



GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule Price List

Blue Sky Innovators, Inc.

4605 Tapestry Drive

Fairfax, VA 22032-3619

Phone: (571) 261-6385

Fax: (571) 261-7491

www.blueskyinnovators.com

Contract Administrator: Tim Tkacz, tim.tkacz@blueskyinnovators.com

Contract Number: **47QRAA20D001N**

Period Covered by Contract: **November 20, 2019 through November 19, 2024**

Business Size: **Small Business**

Schedule Title: Multiple Award Schedule

Federal Supply Group: Professional Services

Pricelist current through Modification #PS-0003, dated **November 3, 2020**.

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.

CUSTOMER INFORMATION:

1. Awarded Special Item Number(s):

SIN	Recovery	SIN Description
541330ENG	541330ENGRC	Engineering Services
541380	541380RC	Testing Laboratory Services
541420	541420RC	Engineering System Design and Integration Services
541715	541715RC	Engineering Research and Development and Strategic Planning
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: See pricing beginning on page 4.
- 1c. Descriptions of all corresponding commercial job titles with experience, functional responsibility and education are provided beginning on page 5.
- 2. Maximum Order:** For SINs 541330ENG, 541420, and 541715 – \$1,000,000
For SINs 541380 and OLM – \$250,000
- 3. Minimum Order:** \$100
- 4. Geographic Coverage:** Domestic and Overseas
- 5. Point of Production:** Same as company address
- 6. Prices Shown Herein are Net (discount deducted)**
- 7. Quantity Discount:** None
- 8. Prompt Payment Terms:** Net 30
Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions
- 9. a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold:** Will be accepted at or below the micro-purchase threshold.
- b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Will be accepted above the micro-purchase threshold.
- 10. Foreign Items:** None
- 11. Time of Delivery:** Blue Sky Innovators, Inc. shall deliver or perform services in accordance with the terms negotiated in an agency's order.
- 11b. Expedited Delivery:** Consult with Contractor
- 11c. Overnight/2-Day Delivery:** Consult with Contractor

11d. Urgent Requirements: Consult with Contractor

12. FOB Point: Destination

13. a. Ordering Address: Blue Sky Innovators, Inc.
Attn: GSA Orders
4605 Tapestry Drive
Fairfax, VA 22032-3619

b. Ordering Procedures For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment Address: Blue Sky Innovators, Inc.
Attn: Accounts Receivable
4605 Tapestry Drive
Fairfax, VA 22032-3619

15. Warranty Provisions: Contractor's Standard Warranty

16. Export Packing charges: Not applicable

17. Terms and conditions of Government Purchase Card Acceptance: Contact Blue Sky Innovators, Inc. for terms and conditions of Government Purchase Card acceptance.

18. Terms and conditions of rental, maintenance, and repair: Not applicable

19. Terms and conditions of installation: Not applicable

20. Terms and conditions of repair parts: Not applicable

21. Terms and conditions for any other services: Not applicable

22. List of service and distribution points: Not applicable

23. List of participating dealers: Not applicable

24. Preventive maintenance: Not applicable

24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: Not applicable

24b. Contact Blue Sky Innovators, Inc. for Section 508 compliance information. The EIT standards can be found at: <http://www.section508.gov>

25. DUNS Number: 078877247

26. Blue Sky Innovators, Inc. is registered in the System for Award Management (SAM) database



GSA Hourly Pricing for SINS

541330ENG/541330ENGR, 541380/541380RC, 541420/541420RC, and 541715/541715RC

Labor Category	Location	11/20/19	11/20/20	11/20/21	11/20/22	11/20/23
		–	–	–	–	–
		11/19/20	11/19/21	11/19/22	11/19/23	11/19/24
Cyber Researcher I	Customer	\$167.58	\$171.26	\$175.03	\$178.88	\$182.82
Cyber Researcher II	Customer	\$175.38	\$179.24	\$183.18	\$187.21	\$191.33
Cyber Researcher III	Customer	\$178.36	\$182.28	\$186.29	\$190.39	\$194.58
Cyber Researcher V	Customer	\$197.50	\$197.50	\$201.85	\$206.29	\$210.83
Cyber Security Specialist II	Customer	\$129.74	\$132.60	\$135.51	\$138.50	\$141.54
Cyber Security Specialist III	Customer	\$173.92	\$177.75	\$181.66	\$185.65	\$189.74
Engineer/Scientist II	Customer	\$147.73	\$150.98	\$154.30	\$157.69	\$161.16
Engineer/Scientist III	Customer	\$162.46	\$166.03	\$169.69	\$173.42	\$177.23
Engineer/Scientist IV	Customer	\$171.77	\$171.77	\$175.55	\$179.41	\$183.35
Engineer/Scientist V	Customer	\$180.39	\$180.39	\$184.36	\$188.42	\$192.56
Engineer/Scientist VI	Customer	\$188.52	\$188.52	\$192.67	\$196.91	\$201.24
Engineer/Scientist VII	Customer	\$195.29	\$195.29	\$199.58	\$203.97	\$208.46
Program Analyst I	Customer	\$100.89	\$103.11	\$105.37	\$107.69	\$110.06
Program Analyst II	Customer	\$137.92	\$140.96	\$144.06	\$147.23	\$150.47
Program Manager II	Customer	\$170.57	\$174.32	\$178.16	\$182.08	\$186.08
Research Engineer III	Customer	\$192.79	\$197.03	\$201.37	\$205.80	\$210.33
SME I	Customer	\$160.85	\$160.85	\$164.39	\$168.01	\$171.71
SME II	Customer	\$175.90	\$175.90	\$179.77	\$183.72	\$187.76
SME III	Customer	\$186.89	\$191.00	\$195.20	\$199.50	\$203.88
SME V	Customer	\$299.61	\$299.61	\$306.20	\$312.94	\$319.83



Labor Category Descriptions

Cyber Researcher I

Functional Responsibilities: The Cyber Researcher I assists in the planning, organization, control, integration, and completion of cyber projects. Assists in basic research tasks. Provides technical and engineering support in the exploitation and/or remediation of computer systems. Has an understanding in information operations with expertise in computer and Telecommunication Network Systems and Cyber Warfare. Assists in researching advanced concepts for new cyber development efforts. Assists in the development cyber research concepts. Assists the customer with the all phases of cyber research including vulnerability research, reverse engineer, and exploitation of systems under research.

Minimum Education: Bachelor's

Minimum Experience: 1 year

Cyber Researcher II

Functional Responsibilities: The Cyber Researcher II manages planning, organization, control, integration, and completion of cyber projects. Conducts research of considerable complexity. Provides technical and engineering support in the exploitation and/or remediation of computer systems. Has an understanding in information operations with expertise in computer and Telecommunication Network Systems and Cyber Warfare. Manages research in advanced concepts for new cyber development efforts. Assists in the development cyber research concepts. Assists the customer with the all phases of cyber research including vulnerability research, reverse engineer, and exploitation of systems under research.

Minimum Education: Bachelor's

Minimum Experience: 5 years

Cyber Researcher III

Functional Responsibilities: The Cyber Researcher III directs, coordinates, and functionally leads planning, organization, control, integration, and completion of cyber projects. Conducts research of considerable complexity. Provides technical and engineering support in the exploitation and/or remediation of computer systems. Has an understanding in information operations with expertise in computer and Telecommunication Network Systems and Cyber Warfare. Leads research in advanced concepts for new cyber development efforts. Leads the development of cyber research concepts. Assists the customer with the all phases of cyber research including vulnerability research, reverse engineer, and exploitation of systems under research.

Minimum Education: Bachelor's

Minimum Experience: 10 years

Cyber Researcher V

Functional Responsibilities: The Cyber Researcher V directs, coordinates, and functionally leads planning, organization, control, integration, and completion of cyber projects. Conducts research of considerable complexity. Provides technical direction and leadership in the exploitation and/or remediation of computer systems. Is an expert information operations with expertise in computer and Telecommunication Network Systems and Cyber Warfare. Directs research in advanced concepts for new cyber development efforts. Directs the development of cyber research concepts. Assists the customer with the all phases of cyber research including vulnerability research, reverse engineer, and exploitation of systems under research.

Minimum Education: Master's

Minimum Experience: 15 years

Cyber Security Specialist II

Functional Responsibilities: The Cyber Security Specialist II analyzes systems and defines, designs, and develops new system requirements. Plans, organizes, and executes research or data analysis projects. Supports projects, prepares reports, and analyses. Determines system specifications, input/output processes, and working parameters for hardware/software compatibility. Coordinates design of subsystems and integration of total system. Identifies, analyzes, and resolves program support deficiencies. Experience may include statistical or systems analysis, systems engineering, computer data search and analysis, requirements, operations, acquisition, costing, sustainment, configuration management, or training.

Minimum Education: Associate's

Minimum Experience: 1 year

Cyber Security Specialist III

Functional Responsibilities: The Cyber Security Specialist III performs performance and security assessments of systems and networks within the system under investigation and identifies where those systems and/or networks deviate from acceptable configurations, policies, or procedures. These assessments may be conducted by passive evaluations and/or active evaluations including but not limited to compliance audits, vulnerability assessments, and penetration tests. Provides technical and engineering support in the remediation of identified issues. Establishes program control processes to ensure mitigation of risks and supports obtaining certification and accreditation of systems which may include process support; analysis support; coordination support; security certification test support; security documentation support; investigations; software research; hardware introduction and release; emerging technology research inspections; and periodic audits. Assists in the implementation of the required government policy (i.e., Risk Management Framework (RMF), National Industrial Security Program Operating Manual (NISPOM), and Director of Central Intelligence Directive (DCID) 6/3), and may make recommendations on process tailoring. Involved in the performance of analyses to validate established security requirements and to recommends additional security requirements and safeguards. May support the formal Security Test and Evaluation (ST&E) required by each government accrediting authority through pre-test preparations, participation in the tests, analysis of the results, and preparation of required reports.

Minimum Education: Bachelor's

Minimum Experience: 5 years

Engineer/Scientist II

Functional Responsibilities: The Engineer/Scientist II applies advanced methods, theories, and techniques to solve complex problems. Possesses experience in a functional expertise that may include technical, engineering, scientific, math, computer, mod/sim/analysis, Intel, and Department of Defense (DoD) experience, space control/cyber, policy, operations, integration, training, testing, logistics, or planning related to the satisfaction of customer requirements and acquisition. Able to solve complex problems that require the regular use of ingenuity and creativity; work is performed with or without appreciable direction; and may function in project leadership roles and represent the organization as prime customer contact on technical matters and contracts.

Minimum Education: Bachelor's

Minimum Experience: 5 years

Engineer/Scientist III

Functional Responsibilities: The Engineer/Scientist III applies advanced methods, theories, and techniques to solve complex problems. Possesses experience in a functional expertise that may include technical, engineering, scientific, math, computer, mod/sim/analysis, Intel, and DoD experience, space control/cyber, policy, operations, integration, training, testing, logistics, or planning related to the satisfaction of customer requirements and acquisition. Able to solve complex problems that require the regular use of ingenuity and creativity; work is performed with or without appreciable direction; and may function in project leadership roles and represent the organization as prime customer contact on technical matters and contracts.

Minimum Education: Bachelor's

Minimum Experience: 10 years

Engineer/Scientist IV

Functional Responsibilities: The Engineer/Scientist IV applies advanced methods, theories, and techniques to solve complex problems. Possesses experience in more than one functional expertise that may include technical, engineering, scientific, math, computer, mod/sim/analysis, Intel, and DoD experience, space control/cyber, policy, operations, integration, training, testing, logistics, or planning related to the satisfaction of customer requirements and acquisition. Able to solve complex problems that require the regular use of ingenuity and creativity; work is performed with or without appreciable direction; and may function in project leadership roles and represent the organization as prime customer contact on technical matters and contracts.

Minimum Education: Bachelor's

Minimum Experience: 12 years

Engineer/Scientist V

Functional Responsibilities: The Engineer/Scientist V manages the application of advanced methods, theories, and techniques to solve complex problems. Prior experience demonstrates analysis abilities in the benefits derived from advanced technologies. Possesses experience in multiple functional expertise that may include technical, engineering, scientific, math, computer, mod/sim/analysis, Intel, and DoD experience, space control/cyber, policy, operations, integration, training, testing, logistics, or planning related to the satisfaction of customer requirements and acquisition. Supervises a team of engineers to solve complex problems that require the regular use of ingenuity and creativity; work is performed with or without appreciable direction; and may function in project leadership roles and represent the organization as prime customer contact on technical matters and contracts.

Minimum Education: Master's

Minimum Experience: 12 years

Engineer/Scientist VI

Functional Responsibilities: The Engineer/Scientist VI manages the application of advanced methods, theories, and techniques to solve complex problems. This individual has evidenced capabilities in effectively working with technology developers and other government organizations. Possesses experience in multiple functional expertise that may include technical, engineering, scientific, math, computer, mod/sim/analysis, Intel, and DoD experience, space control/cyber, policy, operations, integration, training, testing, logistics, or planning related to the satisfaction of customer requirements and acquisition. Supervises a team of engineers to solve complex problems that require the regular use of ingenuity and creativity; work is performed with or without appreciable direction; and may function in project leadership roles and represent the organization as prime customer contact on technical matters and contracts.

Minimum Education: Master's

Minimum Experience: 15 years

Engineer/Scientist VII

Functional Responsibilities: The Engineer/Scientist VII directs the engineering of scientist managers that oversee teams solving complex problems. Apply a broad understanding of technology to national security issues. Possesses experience in many functional expertise that may include technical, engineering, scientific, math, computer, mod/sim/analysis, Intel, and DoD experience, space control/cyber, policy, operations, integration, training, testing, logistics, or planning related to the satisfaction of customer requirements and acquisition. Provides strategic direction to an organization and guides efforts. Directs multiple managers that oversee a team of engineers to solve complex problems that require the regular use of ingenuity and creativity; work is performed with or without appreciable direction; and may function in project leadership roles and represent the organization as prime customer contact on technical matters and contracts.

Minimum Education: Master's

Minimum Experience: 20 years

Program Analyst I

Functional Responsibilities: The Program Analyst I assists in developing plans including budgets and schedules to meet contractual/project requirements for an assigned portion of a program. Assists senior personnel in establishing and defining program requirements. Monitors progress of program requirements.

Minimum Education: Bachelor's

Minimum Experience: 1 year

Program Analyst II

Functional Responsibilities: The Program Analyst II develops plans including budgets and schedules to meet contractual/project requirements for an assigned portion of a program. Conducts program plan studies. Participates in establishing and defining program plan requirements. Coordinates interdepartmental development of program plans and interfaces with vendors and customers as required. Monitors and reports performance against plans to ensure that contractual, cost, and schedule objectives are met.

Minimum Education: Bachelor's

Minimum Experience: 5 years

Program Manager II

Functional Responsibilities: The Program Manager II experience as task lead or managing programs with diverse teams composed of technical professionals, Government personnel and subcontractors. Plans and develops methods and procedures for implementing program; directs and coordinates program activities; and exercises control over personnel responsible for specific functions or phases of program. Must have proven skills in meeting planning, cost, schedule, programmatic, deliverables, and risk management. Provides overall guidance for program/project, marketing, customer relations, and personnel management direction of program(s) operations to ensure timely and cost effective accomplishments of contractual commitments. Demonstrates written and oral communication skills, self-supervised and typically prime spokesperson to customer on company or program capabilities and future efforts.

Minimum Education: Bachelor's

Minimum Experience: 15 years

Research Engineer III

Functional Responsibilities: The Research Engineer III directs, coordinates, and functionally leads planning, organization, control, integration, and completion of projects. Experience in a functional expertise that may include technical, engineering, scientific, math, computer, mod/sim/analysis, Intel, and DoD experience, space control/cyber, policy, operations, integration, training, testing, logistics, or planning related to the satisfaction of customer requirements and acquisition. Able to solve complex problems that require the regular use of ingenuity and creativity; work is performed with or without appreciable direction; may function in project leadership roles that represent the organization as prime customer contact on technical matters and contracts.

Minimum Education: Bachelor's

Minimum Experience: 10 years

SME I

Functional Responsibilities: Emerging abilities leading teams in technical and managerial roles performing problem definition, analysis and requirements decomposition for complex problems. SME I will apply emerging research and independent analysis to complex national defense. Individual will perform independent analyses and simulations for the government, tying technical performance metrics to larger national security issues. Individual will provide concise assessments of complex and cutting edge technologies to the government.

Minimum Education: Master's

Minimum Experience: 10 years

SME II

Functional Responsibilities: Proven abilities leading teams in technical and managerial roles performing problem definition, analysis and requirements decomposition for complex problems. Demonstrated skill in planning and conducting analysis/research. Individual will perform independent analyses and simulations for the government to include complex problem decomposition, definition and analysis. Experience in tying technical performance metrics to larger national security issues. Individual will conduct independent research on emerging disciplines and provide concise assessments to the government.

Minimum Education: Master's

Minimum Experience: 12 years

SME III

Functional Responsibilities: The Subject Matter Expert (SME) consults with client and Company to define needs, solutions, and providing consulting service to government in field of specialization. Experience in a functional expertise that may include technical, engineering, scientific, math, computer, mod/sin/analysis, Intel and DoD experience, space control/cyber, policy, operations, integration, training, testing, logistics, or planning related to the satisfaction of customer requirements and acquisitions. Recognized as an SME exhibiting high degree of ingenuity, creativity, and resourcefulness; applies and/or develops highly advanced technologies, scientific principles, theories, and concepts; often acts independently to resolve issues associated with the development and implementation of operational programs; plans programs and recommends technological application programs to accomplish long range objectives; self-supervised; typically prim spokesperson to customer on company or program capabilities and future efforts; and supervises and provides managerial/leadership skills or provides corporate operational functions.

Minimum Education: Master's

Minimum Experience: 15 years

SME V

Functional Responsibilities: The Subject Matter Expert (SME) VI is a recognized industry leader. The SME VI consults with client and Company to define needs and generate innovative solutions. Experience in a functional expertise that may include technical, engineering, scientific, math, computer, mod/sin/analysis, Intel and DoD experience, space control/cyber, policy, operations, integration, training, testing, logistics, or planning related to the satisfaction of customer requirements and acquisitions. Demonstrated unique proficiency and advanced skills in the planning and execution of advanced technology development. Often acts independently to resolve issues associated with the development and implementation of operational programs to accomplish long range objectives.

Minimum Education: Master's

Minimum Experience: 20 years

Experience & Degree Substitution Equivalencies

Experience exceeding the minimum shown may be substituted for education. Likewise, education exceeding the minimum shown may be substituted for experience.

Equivalent Degree

Associate's

Bachelor's

Master's

PhD

Experience

2 years relevant experience

Associate's degree + 2 years relevant experience or 4 years relevant experience

Bachelor's plus 2 years relevant experience or Associate's degree + 4 years relevant experience or 6 years relevant experience

Master's + 2 years relevant experience or Bachelor's + 4 years relevant experience or Associate's + 6 years relevant experience or 8 years relevant experience