



Authorized Federal Supply Schedule Price List

Business Size: Small, Minority-owned

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Multiple Award Schedule (MAS)

Federal Supply Group: Professional Services

Contract Number: GS10F074CA
Contract Period: April 7, 2015 – April 6, 2025

Price list current as of Modification #PA-0020 effective November 23, 2021

FOR MORE INFORMATION ON ORDERING FROM FEDERAL SUPPLY SCHEDULES GO TO THE GSA SCHEDULES PAGE AT GSA.GOV

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](http://WWW.GSAADVANTAGE.GOV).

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FIRM OVERVIEW

Founded in 2007 and headquartered in Washington, DC, Falcon Capital Advisors is a management consulting firm that provides strategic advice, technical expertise, program management, and engagement execution to government departments and regulatory agencies. Our team of experts has served as senior federal regulators and top executives at financial institutions managing large programs and business operations. Our expertise, combined with our well-earned reputation for integrity, has made us a valuable resource for our clients on a variety of strategic and operational issues.



FCA is a minority-owned small business.

WHY FALCON CAPITAL ADVISORS?

Our People

Our senior staff members are professionals who have spent decades "in the trenches" in government and industry honing their knowledge and skills. They are critical thinkers, researchers, and coach and execution specialists.

Every recommendation that we make is meticulously supported by solid evidence and extensive research, coupled with the insights and experience from our subject matter experts. Our team members are skilled in finding, analyzing, and interpreting data. We believe those skills differentiate our professionals from the rest of the crowd.

Our Experience

Experience matters. Our clients value the deep, industry-specific knowledge we have developed over the years as well as the functional knowledge our team has accumulated by working with clients across different industries.

Our Tools

Falcon Capital Advisors has developed an extensive set of tools and methodologies which we deploy in a customized and integrated fashion in order to provide our clients with superior and sometimes simple solutions for complex issues.

Our leadership team has also spent considerable time and effort improving existing tools and developing new tools and techniques as new business trends emerge and new way of thinking becomes required.

With our unique toolset and collaborative approach, we aim to offer our clients highly customized solutions to address the critical issues they face.

CAPABILITIES

Mortgage Market Advisory

Falcon Capital Advisors leverages a team of mortgage market industry specialists with expertise spanning the full spectrum of mortgage lending activity in both the primary and secondary markets. The Falcon Capital Advisors team is comprised of industry leaders who have held key leadership roles at federal regulatory agencies administering government housing finance policy and at financial companies originating and servicing mortgages, developing and structuring mortgage products, managing loan platforms, and performing risk management and quality control functions. Our services include:

- **Mortgage Origination and Servicing**
- **Mortgage Conduit Operations**
- **Government Mortgage Programs**
- **Government Sponsored Enterprises (GSEs)**

Program Management

Organizations need an integrated, systematic approach to implementing changes and best practices that foster efficiency, quality productivity, and effective risk management. Big, complex business transformation, infrastructure and IT programs promise a lot of value – but often fail to deliver. To be successful in executing change, companies need to tailor and control the end-to-end processes and various critical implementation components to create value. Our services include:

- **Implementation & Improvement**
- **Cost Organization**
- **System Justification and Design**
- **PMO & Change Management**
- **Quality Management**

Business Process Improvement

Falcon Capital Advisors’ Operations practice helps clients maximize operational efficiency, effectively implement their business strategy, mitigate operational risks, and prepare for growth. We utilize our deep understanding of financial services business models, economics, and both domestic and international regulation to help financial institutions and government agencies achieve peak performance. Our services include:

- **Business Transformation**
- **Cost Rationalization, Optimization, and Containment**
- **Business Case Development**
- **Implementation**

Risk Management

Today’s business environment changes rapidly, requiring organizations to think about risks in distinct ways. It is now critical for organizations to implement risk identification tools and processes that are proactive, rather than reactive. At a minimum, companies and their senior management must manage risk, compliance, and governance structures to ensure “no surprises” and seize new opportunities while staying ahead of the uncertainty.

Falcon Capital Advisors’ Risk Management team can help our clients drive their business performance and transform the way they perceive and capitalize on risk. We assist our clients in transforming their risk and compliance programs from reactive, check-the-box-exercises, into powerful functions that can anticipate and mitigate risk to achieve consistently powerful performance. Our services include:

- **Credit Risk Analysis**
- **Default Management and Loss Mitigation**
- **Regulatory and Operational Risk**
- **OMB Circular A-123and A-129 compliance**

Financial Advisory

Our clients benefit from our independence, practical advice, and innovative solutions rooted in deep industry and capital market experience. Falcon Capital Advisors has CPAs and former finance executives with decades of experience assisting clients with the creation and refinement of existing control environment and processes that mitigate specific risks. We work closely with management to bolster corporate governance, provide proper guidance, and resolve control weaknesses. Our accounting and finance professionals provide a diverse and comprehensive services to our clients that meet the demands of today's transaction environment. Our services include:

- **Internal Control Review**
- **Due Diligence**
- **Internal Audit and Assurance**
- **Technical Accounting Compliance**
- **Fraud Prevention and Forensic Investigation**
- **Transaction Services**

Data Analytics

Data Analytics is the link between data and decision-making. In a high-tech, globalized business environment, leaders need to take advantage of the insights big data can offer in order to make informed, confident decisions.

- **Data Analytics, Integrity, and Reporting**
- **Data Collection and Transformation**
- **Benchmarking**
- **Performance Analysis**
- **Key Performance Indicators(KPI)**
- **Performance Scorecards and Dashboards**

Compliance

As the regulatory environment continues to evolve, the need for better and improved control structures becomes ever more imperative. While organizations generally become more control conscious, there continue to be gaps and alignment issues that need to be addressed through design, testing, and documentation.

Falcon Capital Advisors' regulatory and compliance experts are here to help you identify, analyze, and manage your regulatory and internal risk exposure. Our services include:

- **Compliance Review**
- **Performance Assessment**
- **Training Improvements**
- **Regulatory Program and Process Assessment**
- **Monitoring, Testing, and Improvements**

Strategy

Our experts understand the opportunities and risks within our clients' industries. As firms must adjust their strategic business plans, processes, products, and services regularly, we provide tailored business process realignment strategies and innovative product development solutions to achieve maximum efficiency and utility.

- **Market Trend and Outlook Assessment**
- **Policy Regulation Impact Analysis**
- **Strategic Planning**

FOUNDERS



The Honorable Armando Falcon, CEO of Falcon Capital Advisors, is an expert on financial services regulation, mortgage markets, and corporate governance. He previously served as the Director of the Office of Federal Housing Enterprise Oversight (“OFHEO”) from 1999 to 2005 (OFHEO has since been renamed as the Federal Housing Finance Agency). As Director, he served as the chief regulator for Fannie Mae and Freddie Mac, and played a key leadership role in overseeing the U.S. secondary mortgage market and the stability of the U.S. housing finance system. During Mr. Falcon’s tenure, he transformed OFHEO from a small struggling agency into a strong respected regulator that was recognized by the Washington Post as a courageous and highly effective agency. Through his work at OFHEO, he is now credited with raising early warnings about the latent dangers in the U.S. housing market. Prior to his work at OFHEO, Mr. Falcon served as the General Counsel for the Committee on Banking and Financial Services of the U.S. House of Representatives.



Brien Hampton, President of Falcon Capital Advisors, has over 27 years of financial markets experience in both prime and alternative markets. His expertise in capital markets and transaction analysis is an invaluable asset to our clients; in particular his experience leading market assessment, business plan analysis, and price analysis projects. His trading strategies involve a robust understanding of credit quality, deal structure, prepayment, and duration on different classes of securities. Prior to joining Falcon Capital Advisors, Mr. Hampton was the Senior Vice President of Capital Markets for The Winter Group, a New York-based firm which served as a platform for fully integrated capital markets, residential mortgage financing, sourcing, securitization, trading and distribution. In this position, Mr. Hampton was responsible for engineering financial solutions for originators, conduits, and investors in the areas of origination, systems development, credit, servicing, and warehouse lending. Before joining The Winter Group, Mr. Hampton had a 17 year career at Freddie Mac, where he was Director of Sales & Strategy for Alternative Markets in Freddie Mac’s Single Family division. Due to his strong background in credit and deal structuring, he is credited with implementing key alternative credit structures.

CUSTOMER INFORMATION

1. Table of Awarded Special Item Numbers:

SINs	Recovery	SIN Description
531210	531210RC	Financial Asset Resolution Services
541611	541611RC	Management and Financial Consulting, Acquisition and Grants Support, and Business Program and Project Management Services
OLM	OLMRC	Order Level Materials

2. Maximum Order:

For SINs 531210 and 541611: \$1,000,000.00

For SIN OLM: \$250,000.00

3. Minimum Order: \$100.00

4. Geographic Coverage (delivery Area): Domestic and Overseas

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)

7. Quantity discounts: None Offered

8. Prompt payment terms: Net 30 days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

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

10a. Time of Delivery: Specified on the Task Order

10b. Expedited Delivery: Contact Contractor

10c. Overnight and 2-day delivery: Contact Contractor

10d. Urgent Requirements: Contact Contractor

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

12a. Ordering Address(es): Same as company address

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(es): Same as company address

14. Warranty provision: Contractor's standard commercial warranty

15. **Export Packing Charges (if applicable):** N/A
16. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
17. **Terms and conditions of installation (if applicable):** N/A
- 18a. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 18b. **Terms and conditions for any other services (if applicable):** N/A
19. **List of service and distribution points (if applicable):** N/A
20. **List of participating dealers (if applicable):** N/A
21. **Preventive maintenance (if applicable):** N/A
- 22a. **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. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/. N/A
23. **Unique Entity Identifier (UEI) number:** GSFF4STFFLXF8
24. **Notification regarding registration in System for Award Management (SAM) database:**
Registered

LABOR CATEGORIES

PARTNER/SENIOR EXECUTIVE MANAGER

A Partner or Senior Executive Manager is responsible for business development, client negotiations, commitment of firm resources to specific projects, and overall firm and executive management. They are responsible for reviewing contracts, preparing bids, assigning key personnel to specific tasks or projects, and overseeing all deliverables and general work performed by the firm. A Partner or Senior Executive Manager is also responsible for primary client interface at the Contracting Office Technical Representative level of the government agency. Minimum of 15 years of relevant professional experience and a Bachelors Degree.

PROGRAM MANAGER/SENIOR MANAGER

A Program or Senior Manager provides oversight and directs project management of daily contract operations. Their responsibilities include supervision of project staff, provide strategic direction of project tasks, and oversee project status and performance of work. A Program or Senior Manager advise Partners on all major project development and is responsible for primary client interface at the program management level of the government agency. Minimum of 8 years of relevant professional experience and a Bachelors Degree.

SUBJECT MATTER EXPERT

Subject Matter Expert (SME) is an expert with extensive knowledge and experience in the designated industry or discipline. They are responsible for advising and implementing unique, technical, and analytical methodologies to ensure quality performance. SMEs provide expert solutions and recommendations and may oversee staff and task implementation. Minimum of 8 years of relevant professional experience and a Bachelors Degree.

SENIOR CONSULTANT

A Senior Consultant has extensive industry knowledge and experience necessary to interpret requirements and implement strategic methodologies. They provide high-level solutions and recommendations and are responsible for monitoring the status of the project, conducting fieldwork, overseeing the drafting of reports, and supervising staff. Senior Consultants meet regularly with client's program management staff to discuss project objectives, performance standards, and timelines. Minimum of 5 years of relevant professional experience and a Bachelors Degree.

CONSULTANT

A consultant has extensive industry knowledge and technical expertise. Consultants are responsible for leading analysis and implementation of tasks. Consultants monitor staff performance and progress and meet regularly with Senior Consultants, Managers, and Partners. Minimum of 3 years of relevant professional experience and a Bachelors Degree.

SENIOR ANALYST/SENIOR ASSOCIATE

A Senior Analyst or Senior Associate provides high-level analytical, strategic, and technical expertise to the project. Senior Analysts/Senior Associates help define project objectives and have a functional knowledge of analytical methodologies and strategic techniques to successfully execute project tasks. Minimum of 2 years of relevant professional experience and a Bachelors Degree.

ANALYST/ASSOCIATE

An Analyst or Associate assists and performs tasks in accordance with directions provided by senior staff. Analyst/Associate support functions including data collection, interview and survey, data modeling, and analysis. Minimum of 1 year of relevant professional experience and a Bachelors Degree.

LABOR RATES

The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

Labor Category	GSA Rates*
Partner/Senior Executive Manager	\$288.92
Program Manager/ Senior Manager	\$235.54
Subject Matter Expert	\$235.54
Senior Consultant	\$185.07
Consultant	\$166.84
Senior Analyst/ Senior Associate	\$133.48
Analyst/ Associate	\$88.33

* Costs pertaining to travel are not included in the prices offered and will be negotiated at the task order level.

Service Contract Labor Standards: The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS/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 SCLS/SCA eligible labor categories. If and / or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.