

GENERAL SERVICES ADMINISTRATION

Federal Acquisition Service

Authorized Federal Supply Schedule FSS 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.

Multiple Award Schedule

FSC Group: Professional Services FSC Class: D399
Contract number: 47QRAA19D00AE

Contract period: July 18,2019 to Jul 17, 2029



Kaptivate LLC
516 N. Washington Street
Alexandria, VA 22314

Phone: 571-969-3975

Contractor's internet address/web site where schedule information can be found (as applicable): www.kaptivategroup.com

Contract administration source:
Ron Vassallo
rvassallo@kaptivategroup.com
571-969-3975

Business size: Small

List Socioeconomic status: SBA Certified Small Disadvantaged business, SBA Certified 8(a) Firm

For more information on ordering from Federal Supply Schedules visit the website:
<https://www.gsa.gov/schedules>

Price list current as of Modification #PS-0008 effective May 8, 2024
Prices Shown Herein are Net (discount deducted)

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CUSTOMER INFORMATION

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

SINs	Recovery	SIN Title
512110	512110RC	Video/Film Production
541430	541430RC	Graphic Design Services
541511	541511RC	Web Based Marketing
54151S	54151SRC	Information Technology Professional Services
541611, 541611SSTLOC	541611RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
541613	541613RC	Marketing Consulting Services
541820	541820RC	Public Relations Services
OLM	OLMRC	Order Level Materials

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 Page 6

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:

SINs	Maximum Order
512110	\$1,000,000.00
541430	\$1,000,000.00
541511	\$1,000,000.00
54151S	\$500,000.00
541611	\$1,000,000.00
541613	\$1,000,000.00
541820	\$1,000,000.00
OLM	\$250,000.00

3. Minimum order: \$100

4. Geographic coverage (delivery area). Domestic

5. Point(s) of production (city, county, and State or foreign country). 516 N. Washington Street, Alexandria, VA 22314

6. Discount from list prices or statement of net price. Government Net Prices (discounts already deducted.)
7. Quantity discounts. None
8. Prompt payment terms. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions. Net 30 days
9. Foreign items (list items by country of origin). Not Applicable
- 10a. Time of delivery. (Contractor insert number of days.) Contact Contractor
- 10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. Contact Contractor
- 10c. Overnight and 2-day delivery. Contact Contractor
- 10d. Urgent Requirements. Contact Contractor
11. F.O.B. point(s). Destination
- 12a. Ordering address(es). 516 N. Washington Street, Alexandria, VA 22314
- 12b. Ordering procedures: See Federal Acquisition Regulation FAR 41 8.405-3
13. Payment address(es). Ordering Address
14. Warranty provision. Standard Commercial Warranty Terms & Conditions
15. Export packing charges, if applicable. Not Applicable
16. Terms and conditions of rental, maintenance, and repair (if applicable). Not Applicable
17. Terms and conditions of installation (if applicable). Not Applicable
- 18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). Not Applicable
- 18b. Terms and conditions for any other services (if applicable). Not Applicable
19. List of service and distribution points (if applicable). Not Applicable
20. List of participating dealers (if applicable). Not Applicable
21. Preventive maintenance (if applicable). Not Applicable

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). Not Applicable

22b. If applicable, indicate that Section 508 compliance information is available on Information and communication Technology (ICT) 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/.
Not Applicable

23. Unique Entity Identifier (UEI) number. NUKYJ4GD9A35

24. Notification regarding registration in System for Award Management (SAM) database. Contractor registered and active in SAM

GSA OFFERINGS

SINs	Labor Category	GSA PRICE w/IFF Year 6	GSA PRICE w/IFF Year 7	GSA PRICE w/IFF Year 8	GSA PRICE w/IFF Year 9	GSA PRICE w/IFF Year 10
541820, 541511, 541613	PR & Media Director	\$206.75	\$211.51	\$216.37	\$221.35	\$226.44
541611, 541613	Project Director	\$206.75	\$211.51	\$216.37	\$221.35	\$226.44
541611, 541613, 541 4F	Creative Director	\$206.75	\$211.51	\$216.37	\$221.35	\$226.44
541611, 541613	Consultant I	\$117.35	\$120.05	\$122.81	\$125.64	\$128.53
541611, 541613	Consultant II	\$189.99	\$194.36	\$198.83	\$203.40	\$208.08
541611, 541613	Consultant III	\$217.93	\$222.94	\$228.07	\$233.32	\$238.68
541611, 541613, 54151S	Business/Data Analyst I	\$125.49	\$128.37	\$131.33	\$134.35	\$137.44
541611, 541613, 54151S	Business/Data Analyst II	\$140.05	\$143.27	\$146.57	\$149.94	\$153.39
541611, 541613, 54151S	Technology Consultant I	\$162.05	\$165.77	\$169.59	\$173.49	\$177.48
541611, 541613, 54151S	Technology Consultant II	\$206.75	\$211.51	\$216.37	\$221.35	\$226.44
541611, 541613, 54151S	Technology Consultant III	\$306.99	\$314.05	\$321.28	\$328.67	\$336.23
541611, 541613	Program Manager I	\$173.23	\$177.21	\$181.29	\$185.46	\$189.72
541611, 541613	Program Manager II	\$199.43	\$204.02	\$208.71	\$213.51	\$218.42
541611, 541613	Program Manager III	\$255.45	\$261.33	\$267.34	\$273.49	\$279.78
541820, 541511, 541613, 512110, 541430	Marketing Consultant I	\$139.70	\$142.92	\$146.20	\$149.57	\$153.01
541820, 541511, 541613, 512110, 541430	Marketing Consultant II	\$184.40	\$188.64	\$192.98	\$197.42	\$201.96
541820, 541511, 541613, 512110, 541430	Marketing Consultant III	\$262.64	\$268.68	\$274.86	\$281.18	\$287.65
541611, 541613, 541820	Communications Consultant	\$173.23	\$177.21	\$181.29	\$185.46	\$189.72
541611, 541613, 541820	Communications Director	\$206.75	\$211.51	\$216.37	\$221.35	\$226.44
541613, 512110	Photo and Video Production Manager	\$156.47	\$160.06	\$163.75	\$167.51	\$171.36
541611, 541613	Trainer/Instructor SME	\$145.28	\$148.63	\$152.04	\$155.54	\$159.12
541611, 541613	Technical Writer	\$124.37	\$127.23	\$130.15	\$133.15	\$136.21
541611, 541820, 541613, 541430	Copy Writer	\$117.35	\$120.05	\$122.81	\$125.64	\$128.53
541511, 541430	Graphics Designer	\$122.93	\$125.76	\$128.65	\$131.61	\$134.64

541611, 541613	Instructional Designer	\$180.39	\$184.54	\$188.78	\$193.12	\$197.56
541611, 541613, 512110	Web/Multimedia Courseware Developer	\$156.86	\$160.47	\$164.16	\$167.93	\$171.79
541613, 541430, 541511, 54151S	Webmaster	\$116.52	\$119.20	\$121.94	\$124.75	\$127.62
541820, 541511, 541613	Social Media Analyst	\$162.05	\$165.77	\$169.59	\$124.75	\$177.48
541611, 541613	Quality Assurance - SME	\$92.99	\$95.13	\$97.32	\$124.75	\$101.85
541611, 541613	Administrative Support	\$79.55	\$81.38	\$83.25	\$124.75	\$87.12
541611, 541820, 541511, 541613	Market Research Analyst	\$217.93	\$222.94	\$228.07	\$124.75	\$238.68
541611, 541613, 54151S	Salesforce Solutions Architect	\$180.39	\$184.54	\$188.78	\$124.75	\$197.56
541611, 541613, 54151S	Salesforce Senior Architect/Project Manager	\$190.47	\$194.85	\$199.33	\$124.75	\$208.61

Labor Category	Functional Responsibilities	Minimum Education	Minimum Experience	Price Offered to GSA (including IFF)
PR & Media Director	Functional Responsibility: Act as the key relationship manager and media relations lead in a dynamic and fast paced work environment. Set and deliver on PR plans and strategies, in coordination with corporate communications and marketing. Manage media interviews, draft press releases, talking points, Q&A, key message documents, and conduct internal and external briefings. Research, develop and pitch story ideas and angles. Partner with company SMEs to access content and unique perspectives, while developing messaging tailored towards promoting business initiatives with various target audiences.	Bachelors	10	\$202.10
Project Director	Functional Responsibility: The Project Director will ensure that the systems and processes in place continue to operate well. This position gives strategic direction, encouragement and coaching to all staff to work together towards the	Bachelors	10	202.10

	fulfillment of the agency mission and vision. Experience as a high-caliber facilitative leader with robust business acumen to fulfill the fiduciary, human resource and operational management.			
Creative Director	The Creative Director translates our client’s visions into engaging and innovative experiences. He/she facilitates preeminent, specialty events by orchestrating the work of a highly talented team with skills and expertise related to design. The Creative Director works closely with our executive leadership and design teams to develop ideas, conceptualize designs, create client presentations, and foster new business. The Creative Director will have the ability to not only lead creative elements, but also to work and communicate effectively within a multi-disciplinary team environment. This role will manage and lead the advocacy graphic design team by managing design requests and project workflow and will be responsible for hands-on creation of print and digital engagement resources for the agency and its affiliated brands. Manage large-scale projects, tight deadlines, and high volumes of work.	High School	10	202.10
Consultant I	Functional Responsibility: Experience managing teams and projects. They will be expected to work closely with clients to develop a deep understanding of business issues, create strategies for change, secure clients buy-in to strategic solutions, and work alongside clients to implement solutions. Managers are also responsible for leading activities such as data collection and analysis, stakeholder analysis, strategy formulation, organizational assessments and design, communication planning and execution, and training design and development. Activities are aligned to core service lines, including strategic planning, organizational transformation, human capital transformation, process improvement,	Bachelors	3	114.71

	program management, and change management.			
Consultant II	Functional Responsibility: Experience managing teams and projects. They will be expected to work closely with clients to develop a deep understanding of business issues, create strategies for change, secure clients buy-in to strategic solutions, and work alongside clients to implement solutions. Managers are also responsible for leading activities such as data collection and analysis, stakeholder analysis, strategy formulation, organizational assessments and design, communication planning and execution, and training design and development. Activities are aligned to core service lines, including strategic planning, organizational transformation, human capital transformation, process improvement, program management, and change management.	Bachelors	6	185.72
Consultant III	Functional Responsibility: Experience managing teams and projects. They will be expected to work closely with clients to develop a deep understanding of business issues, create strategies for change, secure clients buy-in to strategic solutions, and work alongside clients to implement solutions. Managers are also responsible for leading activities such as data collection and analysis, stakeholder analysis, strategy formulation, organizational assessments and design, communication planning and execution, and training design and development. Activities are aligned to core service lines, including strategic planning, organizational transformation, human capital transformation, process improvement, program management, and change management.	Masters	10	213.03
Business/Data Analyst I	Functional Responsibility: Analyst who will work collaboratively with internal and external customers to turn data into information, information	Bachelors	3	122.66

	<p>into actionable insights and insights into business decisions. The Business Analyst will develop and maintain domain models and other artifacts comprehensively articulating the functional and non-functional requirements desired by all relevant Customer stakeholders. Data Modeling Strategies. Work with the business unit manager and the stakeholders to develop a data modeling strategy – creating the architecture of how data are categorized for the purposes of reporting and ‘listening’ to the voice of the consumers.</p>			
Business/Data Analyst II	<p>Functional Responsibility: Lead Analyst who will work collaboratively with internal and external customers to turn data into information, information into actionable insights and insights into business decisions. The Business Analyst will develop and maintain domain models and other artifacts comprehensively articulating the functional and non-functional requirements desired by all relevant Customer stakeholders. Data Modeling Strategies. Work with the business unit manager and the stakeholders to develop a data modeling strategy – creating the architecture of how data are categorized for the purposes of reporting and ‘listening’ to the voice of the consumers.</p>	Bachelors	6	136.90
Technology Consultant I	<p>Functional Responsibility: Consultant: As a Technology Consultant, develop digital strategies, working with designers to create user interfaces or working with our data scientists to develop analytical solutions.</p>	Bachelors	3	158.40
Technology Consultant II	<p>Functional Responsibility: Lead Consultant with application development. The consultant will work with our customers to empower organizations to innovate and gain competitive advantage through leveraging the development platform framework. The consultant will lead</p>	Bachelors	6	202.10

	<p>architecture, design, coding, and debugging. Ability to impact system architectures, investigate system-wide technical problems, and develop new features is key to the role.</p> <p>Additionally, the role requires both broad and deep technology knowledge and the ability to develop a solution by mapping a customer's business problems to an end-to-end technology solution.</p>			
Technology Consultant III	<p>Functional Responsibility: SME Consultant with application development. The consultant will work with our customers to empower organizations to innovate and gain competitive advantage through leveraging the development platform framework. The consultant will lead architecture, design, coding, and debugging. Ability to impact system architectures, investigate system-wide technical problems, and develop new features is key to the role.</p> <p>Additionally, the role requires both broad and deep technology knowledge and the ability to develop a solution by mapping a customer's business problems to an end-to-end technology solution.</p>	Masters	10	300.09
Program Manager I	<p>Functional Responsibility: Drive the coordinated management of interdependent projects spanning multiple internal and/or external delivery team over a finite period of time in order to achieve specific business goals. Drive the program level decomposition of work across multiple delivery teams. Work across organizational boundaries to define program interdependencies and release plans.</p>	Bachelors	3	169.33
Program Manager II	<p>Functional Responsibility: Drive the coordinated management of interdependent projects spanning multiple internal and/or external delivery team over a finite period of time in order to achieve specific business goals. Drive the program level decomposition of work across multiple delivery teams. Work across organizational boundaries to define</p>	Bachelors	6	194.95

	<p>program interdependencies and release plans. Ensure that all impacted areas are identified, and that appropriate resources are engaged to participate in all key phases of the project/program. Build and maintain detailed project plans. Track project deliverables and take appropriate action when needed. Ensure delivery teams are aligned to program goals, objectives, and timelines. Drive resolution of program-level issues using scrum-of-scrums as needed. Facilitate executive-level escalations and program-level change management. Partner with the initiative sponsor to establish a solid understanding of the vision, purpose and expected business benefits of a program. Ensure measurable critical metrics are defined and aligned to company goals and objectives. Establish and maintains program-level roadmaps. Ensures roadmap items are prioritized for delivery based on business value and/or impact.</p>			
<p>Program Manager III</p>	<p>Drive the coordinated management of interdependent projects spanning multiple internal and/or external delivery team over a finite period of time in order to achieve specific business goals. Drive the program level decomposition of work across multiple delivery teams. Work across organizational boundaries to define program interdependencies and release plans. Ensure that all impacted areas are identified, and that appropriate resources are engaged to participate in all key phases of the project/program. Build and maintain detailed project plans. Track project deliverables and take appropriate action when needed. Ensure delivery teams are aligned to program goals, objectives, and timelines. Drive resolution of program-level issues using scrum-of-scrums as needed. Facilitate executive-level escalations and program-level change management. Partner with the initiative sponsor to establish a solid</p>	<p>Masters</p>	<p>10</p>	<p>249.71</p>

	<p>understanding of the vision, purpose and expected business benefits of a program. Ensure measurable critical metrics are defined and aligned to company goals and objectives.</p> <p>Establish and maintains program-level roadmaps. Ensures roadmap items are prioritized for delivery based on business value and/or impact. Monitor health of program delivery; tracks program-level status, risks, issues and dependencies. Proactively addresses delivery team impediment; resolve program-level roadblocks to enable successful program execution. Lead program level communications ensuring partners are informed of roadmap changes, release plans and delivery status; lead program level reviews with delivery teams, partners and executive management as required. Risk Management: Review/monitor project progress and outcomes throughout the project lifecycle to identify emerging risks/issues; analyze and ensure resolution of identified risks and issues, collaborating with and obtaining approvals from applicable partners as needed. Communications: Develop, document and implement project communication plans; manage/coordinate communications among all applicable partners; develop/generate/distribute project reports/documentation to applicable partners.</p>			
Marketing Consultant I	<p>Functional Responsibility: A highly organized individual with a strong attention to detail, to drive multiple direct response marketing programs in a fast paced, ever-changing environment. The consultant will partner with stakeholders to design direct response campaigns, and implement tests as well as optimizations to drive performance improvements, and increase ROI. The consultant will also be responsible for the development and execution of multiple simultaneous campaigns to drive customer acquisition.</p>	Bachelors	3	136.56

Marketing Consultant II	<p>Functional Responsibility: (Lead) Consultant will guide and help clients realize the vision of data as a strategic business asset and a transformative marketing agent. Our data strategy and management, analytics, consumer engagement and consulting services support clients so they can achieve optimized marketing performance. Make data actionable, with data-driven insights that inform and inspire the creative process for highly relevant and personalized consumer experiences.</p>	Bachelors	6	180.25
Marketing Consultant III	<p>Functional Responsibility: (SME) Provide an integral role in strategically guiding work and teams to achieve client objectives, act as a thought leader to provide sound and proactive counsel to clients, and lead by example to inspire our agency teams to deliver their best work every day. Provide the needed leadership influence to the most pressing issues for our clients in a variety of sectors and develop and execute data-driven programs and campaigns on behalf of Departments and agencies. Manage, develop and motivate a dedicated team of marketing professionals and collaborate with media specialists. Provide broad understanding of the digital space, latest trends and changes in advocacy and issue campaigns. Build strong relationships with clients as the senior client relationship manager. Play a major role in the research, planning and development of comprehensive digital and social programs. Collaborate with senior leadership in developing mission initiatives and operationalizing programs for agencies.</p>	Masters	10	256.73
Communications Consultant	<p>Functionality Responsibility: Provide communications support to agencies in the development of communication strategies and plans to facilitate the advancement, execution, and sustainment of agency transformation efforts and capabilities. Assist with preparing publication materials,</p>	Bachelors	5	169.33

	<p>newsletters, bulletins, and informational products. Research subject matter to develop informed communications plans and strategies and deploy communications products and resources in support of internal and external communications. Implement communication channels and feedback mechanisms.</p>			
Communications Director	<p>Functionality Responsibility: This position is both internally and externally facing. The Director will work closely with agency executives and other key stakeholders on strategy and execution of the public polling, campaign measurement and message testing for ongoing advocacy campaigns. The Director is responsible for developing and implementing a comprehensive communications strategy. This includes digital marketing and outreach activities, media/press and stakeholder outreach, branding/positioning strategy, website presence and content development, and planning public and private forums to promote the agency mission and work.</p>	Bachelors	10	202.10
Photo and Video Production Manager	<p>Functional Responsibility: Record in and digital video storytelling from story conceptualization to publication to distribution and photography. Experience working with talent and interview subjects to effectively generate narrative material. Experience producing, directing and writing short form videos including broadcast commercials, web, photo shoots and event videos during a single shoot. Highly collaborative professional who enjoys creative brainstorming, is adept at presenting ideas to clients, can effectively manage schedules and budgets, write scripts and creative treatments, direct location and studio shoots, and oversee post-production. Qualifications: 5+ years of professional experience as a video producer, director and writer.</p>	High School	5	152.95

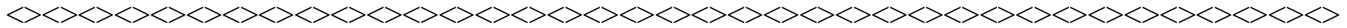
Trainer/Instructor SME	Functional Responsibility: Plan and support specific business, management, functional, technical, professional or policy areas of the project to include supporting or leading complex efforts by providing inputs, and preparing high-level briefings of strategic goals. Relevant experience in applying adult learning theory and creating instructional material. Support and deliver course curriculum aligned with up-to-date product strategies and general business needs. Support custom solution options based on training best practices to enhance delivery of product training.	Bachelors	5	142.02
Technical Writer	Functional Responsibility: Technical Writer/editor to produce high-quality documentation that contributes to the overall success of our research/services. Work collaboratively with economist, analyst, developers, project managers, and usability experts to develop well outlined technical documents and manuals. Able to write in explanatory and procedural styles for multiple audiences.	Bachelors	5	121.57
Copy Writer	Functional Responsibility: The Creative Copywriter supports a wide range of video, audio and presentation projects. Will provide strong creative writing skills, be well-versed in the art of story-telling and relish working in any media - beyond just traditional print, video, and new media. S/he knows that the best content messages are holistic and translate across many platforms.	Bachelors	5	114.71
Graphics Designer	Functional Responsibility: Include designing layouts, interfaces and the look/feel for websites and other digital projects, as well as designing for print projects such as annual reports, brochures and conference displays. While much of our work is digital in nature, we do support our clients with a fair amount of print work. Other responsibilities include: Participation in strategic planning sessions for creative projects.	Bachelors	5	120.17

	Designing out infographics and other graphics for social media use, style-guide production, logo design, interfacing with printers and other third-party vendors and communicating with clients and managing design projects.			
Instructional Designer	Functional Responsibility: The Instructional Designer works collaboratively with stakeholders and staff to develop courses and eLearning modules that challenge students to assess complex business problems and deliver innovative solutions. This individual is primarily charged with coaching faculty on active learning strategies and creating eLearning, interactive video, and other multimedia content to be used both synchronously and asynchronously. This position will provide faculty instructional design assistance including web-based applications and digital media. In addition, this individual coaches instructors on a variety of content authoring resources including, but not limited to, presentation, podcasting, animation, screen and video capture, and interactive multimedia. They motivate and coax instructors to explore cutting-edge instructional design approaches for developing effective learning experiences for the external stakeholders.	Bachelors	5	176.33
Web/ Multimedia Courseware Developer	Functional Responsibility: Producing high quality and engaging graphics, motion graphics, animations, video and audio products. Support of developing Interactive Multimedia Instruction (IMI), Advanced Distributed Learning (ADL), Web-Based Training (WBT), and Computer-Based Training (CBT) courseware and Serious Gaming.	Bachelors	5	153.33
Webmaster	Functional Responsibility: Work as a software developer and analyst specializing in development and maintenance of a suite of web applications (both Custom and Commercial-Off-The-Shelf) supporting the agencies processes and	High School	5	113.90

	procedures (e.g. Risk Management, Public Release). Perform end-to-end development tasks including requirements gathering and analysis, documentation, design, development, testing, deployment, maintenance, and customer interface.			
Social Media Analyst	Functional Responsibility: A veteran social media manager, this role will take on the responsibility of growing social media discussions in key markets. Equal parts strategist, communicator, and analyst, the manager will play a key role in awareness and growth. They will also have a deep knowledge and understanding of how individuals use social media in public sector (government and manufacturing) or regulated industries and understand how to reach those individuals. They will also have excellent judgment, unwavering attention to detail, strong ability to prioritize, and excellent writing ability.	Bachelors	5	158.40
Quality Assurance - SME	Functional Responsibility: As a Senior CQA Analyst, they will perform testing of platform & system integration, web services and configuration modules. Participates in and supports process improvement initiatives. Assesses programs/projects to identify process concerns through process audits and observations. Provides operational assistance to address and resolve actions necessary for process compliance. May be certified in lean and six-sigma quality methodologies and utilize quality tools to help drive continuous improvement.	High School	5	90.90
Administrative Support	Functional Responsibility: Provide internal and external stakeholders shared services support of PMO administrative functions, including management, operations, events management, research, planning, outreach, and print production support.	High School	3	77.76
Market Research Analyst	Functional Responsibility: Provides strategic thinking, independent project management, and ability translating	Masters	3	213.03

	<p>data into actionable recommendations for clients. Additionally, provide solid communication and presentation skills, attention to detail, commitment to quality, superior analytical capabilities and demonstrated initiative. This role will provide and develop a deep understanding of the statistical trends, market activity, and major stakeholders within a subject or industry.</p>			
<p>Salesforce Solutions Architect</p>	<p>Functional Responsibility: Works with Clients to understand their functional and technical requirements to engineer solutions. Works with client's architecture and technical leads for validating proposed design. Prepare solution design, ERD, integration strategy, document design notes for stories and review options with technical architects and developers to validate. Review implementation and ensure quality of design. Provides technical guidance for the development of applications to support business and product strategies. Analyze high level project needs, draft solution, prepare roadmap and list use cases, assist in preparing estimates. Works closely with our Clients internal team of Project Managers, Business Analysts and End Users to architect technology solutions that meet their current needs. Lead technical requirements gathering sessions, oversee and approve creation and maintenance of application and system documentation used in design, testing or programming efforts and manage integration. Assess current architecture; designing secure, high-performance technical solutions. Communicate technical solutions and design trade-offs effectively to business stakeholders; and providing a delivery framework that ensures quality and success. Enforce use of industry-accepted best practices and development standards to ensure quality delivery. Stay current with Salesforce.com best practices, support</p>	<p>Bachelors</p>	<p>5</p>	<p>176.33</p>

	mechanisms, procedures and limitations.			
Salesforce Senior Architect/Project Manager	Functional Responsibility: A Senior Salesforce Enterprise Technical Architect (EA) is a strategic position to our customers and within the professional services organization. EA resources are experienced technical subject matter experts within specific domains of the Salesforce Cloud applications and tools and able to articulately consult with clients on these.. Enterprise Architect resources generally focus on one or more of the following domains: Data, scripting, API and/or integrations. The EA Director will manage individuals working in a project team on client facing engagements. Typically on the larger projects the EA will work alongside a Solution Architect (SA) to assist and validate the SA in specific technical areas as well the overall solution. On smaller engagements it's possible that an SA isn't required and the Enterprise Architect will work alone (with a Project Manager) taking on a hybrid role.	Bachelors	5	186.19



Service Contract Labor Standards Matrix:

SCLS Eligible Contract Labor Category/Fixed Price Service	SCLS Equivalent Code Title	WD Number
Administrative Support	01020 - Administrative Assistant	2015-4281
Market Research Analyst	99260 - Marketing Analyst	2015-4281
Graphics Designer	15080 - Graphic Artist	2015-4281
Technical Writer	30461 - Technical Writer I	2015-4281
Photo and Video Production Manager	13072 - Photographer II	2015-4281
PR & Media Director	13062 - Media Specialist II	2015-4281

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).

COMPANY INFORMATION

As a marketing and management consulting hybrid, we help clients plan for—and navigate—change. We manage complex communications campaigns that motivate stakeholders to take desired actions. Our disciplined and data-driven approach gives client projects a distinct advantage. We give voice to vision. Course corrections, new initiatives, technology adoption, and community cultivation depend on guiding stakeholders on a journey whose destination is clearly understood and valued. Through research, analytics, strategic modeling, and crowdsourced solutions, our team collaborates with clients to define a bridge to success.