



**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 are available through *GSA Advantage!*®, a menu-driven database system. The INTERNET address *GSA Advantage!*® is:
GSAAdvantage.gov.

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

Mission Oriented Business Integrated Services (MOBIS)

FSC Group 874

Contract Number

GS-10F-0404Y

Period Covered by Contract

August 1, 2012 thru July 31, 2017

Knight Point Systems, LLC
1775 Wiehle Avenue, Suite 101
Reston, VA 20190 5109
Phone: **(703) 657-7057**
Fax: **(571) 266-3106**
www.knightpoint.com

Business size:

Large Business

Pricelist current through Award, effective August 1, 2012

CUSTOMER INFORMATION

- 1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:
874-7/7RC - Program and Project Management
874-1/1RC - Consulting Services
- 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 only
5. Point(s) of production (city, county, and state or foreign country):
Not Applicable
6. Discount from list prices or statement of net price: Government net prices (discounts already deducted).
Prices shown are net Government awarded discount
7. Quantity discounts:
Additional 1.5% for orders exceeding \$150,000.00
8. Prompt payment terms:
Net 30 days
- 9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold:
Government purchase cards are accepted up to the micro-purchase threshold
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:
Government purchase cards will be accepted above the micro-purchase threshold

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:
Contact Contractor
- 11c. 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:
When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.
12. F.O.B Points(s):
Destination
- 13a. Ordering Address(es):
**1775 Wiehle Avenue, Suite 101
Reston, VA 20190-5109**
- 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):
**1775 Wiehle Avenue, Suite 101
Reston, VA 20190-5109**
15. Warranty provision.:
Knight Point Systems, LLC. certifies that all labor provided will meet the minimum education and experience requirements set forth in the awarded GSA Schedule Pricelist.
16. Export Packing Charges (if applicable):
Not Applicable

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):
Government purchase cards will be accepted for all orders.
18. Terms and conditions of rental, maintenance, and repair (if applicable):
Not Applicable
19. Terms and conditions of installation (if applicable):
Not Applicable
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):
Not Applicable
- 20a. Terms and conditions for any other services (if applicable):
Not Applicable
21. List of service and distribution points (if applicable):
Not Applicable
22. List of participating dealers (if applicable):
Not Applicable
23. Preventive maintenance (if applicable):
Not Applicable
- 24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:
Not Applicable
- 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/
Not Applicable
25. Data Universal Numbering System (DUNS) number:
62-2594492

Subject Matter Expert/Consultant - Senior

The Subject Matter Expert (SME) Senior shall possess at least 15 years of experience in their recognized field of expertise. A person is typically designated as a SME by a consistent and widespread reputation across the community and discipline in which they work and it is indicative of compensation which is well above the norm if solely based on degree or years of experience. A subject matter expert understands, articulates, and implements best practices related to their area of expertise. The subject matter expert may lead or be an active participant of a work-group with the need for specialized knowledge. The subject matter expert provides guidance on how their area of capability can assist the client in completing the goals of the project.

Education requirement is Bachelor's degree or equivalent, Advanced degree, preferred.

Subject Matter Expert/Consultant – II

The Subject Matter Expert (SME) II shall possess at least 10 years of experience in their recognized field of expertise. A person is typically designated as a SME by a consistent and widespread reputation across the community and discipline in which they work and it is indicative of compensation which is well above the norm if solely based on degree or years of experience. A subject matter expert understands, articulates, and implements best practices related to their area of expertise. The subject matter expert may lead or be an active participant of a work-group with the need for specialized knowledge. The subject matter expert provides guidance on how their area of capability can assist the client in completing the goals of the project.

Education requirement is Bachelor's degree or equivalent, Advanced degree, preferred.

Subject Matter Expert/Consultant I

The Subject Matter Expert (SME)/Consultant I shall possess at least 8 years of experience in their recognized field of expertise. A person is typically designated as a SME by a consistent and widespread reputation across the community and discipline in which they work and it is indicative of compensation which is well above the norm if solely based on degree or years of experience. A subject matter expert understands, articulates, and implements best practices related to their area of expertise. The subject matter expert may lead or be an active participant of a work-group with the need for specialized knowledge. The subject matter expert provides guidance on how their area of capability can assist the client in completing the goals of the project.

Education requirement is Associate's degree or better. Bachelor's degree or Advanced degree, preferred.

Business Case Consultant-Analyst Sr.

The Business Process Consultant SR shall possess at least twelve (12) years experience. Researches and analyzes basic and complex issues surrounding the processes and systems of an organization. Makes recommendations surrounding improving processes, efficiency and practices. Simulates and tests process improvements. Communicates changes and may provide training to impacted business units. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. May lead and direct the work of others. A wide degree of creativity and latitude is expected.

Education requirement is a Bachelor's degree or equivalent. Advanced degree, preferred.

Business Case Consultant - Analyst II

The Business Process Consultant II shall possess at least eight (8) years experience. Researches and analyzes basic and complex issues surrounding the processes and systems of an organization. Makes recommendations surrounding improving processes, efficiency and practices. Simulates and tests process improvements. Communicates changes and may provide training to impacted business units. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. May lead and direct the work of others. A wide degree of creativity and latitude is expected.

Education requirement is an Associate's degree or equivalent. Bachelor's degree or Advanced degree, preferred.

Program Manager II

Project Manager II shall have at least eight (8) years with three (3) years project management relevant experience. Responsible for the overall completion of a program which may include coordinating several projects into one overarching Program. Lending expertise to client and project teams and task forces. Keeping the requirements of the client on task by managing across projects and addressing issues as being appropriate.

Education requirement is Bachelor's degree or equivalent and PMP Certification

Project Manager SR

At least twelve (12) years with 5 years project management relevant experience. Duties will be to plan, execute, and finalize projects according to deadlines and within budget. This includes acquiring resources and coordinating the efforts of team members and third-party contractors or consultants in order to deliver projects according to plan. The Project Manager will also define the project's objectives and oversee quality control throughout its life cycle.

Education requirement is Bachelor's degree or equivalent and PMP certification.

Project Manager II

Project Manager II will have at least eight (8) years with three (3) years. Duties will be to plan, execute, and finalize projects according to deadlines and within budget. This includes acquiring resources and coordinating the efforts of team members and third-party contractors or consultants in order to deliver projects according to plan. The Project Manager will also define the project's objectives and oversee quality control throughout its life cycle.

Education requirement is Bachelor's degree or equivalent. PMP certification, preferred.

Project Manager I

Project Manager I will have at least five (5) years with one (1) year project management. Duties will be to plan, execute, and finalize projects according to deadlines and within budget. This includes acquiring resources and coordinating the efforts of team members and third-party contractors or consultants in order to deliver projects according to plan. The Project Manager will also define the project's objectives and oversee quality control throughout its life cycle.

Education requirement is Associate's degree or equivalent. Bachelor's degree, preferred.

Training Specialist Senior:

Training Specialist Senior shall have a minimum of eight (8) years of experience in the field or in a related area. Designs and conducts training programs. Involved in initial plan design and existing plan enhancements. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. May lead and direct the work of others. A wide degree of creativity and latitude is expected.

Educational requirement is a Bachelor's degree in a related area or equivalent.

Technical Writer*:

Technical Writer shall have minimum of three (3) years of experience in the field or in a related area. Prepares clear, concise written documentation which communicates information to a target audience. Some common examples of include documentation guides, manuals, policy documents, design documents, etc. Possessing the skill of creating clear written communications.

Educational requirement is an Associate's degree in a related area or equivalent.

Support Specialist III*:

Support Specialist III must possess a minimum of seven (7) experience. Demonstrated supervisory skills in managing program support projects or demonstrated independence in execution of such projects. Progressive experience and independence executing in company or program support areas such as quality assurance, document management, technical publications and material handling and/or assembly is necessary. Establishes and maintains processes for evaluating and controlling documentations.

Educational requirement is an Associate's degree or equivalent.

Support Center Analyst II*:

Support Specialist II must possess a minimum of five (5) years of experience providing general business support. Skills in program support projects or demonstrated independence in execution of such projects. Progressive experience and independence executing in company or program support areas such as quality assurance, document management, technical publications and material handling and/or assembly is necessary. Establishes and maintains processes for evaluating and controlling documentations.

Educational requirement is an Associate's degree or equivalent.

Administrative Support*:

Administrative Support possess a minimum of three (3) years of experience. Provides office services by implementing administrative systems, procedures, and policies, and monitoring administrative projects. Maintains workflow by studying methods; implementing cost reductions; and developing reporting procedures. Provides information by answering questions and requests.

Educational requirement is an Associate's degree or equivalent.

***Subject to the Service Contract Act**

Education Substitutions

Five (5) years of direct related experience in a related field may be substituted for a Bachelor's degree requirement.

Three (3) years of direct related experience in a related field may be substituted for an Associate's degree requirement.

AWARDED GSA SCHEDULE PRICING

SIN	Labor Category	GSA PRICE (including IFF)
874-1, 874-7	Subject Matter Expert/Consultant-Senior	\$202.42
874-1, 874-7	Subject Matter Expert/Consultant - II	\$123.43
874-1, 874-7	Subject Matter Expert/Consultant - I	\$121.95
874-1, 874-7	Business Case Consultant-Analyst Sr.	\$96.77
874-1, 874-7	Business Case Consultant - Analyst II	\$86.26
874-1, 874-7	Program Manager II	\$128.36
874-1, 874-7	Project Manager, Sr.	\$126.58
874-1, 874-7	Project Manager II	\$108.61
874-1, 874-7	Project Manager I	\$94.26
874-1, 874-7	Training Specialist Sr.	\$67.39
874-1, 874-7	Technical Writer*	\$48.38
874-1, 874-7	Support Center Analyst III*	\$41.53
874-1, 874-7	Support Center Analyst II*	\$39.65
874-1, 874-7	Administrative Support*	\$37.83

Service Contract Act (SCA) Matrix

SCA Eligible Contract Labor Category	SCA Equivalent Code- Title	WD Number
Technical Writer	30461 Technical Writer I	05-2103
Support Center Analyst III	01113 General Clerk III	05-2103
Support Center Analyst II	01112 General Clerk II	05-2103
Administrative Support*	01020 Administrative Assistant	05-2103

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the cited SCA labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCA matrix and above. The prices offered are based on the preponderance of where work is performed and should the contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.