasks.

**Minimum Education Level:** Bachelor's Degree in Accounting or other technical field from an accredited college or university.

**Required Certification:** CPA on attestation engagement.

**Minimum Experience Requirement:** 12 years of consulting and/or directly relevant industry experience.

### **Manager/Senior Consultant**

**Functional Duties/Responsibilities:** Provides senior level management and direction on client engagements. Manages and supervises project teams, provides onsite quality control, monitors engagement budget, plans and assigns tasks to project team, acts as liaison between project senior and project partner/principal, maintains day-to-day interaction with the client, reviews work papers, provides technical assistance to federal agencies and project staff. A manager has advanced knowledge of Federal accounting principles and transactions as well as budget planning, formulation and execution processes. A manager/senior consultant has a deep understanding of the applicable GAAP, GAAS, GAO, OMB, other federal regulations, guidelines, standards and concepts, or other relevant industry practices pertaining to the engagement. A Manager performs auditing, accounting, or financial and management advisory services functions pertaining to the engagement. Performs auditing, accounting, or financial services functions; and recognized in the specific subject matter, such as actuarial science, statistics, appraisals, or any areas that may be necessary for successful completion of the engagement. May be involved in financial management, cost estimating, procurement, strategic planning and execution, or business audits and evaluations, project development, organizational assessments, system alignment, and process and productivity improvement. Must possess expertise in management and control of funds and resources and have demonstrated capability in managing multiple tasks.

**Minimum Education Level:** Bachelor's Degree in Accounting or other technical field from an accredited college or university.

**Required Certification:** CPA on attestation engagement.

**Minimum Experience Requirement:** 10 years of consulting and/or directly relevant industry experience.

### **Associate Consultant**

**Functional Duties/Responsibilities:** Provides senior level analytical and program support on client engagements. Assists project team in a specific subject matter, such as actuarial science, statistics, appraisals, or any areas that may be necessary for successful completion of the engagement. An Associate Consultant has relevant industry experience and/or educational training in related fields. An associate has a working knowledge of federal accounting principles and transactions, as well as an understanding of budget planning, formulation and execution processes. An Associate Consultant is proficient with various financial analysis methods and understands GAAP, GAAS, GAO, OMB, other federal regulations, guidelines, standards and concepts, or other relevant industry practices pertaining to the engagement. An Associate Consultant performs auditing, accounting and financial, or management advisory services,

benchmarking analysis. An Associate Consultant may also be involved in building organizational design models, assisting in defining business and technical needs, and other functions pertaining to the engagement.

**Minimum Education Level:** Bachelor's Degree in Business or other technical field from an accredited college or university.

**Minimum Experience Requirement:** 6 years of consulting and/or directly relevant industry experience.

### **Staff Consultant II**

**Functional Duties/Responsibilities:** Provides analytical and program support on client engagements. Serves on project team, and aids on completing work plan activities, analyzes relevant data and information, and supports implementation of business solutions. A Staff Consultant II has knowledge of federal accounting principles and transactions, as well as an understanding of budget planning, formulation and execution processes. He or she is proficient with various financial analysis methods and understands financial systems requirements. Performs auditing, accounting, or financial and management advisory functions pertaining to the engagement; and possess ability to work with minimal direct supervision.

**Minimum Education Level:** Bachelor's Degree in Business from an accredited college or university.

**Minimum Experience Requirement:** 4 years consulting and/or directly relevant industry experience.

### **Staff Consultant I**

**Functional Duties/Responsibilities:** Provides analytical and program support on client engagements. Serves as a key analytical resource on a project team, and performs tasks as assigned under the supervision of an associate consultant/senior consultant or manager. A Staff Consultant I have exposure to federal accounting principles and budget planning, formulation and execution processes. A Staff Consultant I perform assigned work such as conducting relevant research, distilling data and creating reports. A Staff Consultant I may be involved in process improvement diagnoses, process modeling and documentation, benchmarking activities, change management activities, and accounting; may also be involved in financial services functions pertaining to the engagement, such as information systems design and internal controls reviews. Requires an ability to work independently, meet deadlines, and communicate effectively with supervisory personnel.

**Minimum Education Level:** Bachelor's Degree in Business from an accredited college or university.

**Minimum Experience Requirement:** 2 years consulting and/or relevant industry experience.

### **Junior Consultant**

**Functional Duties/Responsibilities:** Provides analytical and program support on client engagements; and serves as an analytical resource on a project team. This position primarily conducts research, collects and distills data. This position works as directed, provides financial and data modeling, evaluating current processes, preparing appropriate documentation for client, assists with management advisory or Information Technology systems design and technical solutions, and provides overall support to the project team pertaining to the engagement. Requires an ability to work independently, meet deadlines, and communicate effectively with supervisory personnel.

**Minimum Education Level:** Associate Degree in Business from an accredited college or

university.

**Minimum Experience Requirement:** None.

### **Partner/ Principal II**

**Functional Duties/Responsibilities:** Provides executive level management and direction on client engagements in the areas of Management Consulting, Information Technology or a field requiring specific subject matter expertise, experience in project definition and analysis, creation of competitive strategies, and integration of global technical solutions. Must be proficient in project estimation and resource planning efforts and in resolving global project issues, such as technical compatibility, client expectations, and timing. Identify themes capable of being developed into new strategy methodology, help to ensure overall soundness of analytical approach, and able to suggest alternatives. Manage resources, champions firm initiatives, and leads developments in new business enterprises through technical innovations.

**Minimum Education Level:** Bachelor's Degree in Accounting or other technical field from an accredited college or university.

**Required Certification:** CPA or PMP or CGFM or related certifications.

**Minimum Experience Requirement:** 8 years of consulting and/or directly relevant industry experience.

### **Subject Matter Expert**

**Functional Duties/Responsibilities:** Displays expert and flexible use of relevant knowledge and techniques in consulting or training. Contributes to advanced methods and techniques in the fields of consulting, facilitation or training including the design of consulting/facilitation methodology. Industry experience may include mortgage and housing industries; securities; transportation; healthcare; defense; telecommunications; energy; technology; Federal, state, and local governments; education; and a broad range of Federal and commercial programs, activities, and functions. Responsible for providing high level vision to program/project manager or senior client leadership to influence objectives of complex efforts. The individual is primarily utilized on projects for their specific expertise, and not in a managerial capacity.

**Minimum Education Level:** Advanced degree in social science, business, science, or equivalent.

**Required Certification:** Appropriate Licensures as may be required/defined.

**Minimum Experience Requirement:** 10 years of consulting and/or directly relevant industry experience.

### **Senior/ Project Manager II**

**Functional Duties/Responsibilities:** Manage and supervise project teams, provide on-site quality control, monitor engagement budget, plan and assign tasks to project team, advise and consult partners of all significant developments, review workpapers, oversees drafting of reports, provide technical assistance to federal agencies and project staff. Proficient knowledge of GAO FISCAM; GAAS; federal regulations, guidelines, standards, and concepts; or other relevant industry practices pertaining to the engagement. Knowledge of Federal contracting and procurement regulations. Serves as a liaison between the company's staff members and clients. Coordinates and directs staff members with diverse technical skills and backgrounds to ensure delivery of a high-quality product on time and within budget limitations. Responsible for the administrative, contractual, and financial aspects of a project.

**Minimum Education Level:** Bachelor's Degree in Accounting or other technical field from an accredited college or university.

**Required Certification:** CPA or CIA or PMP or related certifications.

**Minimum Experience Requirement:** 9 years of consulting and/or directly relevant industry experience.

### **Accounting Clerk I**

**Functional Duties/Responsibilities:** Responsible for the verification and processing for payment of all valid vendor invoices against establish obligations. Review of invoices to ensure that contractual provisions have been met, services were properly rendered, goods were supplied, and the quantities being billed, and the unit costs are in accordance with the contract or purchase orders, the payee's name and bank information are correct, the charges are correct through a mathematical check, and the appropriate administrative approvals are verified. Verify the basic invoice information and all required accounting classification information against the data in the obligation modules of the applicable computer system. Ensure that charges are appropriately and accurately distributed in the case of multi-year, multi-program funded contracts. Perform general accounting support including the following- JV and payroll processing; Accounts Payable/Receivable support including providing collection and/or payment functions including tracking of payment plans; Provide accurate and courteous response to customer inquiries; and Perform data entry tasks and basic filing and office administration tasks, as required.

**Minimum Education Level:** High school or GED

**Minimum Experience Requirement:** 2 years of relevant experience.

### **IT Project Lead**

**Functional Duties/Responsibilities:** Responsible for leading the effort client with business units to identify, document, and improve upon processes, procedures, and other functional elements; and facilitates business process workshops to capture all necessary information and works with project manager and functional implementer to ensure transparent and focused execution of the project plan. Also responsible for leading the effort to prepare workflows, perform gap analysis, define business requirements, create development specifications, create/execute test scripts, assist in preparing training materials and training sessions, and write conversion data mapping documents. In addition, ensure requirements are defined to result in fully and accurately functioning systems and adhere to all reporting rules and client requirements based on user-friendly functionality and develop testing strategies and plans, perform test execution, manage defect management, and develop implementation plan for their specific area. Be a bridge between internal programmers, client technology staff, and client operational experts to implement workflow modifications and perform quality assurance testing affecting overall Broadridge solution.

**Minimum Education Level:** Bachelors

**Minimum Experience Requirement:** 5 years of relevant experience

### **IT Senior Consultant**

**Functional Duties/Responsibilities:** Responsible for supporting a team of business analysts and software engineers in designing and creating a software system and related computer applications, following the specifications of a client's software needs. In addition, responsible for understanding the client's business process, requirements and mapping to the software system and identify gaps between the requirements and software system with the help of Technical architect and help suggest solutions. The role supports the team in the implementation and post implementation phase with varied assignments.

**Minimum Education Level:** Bachelors

**Minimum Experience Requirement:** 3 years of relevant experience

**IT Consultant**

**Functional Duties/Responsibilities:** Responsible for process improvement and reengineering methodologies and principles to conduct change management efforts and business process modernization projects. Apply their broad management skills and functional expertise to lead complex BPR projects for clients through streamlining, reengineering, and transforming business processes facilitate organizational change programs and realize business goals, provide group, facilitation, interviewing, training, and provides additional forms of knowledge transfer and serve as key coordinator between multiple project teams for enterprise-wide integration of reengineering efforts. Provide daily supervision and direction to the Business Process Reengineering team members.

**Minimum Education Level:** Bachelors

**Minimum Experience Requirement:** 2 years of relevant experience

**IT Consultant II**

**Functional Duties/Responsibilities:** Responsible for implementation support to include historical data analysis, tree and/or module updates, audits, maintenance, and quality assurance testing. The contractor shall provide support for report writing and testing for financial and statistical reports as needed and provide support for financial reviews, including cataloging documents, organizing, and compiling responses to requests from the system integrator. The services may also include documenting procedures and training materials for new users.

**Minimum Education Level:** Bachelors

**Minimum Experience Requirement:** 1 year of relevant experience