



**GENERAL SERVICES ADMINISTRATION**

**Federal Acquisition Service**

**Authorized Federal Supply Schedule Price List**

**GSA Professional Services Schedule**

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

**Contract Period:** August 14, 2017 through August 13, 2022

**Contractor:** **IBS Management & Consultancy Services, LLC**

**Address:** 1627 K Street, NW, Suite 500, Washington, DC 20036

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

**Business Size:** Small Business

**SBA 8(a) Program Participant:** Case #: 307466; Exit Date: April 26, 2025

**SBA Certified Small Disadvantaged Business**

**Contract Administrator:** Olu Adebo

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

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

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

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!*<sup>™</sup>, a menu-driven database system. The INTERNET address for *GSA Advantage!*<sup>™</sup> is: <http://www.GSAAdvantage.gov>. For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.gsa.gov/schedules-ordering>.

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

<b>SIN</b>	<b>Recovery</b>	<b>SIN Description</b>
520-7	520-7RC	Financial & Performance Audits
520-8	520-8RC	Complementary Audit Services
520-11	520-11RC	Accounting
520-12	520-12RC	Budgeting
520-13	520-13RC	Complementary Financial Management Services
874-1	874-1RC	Integrated Consulting Services
874-7	874-7RC	Integrated Business Program Support Services

**2. Maximum Order:** \$1,000,000.00

**3a. Minimum Order:** \$100.00

**3b. Minimum Order Quantities:** N/A

**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

**9. Government purchase cards are accepted at above and below the micro-purchase threshold**

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

**11. Time of Delivery:** As agreed with Government customer

**12. F.O.B Points:** N/A

**13a. Ordering Address(es):** 1050 17<sup>th</sup> Street, NW, Suite 800, Washington, DC 20036

**13b. Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).

**14. Payment address:** 1050 17<sup>th</sup> Street, NW, Suite 800, Washington, DC 20036

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

**16. Export Packing Charges:** N/A

**17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** N/A

**18. Terms and conditions of rental, maintenance, and repair (if applicable):** N/A

**19. Terms and conditions of installation (if applicable):** N/A

**20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A

**20a. Terms and conditions for any other services (if applicable):** N/A

**21. List of service and distribution points:** 1050 17<sup>th</sup> Street, NW, Suite 800, Washington, DC 20036

**22. List of participating dealers (if applicable):** N/A

**23. Preventive maintenance (if applicable):** N/A

**24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** N/A

**24b. Section 508 Compliance Information:** N/A

**25. Data Universal Numbering System (DUNS) number:** 07-866-4340

**26. Notification regarding registration in Central Contractor Registration (CCR) database:** Registered and Current; **CAGE Code:** 6VUR3

**27. Service Contract Act:** The Service Contract Act (SCA) is applicable to this contract as it applies to the entire Professional Services Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and / or when the contractor adds SCA labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

**28. Pricing:** The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.  
552.238-74 - INDUSTRIAL FUNDING FEE AND SALES REPORTING (JUL 2003)

**SINs: 520-7; 520-8; 520-11; 520-12; 520-13; 874-1; and 874-7**

GSA Approved Labor Categories	GSA Approved Labor Rates				
	Year 1	Year 2	Year 3	Year 4	Year 5
Partner/Principal	\$246.46	\$252.37	\$258.43	\$264.63	\$270.98
Senior/Project Manager	\$208.92	\$213.93	\$219.07	\$224.32	\$229.71
Manager/Senior Consultant	\$193.45	\$198.09	\$202.85	\$207.72	\$212.70
Associate Consultant	\$154.76	\$158.47	\$162.28	\$166.17	\$170.16
Staff Consultant II	\$120.91	\$123.81	\$126.78	\$129.82	\$132.94
Staff Consultant I	\$96.73	\$99.05	\$101.42	\$103.86	\$106.35
Junior Consultant	\$72.54	\$74.29	\$76.07	\$77.89	\$79.76

**29. 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 has an understanding of 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 provides assistance 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 has an understanding of 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 has exposure to federal accounting principles and budget planning, formulation and execution processes. A Staff Consultant I performs 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