



General Services Administration  
Federal Supply Service  
Authorized Federal Supply Services and Products Schedule Price List



# McKing

## Consulting Corporation

# Financial and Business Solutions (FABS)

Contract Number: GS-00F-0042P  
Professional Services Schedule (PSS)  
Federal Supply Group: CORP  
PSS SIN: 520-11, 520-12, 520-13, 520-22  
PSS Recovery SIN: 520-11RC, 520-12RC, 520-13RC, 520-22RC

Period Covered by Contract: January 11, 2015 – July 14, 2019

Online 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 for GSA Advantage!™ is <http://www.GSAAdvantage.gov>.

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

**Corporate Headquarters:**  
McKing Consulting Corporation  
2810 Old Lee Highway  
Suite 300  
Fairfax, Virginia 22031-4376  
(703) 204-2385  
(703) 204-2704 Fax

**Contract Administration Source:**  
John D. McCliggott  
(703) 204-2385, ext. 242  
[john@mcking.com](mailto:john@mcking.com)

**Regional Offices:**  
2900 Chamblee Tucker Road  
Building 10, Suite 100  
Atlanta, Georgia 30341  
(770) 220-0608  
(770) 220-0670 Fax

11821 Parklawn Drive  
Suite 50  
Rockville, Maryland 20852  
(703) 204-2385  
(703) 204-2704 Fax

# Customer Information

- 1a. **Table of awarded Special Item Numbers (SINs):** 520-11 (Accounting), 520-12 (Budgeting), 520-13 (Complementary Financial Management Services), and 520-22 (Grants Management Support Services)
  - 1b. **Pricing:** see Labor category descriptions with McKing and Client site rates
  - 1c. **Commercial job titles, qualifications, and descriptions:** See Labor category descriptions with McKing and Client site rates
  2. **Maximum order threshold:** \$1,000,000.00
  3. **Minimum order:** \$100.00
  4. **Geographic coverage:** Domestic and Overseas
  5. **Points of production:** Fairfax, Virginia; Atlanta, Georgia; Rockville, Maryland
  6. **Discount from list price:** Prices shown herein are net prices.
  7. **Quantity discounts:** Negotiable
  8. **Prompt payment terms:** None
  - 9a. Government credit cards are accepted at or below the micropurchase threshold.
  - 9b. Contact contractor's representative for credit card acceptance of orders above the micropurchase threshold.
  10. **Foreign items:** N/A
  - 11a. **Time of delivery:** Per Task
  - 11b. Items available for expedited delivery are noted in this price list.
  - 11c. Overnight and second-day delivery will be negotiated with the ordering agency on each task order.
  - 11d. **Urgent requirements:** Contact contractor's representative for fast delivery.
  12. **FOB point:** Destination
  - 13a. **Ordering address:** Same as contractor/Corporate Headquarters
  - 13b. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and sample BPA can be found at the GSA/FSS Homepage: <http://www.fss.gsa.gov/schedules>.
  14. **Payment address:** Same as contractor/Corporate Headquarters
  15. **Warranty provision:** None
  16. **Export packing charges:** N/A
  17. **Terms and conditions of government credit card acceptance:** See 9b.
  18. **Terms and conditions of rental, maintenance, and repair:** N/A
  19. **Terms and conditions of installation:** N/A
  20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:** N/A
  - 20a. **Terms and conditions for any other services:** N/A
  21. **List of services and distribution points:** N/A
  22. **List of participating dealers**
  23. **Preventive maintenance:** N/A
  - 24a. **Environmental attributes:** N/A
  - 24b. **Section 508 compliance information is available:** <http://www.mcking.com>
  25. **Data Universal Numbering System (DUNS) Number:** 96-370-1573
  26. **Contractor is registered in the Central Contractor Registration (CCR) Database and Sam.gov:** Yes
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# McKing Consulting Corporation Profile

McKing Consulting Corporation is a large veteran-owned, full-service professional consulting firm specializing in public health and management consulting. Our experience with U.S. government and private sector organizations, business rapport, and complementary skills, enable us to deliver top-quality services with extraordinary cost-efficiency. We perform an array of professional services—on time, on budget, and on target.

McKing is committed to fast-turnaround, high-quality products, responsive cost-effective service, and continuous improvement. Our staff is productive and versatile. We focus on ensuring total compliance with all government contract requirements and responding quickly in a dynamic and sometimes urgent work environment.

For a full appreciation of our capabilities and experience, please visit our website: [www.McKing.com](http://www.McKing.com).

McKing's corporate headquarters is located in Fairfax, Virginia with offices in Atlanta, Georgia and Rockville, Maryland.

Contact the McKing GSA Contract Administration Source for more information regarding the following McKing GSA Schedules:

Mission Oriented Business Integrated Services (MOBIS)  
Professional Services Schedule SIN 874-1, 874-4  
Contract No. GS-00F-0042P

Information Technology Services (IT)  
Professional Services Schedule SIN C132-51  
Contract No. GS-00F-0042P

# Services

## **Program Management**

McKing has decades of senior-level experience managing federal government agency and private company programs. We are prepared to assist in meeting the management challenges of today's government agencies, grantees and other organizations through overall program assessments and providing support in diverse areas including strategic planning, organizational development and effectiveness, logistical and administrative support, and policy analysis.

## **Communication and Marketing**

We help clients develop critical health communication materials, informational and educational documents and targeted marketing resources. We work on tasks across the communication spectrum; from updates to media and Congressional staff to developing health issue campaigns for specific populations. Our communication and marketing staff have superior writing and editing skills, as well as formal training and/or scientific education expertise and capabilities to fulfill clients' outreach needs.

## **Scientific Services**

McKing provides a range of scientific services in support of research, program development and evaluation, surveys, data collection tools and publication of scientific data. These services include the use of epidemiology, statistical, behavioral, laboratory, and evaluation sciences for our clients. Because we have in-depth skills and knowledge in qualitative and quantitative data analyses and development of protocols to ensure human subjects protection, clients are assured that our work adheres to the strictest agency standards for integrity and reliability.

## **International Program Support**

McKing deploys staff members to countries around the world to provide short- and long-term technical assistance and support to government programs and to community-based organizations and initiatives. We provide technical assistance and consultations through trainings, assessments, program development and management, and evaluations.

# Schedule of Prices - McKing Site Hourly Rates

<b>Labor Category</b>	<b>Page</b>	<b>Year 12</b> through 7/14/2016	<b>Year 13</b> 7/15/16 - 7/14/17	<b>Year 14</b> 7/15/17 - 7/14/18	<b>Year 15</b> 7/15/18 - 7/14/19
Financial Analyst III	5	\$90.67	\$92.49	\$94.34	\$96.22
Financial Analyst II	5	\$82.20	\$83.85	\$85.53	\$87.24
Financial Analyst I	5	\$72.11	\$73.55	\$75.02	\$76.52
Budget Analyst VI	5	\$119.89	\$122.28	\$124.73	\$127.23
Budget Analyst V	6	\$102.70	\$104.75	\$106.85	\$108.99
Budget Analyst IV	6	\$89.52	\$91.31	\$93.14	\$95.00
Budget Analyst III	6	\$72.12	\$73.56	\$75.04	\$76.54
Budget Analyst II	7	\$62.40	\$63.65	\$64.92	\$66.22
Budget Analyst I	7	\$53.45	\$54.52	\$55.61	\$56.72
Economist III	7	\$121.73	\$124.16	\$126.65	\$129.18
Economist II	7	\$106.93	\$109.07	\$111.25	\$113.47
Economist I	8	\$84.78	\$86.48	\$88.21	\$89.97
Accounting Clerk III	8	\$55.04	\$56.14	\$57.27	\$58.41
Accounting Clerk II	8	\$48.72	\$49.70	\$50.69	\$51.70
Accounting Clerk I	8	\$44.48	\$45.37	\$46.28	\$47.20
Grants Quality Control Specialist II	8	\$91.59	\$93.42	\$95.29	\$97.19
Grants Quality Control Specialist I	8	\$82.15	\$83.79	\$85.47	\$87.18
Grants Subject Matter Specialist III	9	\$156.46	\$159.59	\$162.78	\$166.03
Grants Subject Matter Specialist II	9	\$130.65	\$133.27	\$135.93	\$138.65
Grants Subject Matter Specialist I	9	\$88.46	\$90.23	\$92.04	\$93.88
Senior Grants Specialist	9	\$126.24	\$128.76	\$131.34	\$133.96
Peer Review Grants Specialist	9	\$190.79	\$194.60	\$198.50	\$202.47

# Schedule of Prices - Government Site Hourly Rates

<b>Labor Category</b>	<b>Page</b>	<b>Year 12</b> through 7/14/2016	<b>Year 13</b> 7/15/16 - 7/14/17	<b>Year 14</b> 7/15/17 - 7/14/18	<b>Year 15</b> 7/15/18 - 7/14/19
Financial Analyst III	5	\$69.85	\$71.25	\$72.67	\$74.13
Financial Analyst II	5	\$63.31	\$64.58	\$65.87	\$67.19
Financial Analyst I	5	\$55.54	\$56.65	\$57.79	\$58.94
Budget Analyst VI	5	\$92.17	\$94.01	\$95.89	\$97.81
Budget Analyst V	6	\$79.11	\$80.70	\$82.31	\$83.96
Budget Analyst IV	6	\$68.96	\$70.34	\$71.75	\$73.18
Budget Analyst III	6	\$55.56	\$56.67	\$57.80	\$58.96
Budget Analyst II	7	\$48.07	\$49.03	\$50.01	\$51.01
Budget Analyst I	7	\$41.17	\$41.99	\$42.83	\$43.69
Economist III	7	\$93.75	\$95.63	\$97.54	\$99.49
Economist II	7	\$82.36	\$84.01	\$85.69	\$87.40
Economist I	8	\$65.29	\$66.60	\$67.93	\$69.29
Accounting Clerk III	8	\$43.26	\$44.12	\$45.00	\$45.90
Accounting Clerk II	8	\$38.30	\$39.06	\$39.84	\$40.64
Accounting Clerk I	8	\$34.96	\$35.66	\$36.37	\$37.10
Grants Quality Control Specialist II	8	\$71.98	\$73.42	\$74.89	\$76.39
Grants Quality Control Specialist I	8	\$64.56	\$65.85	\$67.17	\$68.51
Grants Subject Matter Specialist III	9	\$122.96	\$125.42	\$127.93	\$130.49
Grants Subject Matter Specialist II	9	\$102.68	\$104.74	\$106.83	\$108.97
Grants Subject Matter Specialist I	9	\$69.53	\$70.92	\$72.34	\$73.78
Senior Grants Specialist	9	\$99.21	\$101.19	\$103.22	\$105.28
Peer Review Grants Specialist	9	\$149.95	\$152.95	\$156.01	\$159.13

# Labor Category Descriptions

**Financial Analyst III:** Facilitates data gathering and analysis to assess the efficiency and effectiveness of financial programs and operations. Posts transactions to various ledgers, journals, and registers. Inputs accounting data into computer for tracking manipulation and reporting purposes. Compiles and prepares specialized reports and analyses. Applies accounting principles, theories, and practices to a variety of complex assignments, including analyzing and evaluating accounting system data elements and adapting analytical techniques to monitor a variety of accounting functions. Solves exceptionally difficult technical problems in financial programs, including examining documents, records, and accounting reports and processes to ensure conformance with generally accepted accounting principles, operating procedures, and revised regulations. Performs complex tasks providing general or specialized analysis in various accounting functions such as accounts receivable, accounts payable, cost, and accounting. Responds to findings reported in the Chief Financial Officer Audit and other Audits of the client's financial functions as related to assigned financial program areas. Comments on draft policies and issuances by the higher level department staff and other governmental agencies.

Education/Experience: Bachelor's/2 years  
High School/4 years

**Financial Analyst II:** Assists in day-to-day financial management operations, including processing, analyzing, and summarizing transactions and related data and properly classifying accounting transactions. Other general accounting functions include reconciling cash accounts, preparing supporting schedules, and ensuring that proper entries are made into the accounting system to facilitate preparation of annual financial statements. Utilizes accounting and financial analysis skills, including international operations, travel, purchase card audits, contract reconciliations, IPAC processing, and FEDEX processing.

Education/Experience: Bachelor's/1 year  
High School/3 years

**Financial Analyst I:** Assists in day-to-day financial management operations. The services to be provided may include processing, analyzing, and summarizing transactions and related data and properly classifying accounting transactions. Other general accounting functions may include reconciling cash accounts, preparing supporting schedules, and ensuring that proper entries are made into the accounting system to facilitate the preparation of the annual financial statements. Utilizes accounting and financial analysis skills.

Education/Experience: Bachelor's/0 years  
High School/2 years

**Budget Analyst VI:** Serves as team lead or supervisor of staff. Prepares multiyear budget estimates covering the client's control, research, and training activities. Provides advice and guidance to budget and program officials of the client on the preparation of budget estimates and prepares detailed analyses and critiques of estimates submitted. Assembles and/or develops background data and documentation in support of requested program budgets for reference and evidence in the agency budget hearings. Develops estimates reflecting the cost of implementing proposed budget and/or program legislation. Coordinates the formulation and presentation of budgets for assigned programs with budget personnel who are responsible for the administration of complementary programs and services. Monitors the execution of those portions of the approved organization budget through which national programs, including obligations and expenditures in multiyear grants programs and associated administrative costs, are funded. Performs advanced analysis of accounting and budget data to provide recommendations to the agency. Provide senior-level advice and guidance to the client and program offices on budget formulation and presentation.

Education/Experience: Bachelor's/10 years  
High School/12 years

# Labor Category Descriptions

**Budget Analyst V:** Prepares multiyear budget estimates covering the client's control, research, and training activities. Provides advice and guidance to budget and program officials of the client on the preparation of budget estimates and prepares detailed analyses and critiques of estimates submitted. Assembles and/or develops background data and documentation in support of requested program budgets for reference and evidence in the agency budget hearings. Develops estimates reflecting the cost of implementing proposed budget and/or program legislation. Coordinates the formulation and presentation of budgets for assigned programs with budget personnel who are responsible for the administration of complementary programs and services. Monitors the execution of those portions of the approved organization budget through which national programs, including obligations and expenditures in multiyear grants programs and associated administrative costs, are funded. Performs advanced analysis of accounting and budget data to provide recommendations to the agency. Provide senior-level advice and guidance to the client and program offices on budget formulation and presentation. Applies expertise in budget and accounting systems to consultative solutions for clients. May act as a back-up to the team lead.

Education/Experience: Bachelor's/8 years  
High School/10 years

**Budget Analyst IV:** Prepares multiyear budget estimates covering the client's control, research, and training activities. Provides advice and guidance to budget and program officials of the client on the preparation of budget estimates and prepares detailed analyses and critiques of estimates submitted. Assembles and/or develops background data and documentation in support of requested program budgets for reference and evidence in the agency budget hearings. Develops estimates reflecting the cost of implementing proposed budget and/or program legislation. Coordinates the formulation and presentation of budgets for assigned programs with budget personnel who are responsible for the administration of complementary programs and services. Monitors the execution of those portions of the approved organization budget through which national programs, including obligations and expenditures in multiyear grants programs and associated administrative costs, are funded. Performs advanced analysis of accounting and budget data to provide recommendations to the agency. Provide senior-level advice and guidance to the client and program offices on budget formulation and presentation.

Education/Experience: Bachelor's/6 years  
High School/8 years

**Budget Analyst III:** Prepares multiyear budget estimates covering the client's control, research, and training activities. Provides advice and guidance to budget and program officials of the client on the preparation of budget estimates and prepares detailed analyses and critiques of estimates submitted. Assembles and/or develops background data and documentation in support of requested program budgets for reference and evidence in the agency budget hearings. Develops estimates reflecting the cost of implementing proposed budget and/or program legislation. Coordinates the formulation and presentation of budgets for assigned programs with budget personnel who are responsible for the administration of complementary programs and services. Monitors the execution of those portions of the approved organization budget through which national programs, including obligations and expenditures in multiyear grants programs and associated administrative costs, are funded.

Education/Experience: Bachelor's/4 years  
High School/6 years



# Labor Category Descriptions

**Budget Analyst II:** Identifies and corrects extraneous, erroneous, or missing functions as symbolized or illustrated by codes, which can be revealed on the screen. Provides advice and guidance to budget and program officials of the client on the preparation of budget estimates and prepares detailed analyses and critiques of estimates submitted. Assembles and/or develops background data and documentation in support of requested program budgets for reference and evidence in the agency budget hearings. Develops estimates reflecting the cost of implementing proposed budget and/or program legislation. Coordinates the formulation and presentation of budgets for assigned programs with budget personnel who are responsible for the administration of complementary programs and services.

Education/Experience: Bachelor's/2 years  
High School/4 years

**Budget Analyst I:** Uses basic budget and account structures, including organization codes, account numbers, and object classes, to obtain, compile, and summarize narrative information and quantitative data for use by others within the office. Verifies the costs of line items in the budget, enters the costs in standard forms and schedules, and extracts budget and program data from computer printouts of accounting records forms and reports for use by coworkers. Creates charts and graphs for electronic or hard copy from data within databases and spreadsheets. Identifies and corrects extraneous, erroneous, or missing functions as symbolized or illustrated by codes, which can be revealed on the screen. Prepares responses to inquiries, retrieves requested information from office files, gathers information on vendor payment inquiries, gathers information on open obligations, sends information to users through computer links, distributes memoranda or reports using designated distribution lists, acknowledges receipts, prints copies, and responds through an electronic mail system.

Education/Experience: Bachelor's/0 years  
High School/2 years

**Economist III:** Analyzes the impact of cost as well as its impact on policies, programs, and practices. Provides technical assistance and consultation on economic study plans, involving actual economic analyses, to researchers and policy analysts. Provides technical assistance and consultation regarding techniques used in econometric analysis as well as provides a quick response to applied economic analysis and evaluation. Provides analyses. Designs and conducts research studies. Prepares reports for use in briefings, presentations, publications, and testimony. Providing research and analytic support in the preparation of papers, research proposals, bibliographies, and other documents.

Education/Experience: Doctorate/4 years  
Master's/6 years  
Bachelor's/10 years

**Economist II:** Analyzes the impact of cost as well as its impact on policies, programs, and practices. Provides technical assistance and consultation on economic study plans, involving actual economic analyses, to researchers and policy analysts. Provides technical assistance and consultation regarding techniques used in econometric analysis as well as provides a quick response to applied economic analysis and evaluation. With guidance, prepares reports for use in briefings, presentations, publications, and testimony. Provides research and analytic support in the preparation of papers, research proposals, bibliographies, and other documents.

Education/Experience: Doctorate/2 years  
Master's/4 years  
Bachelor's/8 years

# Labor Category Descriptions

**Economist I:** Assists in analyzing the impact of cost as well as its impact on policies, programs, and practices. Assists in providing technical assistance and consultation on economic study plans, involving actual economic analyses, to researchers and policy analysts. May provide technical assistance and consultation regarding techniques used in econometric analysis as well as provide a quick response to applied economic analysis and evaluation. Provides research and analytic support in the preparation of papers, research proposals, bibliographies, and other documents.

Education/Experience:     Master's/2 years  
                                      Bachelor's/6 years

**Accounting Clerk III:** Performs complex accounting clerical duties. Assists with trial balances, analyzes financial documents, investigates questionable data, and prepares reports. Responsible for a complete and systematic set of transactions in a specific phase of accounting. Reconciles difficult accounts. Proficient in the use of office automated systems, spreadsheets, and software.

Education/Experience:     Associate/1 year  
                                      High School/4 years

**Accounting Clerk II:** Performs moderately complex accounting tasks. Processes complicated transactions and traces transactions through previous accounting actions to determine discrepancies. Verifies consistency and mathematical accuracy of accounting documents and reconciles difficult accounts. Uses office automated systems to input data, generate reports, conduct specialized research projects, and respond to inquiries.

Education/Experience:     High School/2 years

**Accounting Clerk I:** Posts general journal entries or accounts payable vouchers and enters vouchers into voucher register. Posts and balances financial data. Verifies invoices, invoice number, account codes, and financial amounts. Reviews transactions to locate discrepancies. Uses office-automated systems to input data and generate reports.

Education/Experience:     High School/1 year

**Grants Quality Control Specialist II:** Evaluates the work processes of employees responsible for administering data entry of grant applications, maintains database records, and processes pertinent information. Ensures that processes are conducted in a timely fashion and in accordance with program and Federal guidance evaluation/control standards. Analyzes internal/departmental grant processing procedures for resolution of issues involving expenditures, payment, and specific deliverables. Provides input in the development and installation of total quality systems for processing and administering grants.

Education/Experience:     Bachelor's/6 years  
                                      High School/10 years

**Grants Quality Control Specialist I:** Evaluates the work processes, is responsible for ensuring data entry of pertinent information from grant applications, and maintains database records in a timely and accurate fashion. Provides a full spectrum of quality control assistance including the accuracy of billing by the grantee. Follows internal and Federal quality control procedures and standards.

Education/Experience:     Bachelor's/4 years  
                                      High School/8 years

# Labor Category Descriptions

**Grants Subject Matter Specialist III:** Is a recognized expert in field or discipline. Must have demonstrated and documented academic and practical indepth knowledge of specific field of expertise. Is knowledgeable and has direct experience with the procedures and/or processes, as well as test and evaluation operational requirements, relative to specific field of expertise. Informs higher level officials of trends and observations within the grant applications. Makes appropriate suggestions and recommendations within the subject matter of the grants program guidelines. Participates in the review of laws, policies, and guidelines that have an effect on procedures and planning.

Education/Experience:      Advance Degree or Master's/8 years  
   Bachelor's/15 years  
   High School/20 years

**Grants Subject Matter Specialist II:** Is a recognized expert and has a demonstrated and documented indepth knowledge in specific field or discipline. Is knowledgeable and possesses direct experience with the evaluation of operational requirements relative to specific field of expertise required within the program guidance and review process.

Education/Experience:      Advance Degree or Bachelor's/8 years  
   High School/10 years

**Grants Subject Matter Specialist I:** Is experienced in field or discipline with demonstrated indepth knowledge of specific field of expertise. Possesses sufficient experience to evaluate the operational requirements stated in the program guidance and review process.

Education/Experience:      Advance Degree or; Bachelor's/3 years  
   High School/5 years

**Senior Grants Specialist:** Must have demonstrated indepth knowledge and expertise in Federal grants management processes, including Federal rules and regulations. Is knowledgeable and must have direct experience in the grant application process, triage processing of applications, and fiduciary and evaluating operational requirements relative to the grant management program. Participates in the grant review process, evaluates and records proceedings, monitors scoring processes, and administers the technical evaluation sessions. Keeps appropriate upper level management informed and provides appropriate recommendations within the subject matter of the grants program guidelines. Participates in the review of laws, procedures, and recommendations that have an effect on procedures and planning.

Education/Experience:      Doctorate/8 years  
   Master's/10 years  
   Bachelor's/15 years

**Peer Review Grant Specialist:** Must have demonstrated indepth knowledge of expertise in grants management. Is knowledgeable with direct experience in the grant application process and evaluation operational requirements relative to the grant review process during technical evaluation panels. Participates in the grant review process, evaluates and records proceedings, monitors scoring processes, administers the technical evaluation sessions, and, when appropriate, recording relevant panel discussions. Keeps upper level management informed on panel progress and makes appropriate recommendations. Participates in the panel review briefing, which has an effect on evaluation process and procedures.

Education/Experience:      Advanced Degree or Doctorate/10 years  
   Master's/15 years  
   High School/20 years



McKinsey Consulting Corporation