GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICES AUTHORIZED
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.

SIN 54151S - INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES, PSC: DA01
SIN OLM – ORDER LEVEL MATERIALS

MainSail, LLC

8279 Mayfield Road, Unit 12

Chesterfield, OH 44026-2540

PH:216-472-5100 ~ FAX:216-472-5110

www.mainsailgroup.com

Small Business
Contract Number: 47QTCA23D004D
Period Covered by Contract: 2/6/2023 to 2/5/2028
Pricelist current through Modification: 001 dated 2/6/2023

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

(i)   CUSTOMER INFORMATION: The following information should be placed under this heading in consecutively numbered paragraphs in the sequence set forth below. If this information is placed in another part of the Federal Supply Schedule Price List, a table of contents must be shown on the cover page that refers to the exact location of the information.

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).
SIN 54151S, Information Technology Professional Services
SIN OLM, Order Level Materials

1b.NA

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.

Labor Category/Service Title	Labor Category/Service Description	Minimum Education	Minimum Years of Experience
Subject Matter Expert II	Under general supervision, provides strategic vision and leadership for the implementation of technology across the division, and at times the corporation. Has oversight of the infrastructure and knowledge of the processes required to produce products. Performs high level and complex advisory consulting work as the authority in the Information Systems area. Coordinates with corporate and divisional management on a regular basis to define business objectives, generate, and implement plans to meet those objectives. Coordinates with other division's staff as required and provide regular status to top management. Experience: Bachelor's degree and 12 years of general experience, 10 years of specific; Master's degree and 10 years of general experience, 8 years of specific	Bachelors	10
Solutions Architect III	Expert in leading activities surrounding the technical design of initiatives that solve specific business needs, specializes in component-based architecture and reuse, defines and blueprints and validates system architectures to ensure they leverage deployment of technologies that are proven, stable, interoperable, portable, secure and scalable.	Bachelors	12

Subject Matter Expert III	Under general direction, provides strategic vision and leadership for the implementation of technology across the division, and at times the corporation. Has oversight of the infrastructure and knowledge of the processes required to produce products. Performs high level and complex advisory consulting work as the authority in the Information Systems area. Coordinates with corporate and divisional management on a regular basis to define business objectives, generate, and implement plans to meet those objectives. Coordinates with other division's staff as required and provide regular status to top management. Experience: Bachelor's degree and 12 years of general experience, 10 years of specific; Master's degree and 10 years of general experience, 8 years of specific	Masters	15
PS 1 - Jr Consultant	Professional Services Junior Consultant Career Starter / Early Talent, Trained and certified in products and/or technology. Works with supervision of more senior resources to implement software. Expected to participate as a team member, following the instructions of the team leader. Experience level is for trained and certified in software products and/or technology. Certified in software module(s)	Bachelors	1
PS 2 - Journeyman Consultant	Professional Services Journeyman Consultant, Works in team environment and closely guided by more senior-level team members. Responsible for delivery of defined tasks. Directed in several aspects of work. Resolves issues with limited complexity. Experience level is basic understanding of industry and/or LoB specific business processes. Certified in software module(s)	Bachelors	1
PS 3 - Associate Consultant	Professional Services Associate Consultant, Responsible for delivery of outcomes of assigned sub projects. Works independently within given area of responsibility with defined policies and processes. Experience level is strong competence with various tools, processes, solutions or technology use to accomplish the job. Certified in software module(s).	Bachelors	1
PS 4 - Consultant	Professional Services Consultant, Two years' consulting, or industry-relevant experience. Good understanding of industry and/or LoB specific business processes and Software products. Works independently or with limited, periodic guidance and check-in from team lead. Facilitates implementation of software solutions. Experience level is two years' consulting or industry-relevant	Bachelors	2

	experience. Good understanding of industry and/or LoB specific business processes and Software products. Certified in software module(s).		
PS 5 - Sr Consultant	Professional Services Senior Consultant, Several years of consulting experience. Expert in at least one topic of Software solution / technology and good knowledge in at least one more. Solid understanding of industry and/or LoB specific business processes. Experience with minimum of two full implementations or equivalent. Provides Software application / technology consulting. May perform as a sub project leader. Supports pre-sales activities, solution reviews, and proofs of concept. Acts as a coach/mentor for colleagues. May act as a community lead or topic owner for an internal community. Experience level is several years of consulting experience. Expert in at least one topic of Software solution/technology and good knowledge in at least one more. Solid understanding of industry and/or LoB specific business processes. Experience with a minimum of two full implementations or equivalent. Certified in software module(s)	Bachelors	3
PS 6 - Principle Consultant	Professional Services Principle Consultant, Several years of experience with Software solutions/technology. Experience with five full cycle implementations. Deep understanding of industry and/or LoB specific business processes. Expert in multiple application/technology focus areas. Has performed several business cases and is capable of managing difficult client situations. Has successfully performed as a team lead. Takes responsibility from time to time as team lead, supports respective line managers in people development tasks, engages in implementation planning. Demonstrates knowledge across core Software modules and has participated in multiple phases of implementation life cycle. Supports pre-sales activities, solution reviews, and proofs of concept, acts as a coach or mentor for colleagues. Experience level is several years with Software solutions/technology. Experience with five full cycle implementations. Deep understanding of industry and/or LoB specific business processes. Certified in software module(s).	Bachelors	4

PS 7 - Developer Consultant	Professional Services Developer, Global Support Mgr, Consulting Mgr, Technical Support Engineer, Senior Project Manager, Industry Specialist, Four to eight years of general experience. Experience in more than one Software implementation, possible PM experience, Significant Software training, Software proficiency of High. May demonstrate extensive knowledge of Software core competencies. May work independently or in leadership or project management role. Mastery of Software architecture/functional core competencies and a recognized expert in more than one area. Resource to others in defined area of expertise. Experience level is four to eight years of general experience. Experience in more than one Software implementation, possible PM experience, significant Software training, Software proficiency of high. Certified in software module(s).	Bachelors	4
PS 8 - Sr Developer Consultant	Professional Services Senior Developer, Consulting Director, Technical Support VP, Four to eight years of general experience. Experience in more than one Software implementation, possible PM experience, Significant Software training. Software proficiency of Very High. Demonstrates extensive knowledge of Software. May work independently or in a leadership or project management role. Mastery of Software architecture/functional core competencies and a recognized expert in more than one area. Resource to others in defined area of expertise. Experience level of four to eight years of general experience. Experience in more than one Software implementation, possible PM experience, significant Software training. Software proficiency of Very High. Certified in software module(s)	Bachelors	4
ERP SME 1	Junior Consultant, Responsible for delivery of outcomes of assigned sub projects. Works independently within given area of responsibility with defined policies and processes. Experience level is strong competence with various tools, processes, solutions or technology use to accomplish the job. Certified in software module(s).	Bachelors	1
ERP SME 2	Consultant, Two years' consulting, or industry-relevant experience. Good understanding of industry and/or LoB specific business processes and SAP products. Works independently or with limited, periodic guidance and check-in from team lead. Facilitates implementation of SAP solutions. Experience level is two years' consulting or industry-relevant experience. Good understanding of	Bachelors	2

	industry and/or LoB specific business processes and SAP products. Certified in software module(s)		
ERP SME 3	Senior Consultant, Several years of consulting experience. Expert in at least one topic of SAP solution/technology and good knowledge in at least one more. Solid understanding of industry and/or LoB specific business processes. Experience with minimum of two full implementations or equivalent. Provides SAP application/technology consulting. May perform as a sub project leader. Supports pre-sales activities, solution reviews, and proofs of concept. Acts as a coach/mentor for colleagues. May act as a community lead or topic owner for an internal community. Experience level is several years of consulting experience. Expert in at least one topic of SAP solution/technology and good knowledge in at least one more. Solid understanding of industry and/or LoB specific business processes. Experience with a minimum of two full implementations or equivalent. Certified in Software module(s)	Bachelors	3
ERP SME 4	Principle Consultant, Several years of experience with SAP solutions/technology. Experience with five full cycle implementations. Deep understanding of industry and/or LoB specific business processes. Expert in multiple application/technology focus areas. Has performed several business cases and is capable of managing difficult client situations. Has successfully performed as a team lead. Takes responsibility from time to time as team lead, supports respective line managers in people development tasks, engages in implementation planning. Demonstrates knowledge across core SAP modules and has participated in multiple phases of implementation life cycle. Supports pre-sales activities, solution reviews, and proofs of concept, acts as a coach or mentor for colleagues. Experience level is several years with SAP solutions/technology. Experience with five full cycle implementations. Deep understanding of industry and/or LoB specific business processes. Certified in software module(s).	Bachelors	4

ERP SME 5	Developer, Global Support Mgr, Consulting Mgr, Technical Support Engineer, Senior Project Manager, Industry Specialist, Four to eight years of general experience. Experience in more than one SAP implementation, possible PM experience, Significant SAP training, SAP proficiency of High. May demonstrate extensive knowledge of SAP core competencies. May work independently or in leadership or project management role. Mastery of SAP architecture/functional core competencies and a recognized expert in more than one area. Resource to others in defined area of expertise. Experience level is four to eight years of general experience. Experience in more than one SAP implementation, possible PM experience, significant SAP training, SAP proficiency of high. Certified in software module(s).	Bachelors	4
ERP SME 6	Senior Developer, Consulting Director, Technical Support VP, Four to eight years of general experience. Experience in more than one SAP implementation, possible PM experience, Significant SAP training. SAP proficiency of Very High. Demonstrates extensive knowledge of SAP. May work independently or in a leadership or project management role. Mastery of SAP architecture/functional core competencies and a recognized expert in more than one area. Resource to others in defined area of expertise. Experience level of four to eight years of general experience. Experience in more than one SAP implementation, possible PM experience, significant SAP training. SAP proficiency of Very High. Certified in software module(s)	Bachelors	4

2. Maximum order: $500,000.00 for all SINs

3. Minimum order: $100.00

4. Geographic coverage: Domestic Delivery

5. Point(s) of production: USA

6. Discount from list prices: All prices are net. Discounts have been deducted.

7. Quantity/Volume discounts: 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. Foreign items : None.

10a. Time of delivery: 54151S: As negotiated with ordering agency.

10b. Expedited Delivery. Contact Main Sail for availability at time of order.

10c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery.

10d. 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.

11.. F.O.B. point: Destination

12a. Ordering address: Main Sail, LLC, 20820 Chargrin Blvd., Suite 201, Beachwood, OH 22122

12b. 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.

13. Payment address: Same as Ordering Address

14. Warranty Provisions: For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract: Time of delivery/installation quotations for individual orders; Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/ service/software package submitted in response to requirements which result in orders under this schedule contract.

15. Export packing charges, if applicable. NA

16.Terms and conditions of rental, maintenance, and repair: NA.

17. Terms and conditions of installation: NA

18a.. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:NA.

18b. Terms and conditions for any other services: See Pricelist

19. List of service and distribution points; NA

20. List of participating dealers: NA

21. Preventive maintenance: NA

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): None.

22b. 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. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/.

23. Unique Entity Identifier (UEI) Number: L1VJASGKC5L9

24. Notification regarding registration in System for Award Management (SAM) database. SAM's information is current and available. All SAM information is current and up to date.

Labor Category	GSA YEAR 1	GSA YEAR 2	GSA YEAR 3	GSA YEAR 4	GSA YEAR 5
PS 1 - Jr Consultant	$191.44	$197.18	$203.09	$209.19	$215.47
PS 2 - Journeyman Consultant	$194.45	$200.28	$206.29	$212.47	$218.85
PS 3 - Associate Consultant	$215.26	$221.71	$228.36	$235.21	$242.27
PS 4 - Consultant	$215.37	$221.82	$228.47	$235.32	$242.39
PS 5 - Sr Consultant	$258.44	$266.20	$274.19	$282.41	$290.88
PS 6 - Principle Consultant	$273.32	$281.52	$289.96	$298.66	$307.62
PS 7 - Developer Consultant	$303.43	$312.52	$321.90	$331.56	$341.50
PS 8 - Sr Developer Consultant	$308.68	$317.94	$327.49	$337.31	$347.43
ERP SME 1	$172.29	$177.46	$182.78	$188.26	$193.91
ERP SME 2	$176.33	$181.62	$187.07	$192.69	$198.47
ERP SME 3	$177.83	$183.17	$188.66	$194.33	$200.16
ERP SME 4	$178.99	$184.36	$189.89	$195.59	$201.45
ERP SME 5	$186.65	$192.25	$198.02	$203.96	$210.08
ERP SME 6	$189.52	$195.20	$201.06	$207.09	$213.31
Subject Matter Expert II	$180.91	$186.34	$191.93	$197.68	$203.62
Solutions Architect III	$196.22	$202.11	$208.17	$214.42	$220.85
Subject Matter Expert III	$273.97	$282.20	$290.66	$299.38	$308.35