

# General Services Administration

## Federal Supply Service

Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage!™, a menu-driven database system. The INTERNET address for GSA Advantage!™ is: <http://www.GSAAdvantage.gov>.

Schedule for - Multiple Award Schedule

Federal Supply Group: Professional Services      Class: R499

Contract Number: GS-10F-094BA

For more information on ordering from Federal Supply Schedules  
click on the FSS Schedules button at <http://www.gsa.gov/schedules-ordering>

Contract Period: - Feb 20, 2014 through Feb 19, 2024

Contractor:                    gothamCulture, LLC  
   115 Broadway 5th Floor, New York, NY 10006  
Business Size:                Small, Veteran Owned, Service-Disabled Business  
Telephone:                    (212) 372-7382  
Extension:  
FAX Number:  
Web Site:                      [www.gothamculture.com](http://www.gothamculture.com)  
E-mail:                         [chris.cancialosi@gothamculture.com](mailto:chris.cancialosi@gothamculture.com)  
Contract                        Chris Cancialosi

Administration:

Price list current as of Modification #PA-0032 effective September 1, 2022

**gothamCulture**®  
HELPING NAVIGATE CHANGE

# Customer Information

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1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

SIN	Recovery	SIN Description
541611	541611RC	Management and Financial Consulting, Acquisition and Grants Management Su
OLM	OLMRC	Order-Level Materials (OLMs)
611430	611430RC	Professional and Management Development Training
611512	611512RC	Flight Training
541612E PM	541612EP MRC	Employee Performance Management
541612E R	541612ER RC	Employee Relations
611430T D	611430TD RC	Talent Development

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.

1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.

2. Maximum Order: \$1,000,000.00
3. Minimum Order: \$100.00
4. Geographic Coverage (delivery Area): Domestic only
5. Point(s) of production (city, county, and state or foreign country): Same as company address
6. Discount from list prices or statement of net price: Government net prices (discounts already deducted). See Attachment.

7. Quantity discounts: None.

8. Prompt payment terms: 3% -7 days, Net 30 days

Information for ordering Offices: Prompt Payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold: Yes

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: will accept

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

11a. Time of Delivery (Contractor insert number of days): Specified on the Task Order

11b. Expedited Delivery. The Contractor will insert the sentence "Items available for expedited delivery are noted in this price list." under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor

11c. 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: Contact Contractor

11d. Urgent Requirements. The Contractor will note in its price list the "Urgent Requirements" clause of its contract and advise agencies that they can also contact the Contractor's representative to effect a faster delivery: Contact Contractor

12. F.O.B Points(s): Destination

13a. Ordering Address(es): Same as Contractor

13b. 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(es): Same as company address

15. Warranty provision.: Contractor's standard commercial warranty.

- 16. Export Packing Charges (if applicable): N/A
- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Contact Contractor
- 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 (if applicable): N/A
- 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. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contactor’s website or other location.) The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/).
- 25. Data Universal Numbering System (DUNS) number: 800824273
- 26. Notification regarding registration in System for Award Management (SAM) database: Registered
- 27. Final Pricing:  
The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

SIN	Awarded Labor Category	Min Edu	Min Exp	Site	GSA Awarded Rates
541611	Partner	Ph.D.	10	Both	\$317.38
541611	Senior Associate	Bachelors	8	Both	\$272.04
541611	Associate	Bachelors	5	Both	\$224.94
611430					

GSA Price List |

TD, 541612 EPM, 541612 ER						
541611 , 611430 TD, 541612 EPM, 541612 ER	Engagement Manager	Bachelors	4	Both	\$199.95	
541611 , 611430 TD, 541612 EPM, 541612 ER	Intern	Bachelors	1	Both	\$81.61	
541611 , 611430 TD, 541612 EPM, 541612 ER	Graphic Designer	Bachelors	3	Both	\$113.35	
541611 , 611430 TD, 541612 EPM, 541612 ER	Partner - Level II	MA	14	Both	\$394.46	
541611 , 611430 TD, 541612 EPM, 541612	Managing Director	BA	8	Both	\$317.38	

GSA Price List |

ER						
541611						
611430						
TD, 541612	Managing Director - Level II	PhD	12	Both		\$408.06
EPM, 541612						
ER						
541611	Senior Associate - Level II	MA	8	Both		\$258.44
541611	Associate- Level I	MA	2	Both		\$226.70
541611	Associate- Level II	MA	3	Both		\$272.04
541611	Executive Coach- Level II	MA	3	Both		\$272.04
611430						
TD, 541612	Partner	PhD	10	Both		
EPM, 541612						
ER						\$317.38
611430						
TD, 541612	Senior Associate	Masters	8	Both		
EPM, 541612						
ER						\$272.04
611430						
TD, 541612	Senior Associate - Level II	Bachelors	8	Both		
EPM, 541612						
ER						\$258.44

## Labor Categories & Rates

MA = BA + 2 Years of Experience (and vice versa)

PhD = MA + 3 Years of Experience (and vice versa)

Classification	Responsibilities	Education/Experience
<b>Partner</b>	To provide oversight and management aspects of consulting services, including project budgets, delivery schedules, staff management, client management, and deliverables. Also responsible to deliver consulting services to clients where appropriate.	1. PhD in Industrial and Organizational Psychology, with 10+ years of experience in consulting and service delivery
<b>Senior Associate</b>	To deliver consulting services to clients under limited or no supervision, including project planning, service delivery, and presentations.	1. BA with 8 years of experience in consulting and service delivery
<b>Associate</b>	To deliver consulting services to clients under the direct supervision of Senior Associate and/or Partner.	1. BA with 5 years of experience in consulting and service delivery
<b>Engagement Manager</b>	To serve as liaison between client and project staff, as well as to support Senior Associate or Partner in project scoping, planning, and management.	1. BA with 4 years of experience 2. Experience with Microsoft Office and Project
<b>Intern</b>	To support project staff on the creation of proposals, deliverables, reports, and presentations, as well as to assist with data collection and analysis.	1. BA in related field with 1 year of experience 2. Enrolled in accredited Graduate program in Industrial/Organizational Psychology, or similar 3. Experience with Microsoft Office
<b>Graphic Designer</b>	To help to conceptualize, design, and produce client-facing deliverables that are visually innovative	1. BA in Graphic Design (or similar) with 1 year of experience 2. Strong portfolio of prior work completed for clients 3. Experience with key design programs, such as Adobe Illustrator, Photoshop, InDesign, Flash, Dreamweaver
<b>Partner</b>	- Performs a variety of tasks specific to managing business	MA in Industrial and Organizational Psychology, with 14+ years of

<p><b>Level II</b></p>	<p>relationships with its customers. Negotiates and makes final contractual decisions as to pricing, project approach, methods and staffing requirements. Ensures that project deliverables meet quality assurance levels. Provides high-level technical guidance to other partners, managers and senior consultants.</p>	<p>experience in consulting and service delivery</p>
<p><b>Managing Director</b></p>	<p>Responsible for developing, drafting, writing and editing reports, briefs, proposals, and other documents in support of a client's requirements. Interfaces with personnel to coordinate logistics, meetings, maintain logs, records and files, provides end-user support, and performs general administrative duties. Takes on any appropriate work from above roles to reduce client project costs.</p>	<p>BA with 8 years of experience in consulting and service delivery</p>
<p><b>Managing Director Level II</b></p>	<p>Oversee, train, and provide leadership for IT work teams in the accomplishment of goals and tasks to support specific projects. Provide supervision and leadership for multi-disciplinary teams for the investigation and resolution of system problems. Interface with customers on a regular basis to determine specific needs and requirements. Develop detailed staffing requirements, assignments and plans to meet completion date(s). Estimate resource requirements and schedule and assign work to meet performance requirements. Coordinate the investigation and resolution of operational problems in conjunction with other computer, engineering, and technical personnel. Perform management level customer interface, including responsibility for contractual deliverables, development of responses to the</p>	<p>PhD with 8+ years of experience in consulting and service delivery</p>



	requests for quotes and overall task execution. Develop required technical and management documentation in support of customer technical and programmatic reviews.	
<b>Senior Associate Level II</b>	<p>Leads/assists in the accomplishment of all client-required documentation/deliverables;</p> <ul style="list-style-type: none"> <li>- leads/assists in the preparation and/or formatting of specific client documents, deliverables and reports; and leads/assists in developing and/or formatting presentations</li> </ul>	MA with 2 years of experience in consulting and service delivery
<b>Associate-Level I</b>	Performs analyses, creates business integrated strategies and applies sound business solutions to resolve issues as they arise. Effectively communicates with executives and managers, both verbally and in writing. Aids in determining the best approach to program challenges. Develops creative and realistic recommendations for improving overall performance. Makes formal presentations to executives and managers.	MA with 3 years of experience in consulting and service delivery
<b>Associate-Level II</b>	Brings the ability to understand and incorporate the client's culture, leadership values, core competencies and coaching goals - Conducts coaching assessments specific to client's need. Conducts debriefings during coaching to empower client to leverage authentic strengths to achieve coaching goals. Measures success using goal milestones and stakeholder alignment for on the job meaningful feedback.	MA with 3 years of experience in consulting and service delivery
<b>Executive Coach- Level</b>	Performs a variety of tasks specific to managing business relationships with its customers.	MA in Industrial and Organizational Psychology, with 3 years of experience in consulting and service

II	Negotiates and makes final delivery contractual decisions as to pricing, project approach, methods and staffing requirements. Ensures that project deliverables meet quality assurance levels. Provides high-level technical guidance to other partners, managers and senior consultants.
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Service Contract Labor Standards: The Service Contract Act (SCLS) is applicable to this contract as it applies to the entire Multiple Award 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 SCLS labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

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