

GENERAL SERVICES ADMINISTRATION SERVICES

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 are available through GSA Advantage!®, a menu-driven database system. The INTERNET addresses GSA Advantage! ® is: GSAAvantage.gov

Schedule Title: Multiple Award Schedule (MAS)

Large Category	Subcategory	PSC
Professional Services	Business Administrative Services	R408
	Financial Services	R703, R704
	Logistical Services	R706, V122
	Marketing and Public Relations	T006, D304, R701, R708, Y1PB, R422
	Technical and Engineering Services (non-IT)	R414, R425
	Training	R704
Scientific Management & Solutions	Testing and Analysis	R499
Miscellaneous	Complimentary SIN	0000

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

Contract Number: 47QRAA18D001P

Contract Period: November 21, 2017 to November 20, 2022

Contractor: **Deloitte Consulting LLP**
 1919 N. Lynn St., Arlington, VA 22209-1742
 www.deloitte.com

Contact for Ordering and Contract Administration:

Kimberly Gibson
 1919 N. Lynn Street
 Arlington, VA 22209
 Phone: 703 251-1642
 Fax: 703-842-6748
 Email: usdeloittegsacontracts@deloitte.com

Business Size: Large

Current through Modification PA-0007 dated 08/05/20 & Refresh 0005

SECTION 1.0 CUSTOMER INFORMATION

1a. Table of Awarded Special Item Numbers:

Large Category	Subcategory	SIN	SIN Title
Professional Services	Business Administrative Services	541611 541611(RC)	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
Professional Services	Financial Services	522310 522310(RC)	Financial Advising, Loan Servicing and Asset Management Services
Professional Services	Financial Services	541219 541219(RC)	Budget and Financial Management Services
Professional Services	Logistical Services	541614 541614(RC)	Deployment, Distribution and Transportation Logistics Services:
Professional Services	Logistical Services	541614SVC 541614SVC(RC)	Supply and Value Chain Management
Professional Services	Marketing and Public Relations	512110 512110(RC)	Video/Film Production
Professional Services	Marketing and Public Relations	541511 541511(RC)	Web Based Marketing
Professional Services	Marketing and Public Relations	541613 541613(RC)	Marketing Consulting Services
Professional Services	Marketing and Public Relations	541810 541810(RC)	Advertising Services
Professional Services	Marketing and Public Relations	541820 541820(RC)	Public Relations Services
Scientific Management & Solutions	Testing and Analysis	541380 541380(RC)	Testing Laboratory Services
Professional Services	Marketing and Public Relations	541850 541850(RC)	Exhibit Design and Advertising Services
Professional Services	Marketing and Public Relations	541910 541910(RC)	Marketing Research and Analysis
Professional Services	Technical and Engineering Services (non-IT)	541420 541420(RC)	Engineering System Design and Integration Services
Professional Services	Technical and Engineering Services (non-IT)	541715 541715(RC)	Engineering Research and Development and Strategic Planning

Large Category	Subcategory	SIN	SIN Title
Professional Services	Technical and Engineering Services (non-IT)	541330ENG 541330ENG(RC)	Engineering Services
Professional Services	Training	611430 611430(RC)	Professional and Management Development Training
Miscellaneous	Complimentary SIN	OLM OLM(RC)	Order Level of Materials (OLM)

1b. Lowest Priced Model: NA

1c. Labor Descriptions and Rates: Please see Sections 3-8 of this Price List

2. Maximum Order:

Large Category	Subcategory	SIN	SIN Title	Maximum Order Limit (MOL)
Professional Services	Business Administrative Services	541611 541611(RC)	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services	\$1,000,000.00
Professional Services	Financial Services	522310 522310(RC)	Financial Advising, Loan Servicing and Asset Management Services	\$1,000,000.00
Professional Services	Financial Services	541219 541219(RC)	Budget and Financial Management Services	\$1,000,000.00
Professional Services	Logistical Services	541614 541614(RC)	Deployment, Distribution and Transportation Logistics Services:	\$1,000,000.00
Professional Services	Logistical Services	541614SVC 541614SVC(RC)	Supply and Value Chain Management	\$1,000,000.00
Professional Services	Marketing and Public Relations	512110 512110(RC)	Video/Film Production	\$1,000,000.00
Professional Services	Marketing and Public Relations	541511 541511(RC)	Web Based Marketing	\$1,000,000.00
Professional Services	Marketing and Public Relations	541613 541613(RC)	Marketing Consulting Services	\$1,000,000.00
Professional Services	Marketing and Public Relations	541810 541810(RC)	Advertising Services	\$1,000,000.00
Professional Services	Marketing and Public Relations	541820 541820(RC)	Public Relations Services	\$1,000,000.00
Scientific Management & Solutions	Testing and Analysis	541830 541830(RC)	Testing Laboratory Services	\$250,000.00

Large Category	Subcategory	SIN	SIN Title	Maximum Order Limit (MOL)
Professional Services	Marketing and Public Relations	541850 541850(RC)	Exhibit Design and Advertising Services	\$1,000,000.00
Professional Services	Marketing and Public Relations	541910 541910(RC)	Marketing Research and Analysis	\$1,000,000.00
Professional Services	Technical and Engineering Services (non-IT)	541420 541420(RC)	Engineering System Design and Integration Services	\$1,000,000.00
Professional Services	Technical and Engineering Services (non-IT)	541715 541715(RC)	Engineering Research and Development and Strategic Planning	\$1,000,000.00
Professional Services	Technical and Engineering Services (non-IT)	541330ENG 541330ENG(RC)	Engineering Services	\$1,000,000.00
Professional Services	Training	611430 611430(RC)	Professional and Management Development Training	\$1,000,000.00
Miscellaneous	Complimentary SIN	OLM OLM(RC)	Order Level of Materials (OLM)	\$250,000.00

3. **Minimum Order:** \$100
4. **Geographic Coverage:** Worldwide
5. **Point(s) of Production:** Various Deloitte Consulting locations based on client requirements
6. **Discount from list prices or statement of new price:** Prices are net prices and include all discounts and fees
7. **Quantity Discounts:** None at the Schedule contract level. However, Quantity of Volume discounts are available at the Task Order or Blanket Purchase Agreement (BPA) level
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:** None
- 10a. **Time of Delivery:** Specified on the Task Order
- 10b. **Expedited Delivery:** Contact Contractor
- 10c. **Overnight Delivery:** Contact Contractor
- 10d. **Urgent Requirements:** Contact Contractor

11. FOB Points: Destination (deliverable items)

Professional Services will be performed at the location(s) identified by the ordering agency in the order

12a. Ordering Address:

Point of Contact for Ordering and Contact Administration:

Attn: Kimberly Gibson
 Deloitte Consulting LLP
 1919 N. Lynn Street
 Arlington, VA 22209

Phone: (703) 251-1642
 Fax: (703) 842-6748
 E-mail: usdeloittegsacontracts@deloitte.com

12b. Ordering Procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3

13. Payment Addresses:

Electronic Payment/Wire Transfer and ACH	Check Remittance Address	For Overnight Remittance Only
Bank of America Account# 385015866174 Swift code: BOFAUS3N US ACH: 011900571 US Wire: 026009593	Deloitte Consulting LLP P.O. Box 844717 Dallas, TX 75284-4717	Deloitte Consulting LLP LBX# 844717 1950 N. Stemmons Freeway Suite 5010 Dallas, TX 75207

Email remittance detail to: Deloittepayments@Deloitte.com
 Taxpayer ID# 06-1454513

14. Warranty Provision: Standard Commercial Terms

15. Export Packing: N/A

16. Terms and Conditions – Rental, Maintenance and Repair: N/A

17. Terms and Conditions – Installation: N/A

18a. Terms and Conditions – Repair Parts: N/A

18b. Terms and Conditions – Other Services: Standard Commercial Terms

19. List of service and distribution points: N/A

20. List of Participating Dealers: N/A

21. Preventive Maintenance: N/A

22a. Special Attributes: N/A

22b. Section 508 Compliance: The professional services offered by Deloitte Consulting are technical, logistical, managerial and advisory services which are not generally considered Electronic and Information Technology (EIT) and which are not provided by the government to employees or to the public. Section 508 Compliance does not apply to these services. If these services are ordered in support of agency requirements relating to EIT applications, products and services provided to employees or to the public, then, Deloitte will address Section 508 Compliance requirements as set out in a Task Order or Statement of Work. The EIT standard can be found at: www.Section508.gov/.

23. Data Universal Number System (DUNS): 019121586

24. Notification regarding registration in System for Award Management (SAM) database.
Registered

SECTION 2.0 FIRM OVERVIEW

Deloitte Consulting LLP (“Deloitte Consulting”) is one of the world’s leading business consulting firms, providing services to transform strategy, processes, information technology, and people. With recognized industry knowledge and experience, Deloitte Consulting helps clients create, defend and/or reinvent their business and economic models by guiding them through the complexity of the digital economy.

Deloitte Consulting is a part of Deloitte Touche Tohmatsu, one of the world’s leading professional services firms, delivering world-class assurance and advisory, tax, and consulting services. Serving nearly one-fifth of the world’s largest companies as well as large national enterprises, public institutions, and successful fast-growing companies, our internationally experienced professionals deliver seamless, consistent services wherever our clients operate. Our mission is to help our clients and our people excel.

A very different approach, for very different results.

Deloitte Consulting has built a reputation as a client-oriented consulting firm with deep technical knowledge. Our most basic client service instincts are to team with our clients to create a shared commitment to success.

Our proactive, collegial approach to client relationships facilitates a continual understanding of our clients’ expectations. We believe that establishing such a relationship is essential to the successful and timely completion of project activities, promotion of client understanding and ownership of projects, and facilitation of a smooth transition into implementation and development efforts. By combining the objectivity, knowledge, experience, and creativity of both our clients and our consultants, we achieve better, more sustainable results.

Working with clients to create a shared sense of ownership for an engagement’s outcome helps to increase realized benefits. We encourage client representatives to serve on project teams as full-time, equal members and to personally take part in defining why the organization needs to change, what needs to change, and how to best achieve the change.

It is the combination of our collaborative relationships with clients and our programmatic and technical experience that give our clients a true advantage because:

- Clients are an integral part of our consulting projects—helping to ensure the effective transfer of knowledge and realization of the recommendations.
- We work with management and project sponsors to help them plan the implementation of their decisions.
- We focus on both the cultural and technical aspects of projects, recognizing that managing change is critical to successful implementation.

SECTION 3.0 TECHNICAL & ENGINEERING (NON-IT) & TESTING LABORATORY SERVICES

Section 3.1 Engineering Disciplines

There are four primary disciplines in the engineering field and hundreds of sub-disciplines or specialties associated with engineering disciplines. Below is a list of the primary engineering disciplines:

Chemical Engineering:

Planning, development, evaluation and operation of chemical, biochemical or physical plants and processes. Changes in composition, energy content, state of aggregation of materials, forces that act on matter, and relationships are examined, and new and conventional chemical materials, products and processes are produced and/or manufactured.

It includes, but is not limited to, planning, evaluating or operation of chemical plants and petroleum refineries, pollution control systems, biochemical processes, plastics, pharmaceuticals, fibers; analysis of chemical reactions that take place in mixtures; determination of methodologies for the systematic design, control and analysis of processes, evaluating economics, safety, etc.

Civil Engineering:

Planning, evaluation and constructed infrastructure of facilities and buildings, transportation systems, water, earthworks, and other structures.

It includes, but is not limited to, planning, evaluation, and operations of bridges, dams, airports, highways, transportation systems, large buildings, power generating plants, sewage systems, water resources and supply, waste treatment facilities, soil, rock, etc. It also includes the manufacture, production, furnishing, construction, alteration, repair, processing or assembling of vessels, aircraft, or other kinds of personal property, including heating, ventilation and air-conditioning.

Electrical Engineering:

Planning, design, development, evaluation and operation of electrical principles, models and processes.

It includes, but is not limited to, the design, fabrication, measurement and operation of electrical devices, equipment and systems (e.g., signal processing; telecommunication; sensors, microwave, and image processing; micro-fabrication; energy systems and control; micro- and nano-electronics; plasma processing; laser and photonics; satellites, missiles and guidance systems, space vehicles, fiber optics, robotics, etc.).

Mechanical Engineering:

Planning, development, evaluation and control of systems and components involving the production and transfer of energy and with the conversion of one form of energy to another. It includes, but is not limited to, planning and evaluation of power plants, analysis of the economical combustion of fuels, conversion of heat energy into mechanical energy, use of mechanical energy to perform useful work, analysis of structures and motion in mechanical systems, and conversion of raw materials into a final product, etc. (e.g., thermodynamics, mechanics, fluid mechanics, jets, rocket engines, internal combustion engines, steam and gas turbines, continuum mechanics, dynamic systems, dynamics fluid mechanics, heat transfer, manufacturing, materials, solid mechanics, reactors, etc.).

Services Not Included:

At the present time the services identified below are not included. GSA has reserved the right to include these services at a future time.

- Construction and Architect-Engineering services
- Computer Engineering and Information Technology
- Environmental Advisory Services
- Foundation and Landscaping Engineering
- Heating, Ventilation and Air-Conditioning
- Research and Development (per FAR Part 35)
- Products/materials/services already solicited under other Federal Supply Service (FSS) Schedules

Section 3.2 Technical & Engineering (non-IT) & Testing Laboratory Services Special Item Numbers (SINs)

Deloitte has the in-depth experience and understanding of each of the SINs to support successful delivery of engineering and program management solutions. Our commitment to success is evident in our long-standing relationships with government clients and our ability to deliver world-class solutions thereby enabling them to meet their demanding cost and technical requirements.

SIN: 541330ENG, 541330ENG(RC) - Engineering Services

Services include: applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, processes, and systems. Services may involve any of the following activities: provision of advice, concept development, requirements analysis, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation of engineering projects, and related services.

NOTE: Services under this SIN cannot include architect-engineer services as defined in the Brooks Act and FAR Part 2, or construction services as defined in FAR Parts 2 and 36.

SIN: 541715, 541715(RC) - Engineering Research and Development and Strategic Planning

Services include conducting research and experimental development (except nanotechnology and biotechnology research and experimental development) in the physical, engineering and life sciences such as; such as agriculture, electronics, environmental, biology, botany, computers, chemistry, food, fisheries, forests, geology, health, mathematics, medicine, oceanography, pharmacy, physics, veterinary and other allied subjects.

Typical tasks include, but are not limited to, analysis of mission, program goals and objectives, program evaluations, analysis of program effectiveness, requirements analysis, organizational performance assessment, special studies and analysis, training, and consulting; requirements analysis, cost/cost performance trade-off analysis, feasibility analysis, developing and completing fire safety evaluation worksheets as they relate to professional engineering services; operation and maintenance, evaluation of inspection, testing, and maintenance program for fire protection and life safety systems, program/project management, technology transfer/insertion, training and consulting.

NOTE: Services under this NAICs cannot include architect-engineer services as defined in the Brooks Act and FAR Part 2 or construction services as defined in the Federal Acquisition Regulation Part 36 and Part 2.

SIN: 541380, 541380(RC) – Testing Laboratory Services

Includes testing laboratory services and veterinary, natural, and life sciences; testing services and laboratories; and other professional, scientific, and technical consulting services.

Testing and services include, but are not limited to: physical, chemical, analytical, or other testing services; quality assurance; fire safety inspections; training; safety audits; relying upon experimental, empirical, quantifiable data, relying on the scientific method, and professional services, tasks, and labor categories in the fields of biology, chemistry, physics, earth sciences, atmospheric science, oceanography, materials sciences, mathematics, geology, astronomy, veterinary medicine, statistics, systems science, etc., (excludes social and behavioral sciences).

Examples of labor categories include, but are not limited to, Scientific Researchers, Biologists, Physicists, Mathematicians, Statisticians, Research Engineers, Meteorologists, Lab Technicians, Veterinarians and Veterinary Services, Chemists, Biochemical Engineers, Research Nurses.

SECTION 4.0 FINANCIAL & BUSINESS ADMINISTRATIVE SERVICES

Section 4.1 The Deloitte Federal Financial Management Solutions Center

The Deloitte Federal Financial Management Solutions Center (Solutions Center), in Washington, D.C., is a key component of Deloitte Consulting’s overall strategy to provide innovative solutions to the federal government. The professionals assigned to our Solutions Center conduct research on and develop alternative approaches to addressing some of the federal government’s most pressing financial management and financial transformation challenges.

The Solutions Center is most effective when it can facilitate bringing all interested parties together to help find common-ground alternative approaches to addressing such shared challenges as financial reporting, internal controls, financial systems, asset management, grants management and auditing standards.

In addition, research efforts have identified real-world and time-tested methods that agency chief financial officers (CFOs) can use to help transform their organizations from transaction processors and financial systems operators to catalysts and strategists. In leading these improvements, CFOs can serve as change agents to stimulate beneficial behaviors across their agencies, while providing the financial leadership needed to determine and align business direction with financial strategies.

Effective Practices in Financial Management

The Solutions Center also facilitates research on what can work in federal financial management, and why. By utilizing effective practices from both the commercial and federal sectors, the innovative ideas and model programs have been developed to help federal agencies in their efforts to make financial management more efficient and effective. We have listened to our federal clients, and have focused much of our research and development activities on financial management ideas and programs that are:

- **Practical** – whether they are technical, operational or policy-oriented
- **Agency-focused** – addressing the needs and concerns of various stakeholders
- **Innovative** – utilizing effective practices from both commercial and federal-sector organizations
- **Results-driven** – positively impacting the federal financial management community and its stakeholders

A Real-world, Time-tested Process for Driving Innovation

The Solutions Center facilitates the development of workable alternative approaches by understanding independent and shared research, bringing together relevant stakeholders through roundtables and other forms of engagement, and applying a deep knowledge of federal financial management—in both practice and policy—to the analysis. More specially, the Solutions Center professionals make speeches, participate in panel presentations, prepare short articles and publications and conduct training sessions.

The Solutions Center also offers tailored, fast-paced “solution sessions” where CFOs, key stakeholders and subject-matter specialists can come together to discuss and evaluate practical answers to the most pressing financial management problems in federal agencies.

Deloitte Consulting has provided a number of services to the Federal industry. These services are as follows:

- Financial Management and Budgeting Services
- Business Process Reengineering
- Outsourcing
- Activity Based Costing
- Human Resources Consulting
- Organizational and Operational Assessments
- Systems Analysis
- eBusiness Solutions
- Management Consulting
- Facilitation Services
- eLearning
- Program and Project Management
- Performance Measurement
- Systems Development
- Systems Implementation
- Change Management

Deloitte Consulting is dedicated to helping our clients and people excel. Known as an employer of choice for innovative human resources programs. For more information, please visit our web site at www.deloitte.com.

Section 4.2 Financial & Business Administrative Services Special Item Numbers (SINs)

SIN: 522310, 522310(RC) - Financial Advising, Loan Servicing and Asset Management Services

Services include assisting agencies on cross-cutting issues, asset marketability, equity monitoring, originations, and addressing any other considerations regarding the acquisition, management and/or resolution of an asset; assisting agencies in servicing, monitoring and maintaining loan assets such as establishing loan database, remittance processing, processing loan cancellations and consolidations, billing services, and servicing troubled loans which may include borrower negotiations, restructuring, foreclosure and supervision of the sale of the collateral and workout agreements.

SIN: 541219, 541219(RC) - Budget and Financial Management Services

Services include accounting, budgeting, and complementary financial services such as: transaction analysis, transaction processing, data analysis and summarization, technical assistance in devising new or revised accounting policies and procedures, classifying accounting transactions, special studies to improve accounting operations, assessment and improvement of budget formulation and execution processes, special reviews to resolve budget formulation or budget execution issues, and technical assistance to improve budget preparation or execution processes.

SIN: 541611, 541611(RC) - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

Provide operating advice and assistance on administrative and management issues. Examples include: strategic and organizational planning, business process improvement, acquisition and grants management support, facilitation, surveys, assessment and improvement of financial management systems, financial reporting and analysis, due diligence in validating an agency's portfolio of assets and related support services, strategic financial planning, financial policy formulation and development, special cost studies, actuarial services, economic and regulatory analysis, benchmarking and program metrics, and business program and project management.

Inherently Governmental services as identified in FAR 7.503 or by the ordering agency are prohibited. It is the responsibility of the Contracting Officer placing the order to make this determination. Ordering activities must require prospective contractors to identify potential conflicts of interest and address those, prior to task order award.

Personal services as defined in FAR 37.104 are prohibited.

monitor the operations and performance of the partnership through review of the general partner's business plans, financial reports and projections to protect against reduction in value or mismanagement of assets; Investor reporting: Use various financial indicators to provide a detailed reporting package for each transaction representing the current financial status and performance of a portfolio

SECTION 5.0 MARKETING AND PUBLIC RELATIONS

Deloitte Consulting's overall strategy to provide innovative solutions to the federal government fosters several key components to support evolving advertising and integrated marketing needs. From strategy to delivery, Deloitte Consulting combines cutting-edge creative with trusted business and technology experience to define and deliver digital experiences. We deliver design, strategy, mobile, social, web, content management and digital ERP solutions that help strengthen our clients' brands and evolve businesses. We realize the importance of combining deep strategic change experience with practical business strategy. We have an array of tools and resources that help us deliver marketing and communications, but we approach each project as a unique situation with no precast solutions. The Deloitte brand journey positions clients to respond to changes in the federal marketplace with proactive, strategic and innovative solutions. Our solutions are based on insight driven analysis, provide direction from implementation through evaluation, influence behavior change and incorporate federal branding to enhance reputation. The best change strategy is the one that meshes leading practices with our clients' specific needs.

- **Strategy**
 - Mobile strategy
 - Visioning workshops & roadmaps
 - Web & eCommerce strategy
 - DCM strategy
 - Concepts & prototypes

- **Web**
 - eCommerce
 - Enterprise portals
 - Web marketing

- **Design**
 - Interface design
 - User experience
 - Content strategy
 - Copywriting

- **Mobile**
 - Consumer mobile & eCommerce
 - Enterprise mobile
 - B2B mobile
 - Public sector mobile
 - Mobile readiness

-
- **Digital Content**
 - Web content management
 - Digital asset management
 - Document & asset management
 - Content analytics & optimization

 - **Social**
 - Social apps
 - Listening posts
 - Enterprise social collaboration

 - **Digital ERP**
 - SAP SUP
 - Oracle
 - Adobe Air on ERP

 - **Communications**
 - Stakeholder analysis
 - Communication strategy and plan
 - Leadership communications
 - Written communications such as newsletters and articles
 - Communication events such as town halls and team meetings
 - Public Relations

 - **Change Management**
 - Leadership alignment
 - Change readiness assessment
 - Change impact assessment
 - Workforce transition planning
 - Implementation planning

 - **Culture**
 - Culture assessment
 - Future-state culture visioning workshop
 - Targeted behavior change for business critical events
 - Recommended solutions to achieve cultural transformation

Section 5.1 Marketing and Public Relations Special Item Numbers (SINs)

Deloitte Consulting has the in-depth experience and understanding of each of the SINs to support successful delivery of advertising, marketing and communication solutions. Our commitment to success is evident in our long-standing relationships with government clients and our ability to deliver world-class solutions thereby enabling them to meet their demanding cost and requirements.

SIN: 541810, 54180(RC) - Advertising Services

Services provided under this SIN will promote public awareness of an agency's mission and initiatives, enable public understanding of complex technical and social issues, disseminate information to industry and consumer advocacy groups and engage in recruitment campaigns. Services include, but are not limited to the following components: advertising objective determination, message decision / creation, media selection, outdoor marketing and media services, broadcast media (radio, TV, internet and public service announcements), direct mail services, media planning, media placement services, advertising evaluation, related activities to advertising services.

NOTE: Any commissions received for advertising agencies will either (a) be returned to the ordering agency or (b) applied as a credit to the cost of the project, whichever the ordering agency prefers.

SIN: 541820, 541820(RC) - Public Relations Services

Services provided include providing customized media and public relation services such as the development of media messages and strategies; providing recommendations of media sources for placement of campaigns; preparing media materials such as, background materials, press releases, speeches and presentations and press kits: executing media programs, conducting press conferences, scheduling broadcast and/or print interviews, media alerts and press clipping services related activities to public relations services.

NOTE: Any commissions received for media placement, conference planning, etc. will either (a) be returned to the ordering agency or (b) applied as a credit to the cost of the project, whichever the ordering agency prefers.

SIN: 541511, 541511(RC) Web Based Marketing

Services include, but are not limited to writing, modifying, testing, and supporting software to meet the needs of a particular customer. This can include website design and maintenance services, search engine development, email marketing, interactive marketing, web based advertising (including marketing and social media outlets), webcasting, video conferencing via the web, section 508 compliance, including captioning services, online media management; and related activities to web based services.

Media will be provided in a format that is compatible with the ordering agency's software requirements. Continual website updates and maintenance may also be required.

NOTE: Any commissions received for media placement, conference planning, etc. will either (a) be returned to the ordering agency or (b) applied as a credit to the cost of the project, whichever the ordering agency prefers.

SIN: 541910, 541910(RC) - Marketing Research and Analysis

Services include customizing strategic marketing plans, branding initiatives, creating public awareness of products, services, and issues; targeting market identification and analysis, establishing measurable marketing objectives; determining market trends and conditions, identifying and implementing appropriate strategies, conducting focus groups, telemarketing, individual interviews, preparing/distributing surveys, and compiling/analyzing results, establishing call centers (in relation to services provided under this schedule).

NOTE: Any commissions received for media placement, conference planning, etc. will either (a) be returned to the ordering agency or (b) applied as a credit to the cost of the project, whichever the ordering agency prefers.

SIN: 512110, 512110(RC) - Video/Film Production

Services include writing, directing, shooting, arranging for talent / animation, narration, music and sound effects, duplication, distribution, video scoring; and editing.

Videotape and film production services will be provided to inform the public and Government agencies about the latest products, services, and/or issues in various outputs such as: industry standard formats, accessibility and video streaming development. Filming in studios, on location, live shows or events may also be required.

NOTE: Any commissions received for media placement will either (a) be returned to the ordering agency or (b) applied as a credit to the cost of the project, whichever the ordering agency prefers.

SIN: 541850, 541850(RC) - Exhibit Design and Advertising Services

Services include conceptualizing, designing and producing exhibits and their accompanying materials, providing and/or making recommendations for carpet and padding installation for exhibit property; preview, set-up and dismantling of exhibit property, cleaning, prepping and storing exhibit property for future use, shipping exhibit property to and from designated site(s); and media illumination services

NOTE: Any commissions received for media placement, conference planning, etc. will either (a) be returned to the ordering agency or (b) applied as a credit to the cost of the project, whichever the ordering agency prefers.

SIN: 541613, 541613(RC) - Marketing Consulting Services

Services include providing operating advice and assistance on marketing issues, such as developing marketing objectives and policies, sales forecasting, marketing planning and strategy, and development of multi-media campaigns. Services relating to providing assistance with challenges, contests, and competitions, such as providing marketing and advertising support, assistance with conducting the challenge / contest / competition, facilitating events; and supporting the judging of events are included. The challenge / contest / competition may be to identify a solution to a particular problem or to accomplish a particular goal. Prizes or other incentives may be offered by customers to find innovative or

cost-effective solutions to improving open government. Solutions may be ideas, designs, proofs of concept or finished products. SIN 541810ODC must be used in conjunction with the payment for prizes or other incentives.

NOTE: Any commissions received for media placement, conference planning, etc. will either (a) be returned to the ordering agency or (b) applied as a credit to the cost of the project, whichever the ordering agency prefers.

SECTION 6.0 BUSINESS ADMINISTRATIVE AND TRAINING SERVICES

Section 6.1 Business Administrative & Training Services Special Item Numbers

(SINs)

SIN: 541611, 541611(RC) - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

Provide operating advice and assistance on administrative and management issues. Examples include: strategic and organizational planning, business process improvement, acquisition and grants management support, facilitation, surveys, assessment and improvement of financial management systems, financial reporting and analysis, due diligence in validating an agency's portfolio of assets and related support services, strategic financial planning, financial policy formulation and development, special cost studies, actuarial services, economic and regulatory analysis, benchmarking and program metrics, and business program and project management.

Inherently Governmental services as identified in FAR 7.503 or by the ordering agency are prohibited. It is the responsibility of the Contracting Officer placing the order to make this determination. Ordering activities must require prospective contractors to identify potential conflicts of interest and address those, prior to task order award.

Personal services as defined in FAR 37.104 are prohibited.

monitor the operations and performance of the partnership through review of the general partner's business plans, financial reports and projections to protect against reduction in value or mismanagement of assets; Investor reporting: Use various financial indicators to provide a detailed reporting package for each transaction representing the current financial status and performance of a portfolio.

SIN: 611430, 611430(RC) – Professional and Management

Services include offering an array of short duration courses and seminars for management and professional development. Training for career development may be provided directly to individuals or through employers' training programs, and courses may be customized or modified to meet the special needs of customers. Instruction may be provided in diverse settings, such as the establishment's or agency's training facilities, and through diverse means, such as correspondence, television, the Internet, or other electronic and distance-learning methods. The training provided may include the use of simulators and simulation methods.

Examples include Training Services that are instructor led Training or Web Based Training of Education Courses, Course Development and Test Administration, Learning Management, and Internships; Environmental Training Services in order to meet Federal mandates and Executive Orders; training of agency personnel to deal with media and media responses; Logistics Training Services related to system operations, automated tools for supply and value chain management, property and inventory management, distribution and transportation management, and maintenance of equipment and facilities; Audit & Financial training services related to course development and instruction required to support audit, review,

financial assessment and financial management activities.

Any firm offering Defense Acquisition Workforce Improvement Act (DAWIA) and Federal Acquisition Certification in Contracting (FAC-C) Training for Acquisition Workforce Personnel will include an identify only DAWIA and FAC-C courses that have been deemed DAU equivalent or approved by the Federal Acquisition Institute (FAI).

NOTE: In accordance with OMB Policy Letter 05-01, civilian agencies must follow the course equivalency determinations accepted by the Defense Acquisition University (DAU) to ensure that core training is comparable across the workforce and qualifies for certification. When procuring FAC-C and DAWIA training for the audience identified below, the task order level Contracting Officer shall confirm that the courses being acquired are listed on one of the following websites:

<https://www.fai.gov/drupal/certification/verified-contracting-course-vendor-listing> OR

<http://icatalog.dau.mil/appg.aspx> (click on commercial vendors). Training Audience-Acquisition professionals interested in completing FAC-C or DAWIA.

SECTION 7.0 LOGISTICAL & TRAINING SERVICES

Deloitte Consulting's Supply Chain Strategy offering is focused on helping our clients to create, refine, and implement supply chain strategies that support their overarching business strategy. We focus on helping clients determine what distinctive supply chain capabilities must be in place and what management structure, processes and systems will position the organization to achieve operational excellence. This includes operating model design and optimization as well as defining and developing supply chain capabilities that improve operational and financial performance and managing supply chain related risk. Utilizing synchronized planning and logistics Deloitte Consulting develops tailored solutions that enable clients to effectively deliver resources to the right place at the right time.

Synchronized Planning and Logistics solutions include:

- **Planning:** Coordinating assets to match supply and demand and optimize inventory of goods and services
- **Supply Chain Visibility:** End-to-End Supply Chain Visibility. Providing near real-time information on inventory health, in-transit status updates, and ability to re-prioritize resources. Trace business flows logically – from planning (“trace”), through distribution, to customer delivery and final disposal (“track”).
- **Warehousing & Inventory Management:** Making a warehouse effective by selecting the optimum site, determining the functional requirements, designing the warehouse layout and optimizing the warehouse process
- **Global Trade & Logistics:** Streamlining and enhancing the speed and accuracy of customs processes and trade logistics
- **Transportation/Network Optimization:** Enhancing Delivery performance while reducing cost, and maximizing resource utilization
- **Fleet Management:** Monitoring and maintaining vehicles (Fleet) assets owned, leases, or rented by a company
- **Logistics Technology Enablers:** Leveraging technology to improve delivery of offerings including Block chain, Autonomous Vehicles, Smart City Logistics, Transportation Management Systems (TMS), Warehouse Management Systems (WMS), and Product Logistics Management (PLM)

Section 7.1 Logistical & Training Services Special Item Numbers (SINs)

Deloitte Consulting has the in-depth experience and understanding of each of the SINs to support successful deliver of logistics solutions. Our commitment to success is evident in our long-standing relationships with government clients and our ability to deliver world-class solutions.

SIN: 541614SVC, 541614SVC(RC) - Supply and Value Chain Management

Includes supply and value chain management, which involves all phases of the planning, acquisition, and management of logistics systems.

SIN: 541614, 541614(RC) - Deployment, Distribution and Transportation Logistics Services

Services include the following: Deployment Logistics such as contingency planning, identifying/utilizing regional or global resources, integrating public/private sector resources, inventory/property planning, movement, storage, end-to-end industrial relocation/expansion services, and deploying communications and logistics systems to permit rapid deployment and management of supplies and equipment; Distribution and Transportation Logistics Services such as Planning and designing, implementing, or operating systems or facilities for the movement of supplies, equipment or people by road, air, water, rail, or pipeline.

SIN: 611430, 611430(RC) Professional and Management Development Training

Services include offering an array of short duration courses and seminars for management and professional development. Training for career development may be provided directly to individuals or through employers' training programs, and courses may be customized or modified to meet the special needs of customers. Instruction may be provided in diverse settings, such as the establishment's or agency's training facilities, and through diverse means, such as correspondence, television, the Internet, or other electronic and distance-learning methods. The training provided may include the use of simulators and simulation methods.

Examples include Training Services that are instructor led Training or Web Based Training of Education Courses, Course Development and Test Administration, Learning Management, and Internships; Environmental Training Services in order to meet Federal mandates and Executive Orders; training of agency personnel to deal with media and media responses; Logistics Training Services related to system operations, automated tools for supply and value chain management, property and inventory management, distribution and transportation management, and maintenance of equipment and facilities; Audit & Financial training services related to course development and instruction required to support audit, review, financial assessment and financial management activities.

Any firm offering Defense Acquisition Workforce Improvement Act (DAWIA) and Federal Acquisition Certification in Contracting (FAC-C) Training for Acquisition Workforce Personnel will include an identify only DAWIA and FAC-C courses that have been deemed DAU equivalent or approved by the Federal Acquisition Institute (FAI).

NOTE: In accordance with OMB Policy Letter 05-01, civilian agencies must follow the course equivalency determinations accepted by the Defense Acquisition University (DAU) to ensure that core training is comparable across the workforce and qualifies for certification. When procuring FAC-C and DAWIA training for the audience identified below, the task order level Contracting Officer shall confirm that the courses being acquired are listed on one of the following websites:

<https://www.fai.gov/drupal/certification/verified-contracting-course-vendor-listing> OR

<http://icatalog.dau.mil/appg.aspx> (click on commercial vendors). Training Audience-Acquisition professionals interested in completing FAC-C or DAWIA.

SECTION 8.0 MISCELLANEOUS COMPLIMENTARY SINS

SIN: OLM, OLM(RC) - Order-Level Materials (OLM)

OLMs are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Schedule contract or BPA. OLM pricing is not established at the Schedule contract or BPA level, but at the order level. Since OLMs are identified and acquired at the order level, the ordering contracting officer (OCO) is responsible for making a fair and reasonable price determination for all OLMs.

OLMs are procured under a special ordering procedure that simplifies the process for acquiring supplies and services necessary to support individual task or delivery orders placed against a Schedule contract or BPA. Using this new procedure, ancillary supplies and services not known at the time of the Schedule award may be included and priced at the order level.

OLM SIN-Level Requirements/Ordering Instructions:

OLMs are:

- Purchased under the authority of the FSS Program
- Unknown until an order is placed
- Defined and priced at the ordering activity level in accordance with GSAR clause 552.238-115 Special Ordering Procedures for the Acquisition of Order-Level Materials. (Price analysis for OLMs is not conducted when awarding the FSS contract or FSS BPA; therefore, GSAR 538.270 and 538.271 do not apply to OLMs)
- Only authorized for use in direct support of another awarded SIN
- Only authorized for inclusion at the order level under a Time-and-Materials (T&M) or Labor-Hour (LH) Contract Line Item Number (CLIN)
- Subject to a Not-To-Exceed (NTE) ceiling price

OLMs are not:

- Open Market Items
- Items awarded under ancillary supplies/services or other direct cost (ODC) SINS (these items are defined, priced, and awarded at the FSS contract level).

SECTION 9.0 GSA LABOR CATEGORY DESCRIPTIONS AND RATES

Section 9.1 Strategy GSA Labor Category Descriptions

Strategy Executive II

Experience: Minimum 14 years consulting or relevant experience

Education: Master's or equivalent in a related field

Strategy Executive I

Experience: Minimum 13 years consulting or relevant experience

Education: Master's or equivalent in a related field

Strategy Management Lead I

Experience: Minimum 12 years consulting or relevant experience

Education: Master's or equivalent in a related field

Labor Category Skills and Expertise:

- Expert in the firm's strategy consulting offerings: enterprise strategy development, future scenario analysis, policy analysis, customer/stakeholder insight and strategy development, innovation strategy, and organization strategy and design, and performance measurement.
- Experienced in facilitation, presentation delivery, and coaching to impact organizational level change
- Advises executive-level clients on problem definition and solution design

Responsibilities:

- Leverages internal and external alliances and deep executive advice to address the most strategic client challenges and requirements and to deliver increased value throughout the engagement
- Translates strategy into an efficient and effective portfolio of programs and projects that will meet an organization's strategic objectives
- Provides contract and engagement oversight, including managing budget, risk, quality, and personnel
- Manages senior-most client relationships and guides senior client leaders through program change

Strategy Engagement Leader II

Experience: Minimum 10 years consulting or relevant experience

Education: Master's or equivalent in a related field

Strategy Engagement Leader I

Experience: Minimum 8 years consulting or relevant experience

Education: Master's or equivalent in a related field

Labor Category Skills and Expertise:

- Experienced in the firm’s strategy consulting offerings: enterprise strategy development, future scenario analysis, policy analysis, customer/stakeholder insight and strategy development, innovation strategy, and organization strategy and design, and performance measurement.
- Experienced in facilitation, presentation delivery, and coaching to impact organizational level change

Responsibilities:

- Manages multitask projects of high complexity
- Manages engagement scope, budget, quality, and timeline
- Leads integrated team of multi-disciplinary professionals, with multiple concurrent deliverables and tasks
- Presents findings to executive-level clients
- Manages relationships with executive-level clients, ensuring alignment of scope and work product with client objectives
- Facilitates client management teams through change processes and delivers presentations
- Leads client meetings

Strategy Solution Architect

Experience: Minimum 15 years consulting or relevant experience

Education: Master’s or equivalent in a related field

Labor Category Skills and Expertise:

- Senior Subject Matter Expert in one of the areas of enterprise strategy development, future scenario analysis, policy analysis, customer/stakeholder insight and strategy development, innovation strategy, and organization strategy and design, and performance measurement with strong problem solving and technical skills
- Understands the benefits of using standard methods and tools in their application on a particular engagement; contributes to the continuous development/improvement of methods and tools

Responsibilities:

- Applies industry expert knowledge to strategic planning for client matters and issues
- Performs high-end analysis and diagnosing client issues and proposing solutions
- Selects the most relevant tools/techniques to support strategic outcomes
- Communicates risks and business objectives with the client and with the team
- Demonstrates accountability and contributes to the successful realization of client’s strategic goals

Strategy Project Leader II

Experience: Minimum 7 years consulting or relevant experience

Education: Master’s or equivalent in a related field

Strategy Project Leader I

Experience: Minimum 5 years consulting or relevant experience

Education: Master's or equivalent in a related field

Labor Category Skills and Expertise:

- Experienced in the firm's strategy consulting offerings: enterprise strategy development, future scenario analysis, policy analysis, customer/stakeholder insight and strategy development, innovation strategy, and organization strategy and design, and performance measurement.
- Experienced in facilitation, oral and written communication, and specific tools such as Microsoft Office products to support projects with organizational level impact

Responsibilities:

- Manages and leads project teams
- Responsible for developing and maintaining project schedules, budgets, and client interaction
- Ensures deliverables are presented to clients in a timely manner
- Supervises day-to-day operations of project team
- Reviews deliverables for quality
- Leads large and/or complex teams
- Develops and manages analysis plans
- Communicates recommendation to clients, builds alignment, and manages client relationships

Strategy Senior Practitioner II

Experience: Minimum 4 years consulting or relevant experience

Education: Master's or equivalent in a related field

Strategy Senior Practitioner I

Experience: Minimum 3 years consulting or relevant experience

Education: Master's or equivalent in a related field

Labor Category Skills and Expertise:

- Experienced in the firm's strategy consulting offerings: enterprise strategy development, future scenario analysis, policy analysis, customer/stakeholder insight and strategy development, innovation strategy, and organization strategy and design, and performance measurement
- Experienced in oral and written communication, and specific tools such as Microsoft Office products, and Tableau
- Experienced with data analysis and visualization and the use of such tools as Tableau to facilitate strategic decision-making

Responsibilities:

- Manages development of multiple deliverables
- Capable of leading small teams
- Develops and manages analysis plans
- Presents findings to client teams

Strategy Practitioner II

Experience: Minimum 3 years consulting or relevant experience

Education: Bachelor's degree or equivalent in a related field

Strategy Practitioner I

Experience: Minimum 2 years consulting or relevant experience

Education: Bachelor's degree or equivalent in a related field

Labor Category Skills and Expertise:

- Experienced in the firm's strategy consulting offerings: enterprise strategy development, future scenario analysis, policy analysis, customer/stakeholder insight and strategy development, innovation strategy, and organization strategy and design, and performance measurement
- Experienced in oral and written communication, and specific tools such as Microsoft Office products, and Tableau
- Experienced with data analysis and visualization

Responsibilities:

- Manages development of multiple deliverables
- Capable of leading small teams
- Develops and manages analysis plans
- Presents findings to client teams

Strategy Analyst II

Experience: Minimum 1 year experience

Education: Bachelor's degree or equivalent in a related field

Strategy Analyst I

Experience: None

Education: Bachelor's degree or equivalent in a related field

Labor Category Skills and Expertise:

- Specialized experience may include facilitation, advanced analysis, and/or modeling
- Experienced oral and written communication, and operation of specific tools such as Microsoft Office products, and Tableau
- Experienced with data analysis and visualization

-
- Collects data, undertakes analysis, and helps interpret to identify issues and opportunities for growth and value. Qualified in making recommendations for next steps
 - Makes use of proprietary tools, methods, and processes in performing project tasks
 - Assists with the creation of presentations
 - Other responsibilities include developing task plans and understanding best practice frameworks, and key performance metrics.

Section 9.2 Strategy GSA Rates for All SINs¹

Strategy Labor Category	BASE				
	Year 1	Year 2	Year 3	Year 4	Year 5
	11-21-2017 to 11-20-2018	11-21-2018 to 11-20-2019	11-21-2019 to 11-20-2020	11-21-2020 to 11-20-2021	11-21-2021 to 11-20-2022
Strategy Executive II	\$ 461.59	\$ 475.44	\$ 489.70	\$ 504.39	\$ 519.52
Strategy Executive I	\$ 438.51	\$ 451.67	\$ 465.22	\$ 479.17	\$ 493.55
Strategy Management Lead	\$ 420.04	\$ 432.64	\$ 445.62	\$ 458.99	\$ 472.76
Strategy Engagement Leader II	\$ 359.04	\$ 369.81	\$ 380.91	\$ 392.33	\$ 404.10
Strategy Engagement Leader I	\$ 341.09	\$ 351.32	\$ 361.86	\$ 372.72	\$ 383.90
Strategy Solution Architect	\$ 547.19	\$ 563.61	\$ 580.51	\$ 597.93	\$ 615.87
Strategy Project Leader II	\$ 330.28	\$ 340.19	\$ 350.39	\$ 360.91	\$ 371.73
Strategy Project Leader I	\$ 313.76	\$ 323.17	\$ 332.87	\$ 342.85	\$ 353.14
Strategy Senior Practitioner II	\$ 282.39	\$ 290.86	\$ 299.59	\$ 308.58	\$ 317.83
Strategy Senior Practitioner I	\$ 268.27	\$ 276.32	\$ 284.61	\$ 293.15	\$ 301.94
Strategy Practitioner II	\$ 217.34	\$ 223.86	\$ 230.58	\$ 237.49	\$ 244.62
Strategy Practitioner I	\$ 206.48	\$ 212.67	\$ 219.05	\$ 225.63	\$ 232.40
Strategy Analyst II	\$ 154.12	\$ 158.74	\$ 163.51	\$ 168.41	\$ 173.46
Strategy Analyst I	\$ 146.42	\$ 150.81	\$ 155.34	\$ 160.00	\$ 164.80

Notes:

1. See Page 3 for list of SINs awarded.
2. Includes 0.75% IFF
3. Order Level Materials and Open Market Items will be burdened with Deloitte's applicable General & Administrative (G&A) Costs.

Service Contract Labor Standards: The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire MAS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS 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 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.

Section 9.23 Business Advisory GSA Labor Categories

Business Advisory Executive III

Experience: Minimum of 14 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Executive II

Experience: Minimum of 13 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor's Degree or equivalent in a related field

Labor Category Skills and Expertise:

A Business Advisory Executive provides insightful solutions based on leading industry practices

- Support critical business and operational areas to provide complete life-cycle support ("cradle to grave") to enable and achieve their missions to more effectively manage risk, schedule, cost, and scope; managing large scale acquisition programs.
- Defines and reviews the project plans, designs and business and systems analysis
- Creates competitive strategies
- Oversees projects based upon the Government specifications and standards
- Performs engineering, financial, program management and marketing analyses required for life cycle support planning
- Provides oversight through all phases from project design, procurement, and construction phase services to final completion
- Coordinates the development of the strategy to provide solutions to client issues
- Provides quality assurance oversight throughout a project's life cycle.
- Provides the primary strategy interface with client
- Delivers presentations and leads strategic level client meetings
- Accountable for the completion of projects within estimated time frames and budget constraints
- Accountable for the completion of projects within estimated time frames and budget constraints

Depending on the Service Offering provided the Business Advisory Executive may:

- Oversee the engineering design studies/analyses including the development of system specifications
- Oversee financial projects with strategies and with the integration of other business solutions
- Provide strategic guidance on advertising, marketing and related communications management services
- Provide program management solutions with emphasis on Quality Assurance and Risk Assessment
- Provides guidance and oversight to supply chain logistics services

Business Advisory Lead II

Experience: Minimum of 14 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Lead I

Experience: Minimum of 12 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor's Degree or equivalent in a related field

Labor Category Skills and Expertise:

A Business Advisory Lead has experience in managing programs and the demonstrated ability to provide guidance and direction for multiple projects and in designing, implementing and managing services including, but not limited to:

- Interfacing with the client regarding strategic goals and issues
- Performing analyses required for life cycle support planning
- Dealing with overarching issues and coordinating problem solutions
- Overseeing the program team and daily operations of development within time frames and budget
- Delivering strategic level client meetings
- Overall, the Business Advisory Lead provides expert guidance to engineering, financial, advertising, marketing, communications and supply chain logistics engagements

Business Advisory Engagement Leader III

Experience: Minimum of 10 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Engagement Leader II

Experience: Minimum of 9 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Engagement Leader I

Experience: Minimum of 8 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor's Degree or equivalent in a related field

Labor Category Skills and Expertise:

A Business Advisory Engagement Leader has experience managing large projects or set of projects including, but not limited to:

- Providing guidance and direction on a day-to-day basis
- Fostering and managing the relationships between the client and the engagement team
- Resolving client problems and suggesting creative solutions and recommendations
- Reviewing work products for completeness and adherence to customer requirements
- Directing the completion of project specific tasks within estimated time frames and budget constraints

- Delivering presentations and leading client meetings
- Overall, the Business Advisory Engagement Leader provides guidance to engineering, financial, advertising, marketing, communications and supply chain logistic engagements

Business Advisory Solution Architect II

Experience: Minimum of 11 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Solution Architect I

Experience: Minimum of 9 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor's Degree or equivalent in a related field

Labor Category Skills and Expertise:

Business Advisory Solution Architect is a subject matter expert that assists with:

- Ensuring the consistent application of proficient methodologies
- Diagnosing client issues and developing solutions
- Drafting and reviewing work products for completeness and adherence to customer requirements
- Delivering presentations and leading client meetings
- Assisting with the creation of prioritized list of future state technical capabilities, the integration of data elements and the implementation timeline
- Overall, the Business Advisory Solution Architect provides the in-depth subject matter expertise on engineering, financial advertising, marketing, communications and supply chain logistics engagements

Business Advisory Project Lead III

Experience: Minimum of 7 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Project Lead II

Experience: Minimum of 6 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Project Lead I

Experience: Minimum of 5 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor's Degree or equivalent in a related field

Labor Category Skills and Expertise:

- Outlining project work plans and deliverables on a on day-to-day basis
- Reviewing work products for completeness and adherence to customer requirements
- Providing a communication channel between the client and the engagement team
- Providing technical direction, experience and escalation when required
- Delivering presentations and leads client meetings

- Completing project specific tasks within estimated time frames and budget constraints
- Overall, the Business Advisory Project Lead provides the project supervision for engineering, financial, advertising, marketing, communications and supply chain logistics engagements

Business Advisory Senior Professional III

Experience: Minimum of 5 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Senior Professional II

Experience: Minimum of 4 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Senior Professional I

Experience: Minimum of 3 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field

Labor Category Skills and Expertise:

The Business Advisory Senior Professional has experience in supporting projects including, but not limited to:

- Completing project-specific tasks and client presentations
- Defining and guiding sub-tasks of a project's business and technical needs
- Analyzing client issues and project data, and developing of appropriate deliverables using firm's tools
- Building organizational design models
- Directing junior staff on project requirements and tasks
- Overall, the Business Advisory Senior Professional provides management support on engineering, financial, advertising, marketing, communications and supply chain logistics engagements

Business Advisory Architect II

Experience: Minimum of 5 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Architect I

Experience: Minimum of 3 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field

The Business Advisory Architect has experience in supporting projects including, but not limited to:

- Providing an in-depth experience skill set
- Identifying client issues and utilizing the best practices, methodologies and tools
- Finalizing the work products for completeness and adherence to customer requirements
- Supporting client meetings and presentations with technical subject matter expertise

- Overall, the Business Advisory Architect contributes in-depth subject matter expertise on engineering, financial, advertising, marketing, communications and supply chain logistics engagements

Business Advisory Mid Professional III

Experience: Minimum of 3 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Mid Professional II

Experience: Minimum of 2 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Mid Professional I

Experience: Minimum of 1 year of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field

Labor Category Skills and Expertise:

The Business Advisory Mid Professional supports the project including, but not limited to:

- Completing assigned engagement tasks and deliverables
- Conducting research, collecting and distilling data
- Analyzing business requirements and defining applicable tools and methodologies
- Supporting the implementation of business solutions, process improvement diagnoses, process modeling and documentation and benchmarking activities
- Contributes to presentations and client meetings

Business Advisory Jr. Professional III

Experience: Minimum of 2 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Jr. Professional II

Experience: Minimum of 1 year of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field

Business Advisory Jr. Professional I

Experience: None
Education: Minimum High School Degree

Labor Category Skills and Expertise:

Business Advisory Jr. Professional supports the project including, but not limited to:

- Completing assigned engagement tasks for deliverable requirements.
- Conducting research, collecting and distilling data

Section 9.24 Business Advisory GSA Rates for All SINs¹

Business Advisory Labor Categories	BASE				
	Year 1	Year 2	Year3	Year 4	Year 5
	11-21-2017 to 11-20-2018	11-21-2018 to 11-20-2019	11-21-2019 to 11-20-2020	11-21-2020 to 11-20-2021	11-21-2021 to 11-20-2022
Business Advisory Executive III	\$ 343.41	\$ 353.71	\$ 364.32	\$ 375.25	\$ 386.51
Business Advisory Executive II	\$ 326.24	\$ 336.03	\$ 346.11	\$ 356.49	\$ 367.19
Business Advisory Lead II	\$ 343.41	\$ 353.71	\$ 364.32	\$ 375.25	\$ 386.51
Business Advisory Lead I	\$ 326.24	\$ 336.03	\$ 346.11	\$ 356.49	\$ 367.19
Business Advisory Engagement Leader III	\$ 284.45	\$ 292.98	\$ 301.77	\$ 310.83	\$ 320.15
Business Advisory Engagement Leader II	\$ 270.23	\$ 278.34	\$ 286.69	\$ 295.29	\$ 304.15
Business Advisory Engagement Leader I	\$ 256.01	\$ 263.69	\$ 271.60	\$ 279.75	\$ 288.14
Business Advisory Solution Architect II	\$ 320.66	\$ 330.28	\$ 340.19	\$ 350.39	\$ 360.91
Business Advisory Solution Architect I	\$ 304.62	\$ 313.76	\$ 323.17	\$ 332.87	\$ 342.85
Business Advisory Project Lead III	\$ 263.77	\$ 271.68	\$ 279.83	\$ 288.23	\$ 296.88
Business Advisory Project Lead II	\$ 250.58	\$ 258.10	\$ 265.84	\$ 273.82	\$ 282.03
Business Advisory Project Lead I	\$ 237.39	\$ 244.51	\$ 251.85	\$ 259.40	\$ 267.18
Business Advisory Sr. Professional III	\$ 227.56	\$ 234.39	\$ 241.42	\$ 248.66	\$ 256.12
Business Advisory Sr. Professional II	\$ 216.18	\$ 222.67	\$ 229.35	\$ 236.23	\$ 243.31
Business Advisory Sr. Professional I	\$ 204.81	\$ 210.95	\$ 217.28	\$ 223.80	\$ 230.52
Business Advisory Architect II	\$ 251.35	\$ 258.89	\$ 266.66	\$ 274.66	\$ 282.90
Business Advisory Architect I	\$ 238.79	\$ 245.95	\$ 253.33	\$ 260.93	\$ 268.76
Business Advisory Mid Professional III	\$ 193.43	\$ 199.23	\$ 205.21	\$ 211.37	\$ 217.71
Business Advisory Mid Professional II	\$ 183.76	\$ 189.27	\$ 194.95	\$ 200.80	\$ 206.82
Business Advisory Mid Professional I	\$ 174.09	\$ 179.31	\$ 184.69	\$ 190.23	\$ 195.94
Business Advisory Jr. Professional III	\$ 139.64	\$ 143.83	\$ 148.14	\$ 152.59	\$ 157.17
Business Advisory Jr. Professional II	\$ 132.66	\$ 136.64	\$ 140.74	\$ 144.96	\$ 149.31
Business Advisory Jr. Professional I	\$ 125.68	\$ 129.45	\$ 133.33	\$ 137.33	\$ 141.45

Notes:

1. See Page 3 for list of SINs awarded.
2. Includes 0.75% IFF
3. Order Level Materials and Open Market Items will be burdened with Deloitte’s applicable General & Administrative (G&A) Costs.

Service Contract Labor Standards: The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire MAS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS 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 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.

Section 910.35 Business Consulting Implementation & Execution Services Labor Categories

Engagement Execution Executive II

Experience: Minimum of 14 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience.

Engagement Execution Executive I

Experience: Minimum of 13 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience.

Labor Category Skills and Expertise

An Engagement Execution Executive provides guidance and direction for implementing and managing client service delivery and operations execution by:

- Leading engagement planning, to include the delivery of the engagement vision and mission, work plans, staffing, and financials
- Provides deep expertise and knowledge to drive the implementation of client solutions
- Directs the development and implementation of communication and training plans
- Selecting the most relevant tools/techniques to meet specific client requirements and mitigate risks
- Developing practical solutions and methodologies using quality standards and industry practices
- Defining and guiding the overall goals of the engagement to the staff
- Acting as SME on complex client issues
- Investigating issues / problems using analysis, experience, and best judgment to address implementation challenges
- Coordinating all parties to tasks, reviews work products for completeness and adherence to customer requirements
- Assuring completion of projects within estimated time frames and budget constraint
- As Engagement Execution Executive provides competent project guidance and direction for business processes across engineering, financial, marketing, program management and supply chain logistics services fields

Engagement Execution Advisor II

Experience: Minimum of 14 years of consulting and/or directly relevant industry experience.
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Engagement Execution Advisor I

Experience: Minimum of 12 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Labor Category Skills and Expertise

An Engagement Execution Advisor provides guidance and direction for implementing and managing client service delivery and operations execution by:

- Providing expert advice on the overall engagement's vision and delivery
- Offering professional direction on the client's implementation/execution schedule utilizing the most efficient tools/techniques based on industry standards
- Outlining the engagement objectives/goals/schedule to the staff performing the tasks
- Assuring that projects are completed on time and within budget constraints
- Anticipating and deciphering implementation challenges based on previous experience
- Reviewing work products for completeness and adherence to the engagement's objectives
- Providing expert advice to the client and the delivering staff based on experience and industry best practices
- An Engagement Execution Advisor provides competent project guidance and direction for business processes across engineering, financial, marketing, program management and supply chain logistics services fields

Engagement Execution Lead IV

Experience: Minimum of 10 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Engagement Execution Lead III

Experience: Minimum of 9 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Engagement Execution Lead II

Experience: Minimum of 8 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Labor Category Skills and Expertise

An Engagement Execution Lead provides guidance and direction for implementing and managing client service delivery and operations execution by:

- Taking ownership and accountability of the client’s tasks and/or project workstreams
- Identifying key drivers of a defined problem and proposing solutions using analysis, experience, and independent judgment and selecting the most relevant tools/techniques
- Contributing to the engagement’s work plans and coordinating activities between work streams/teams and changes in scope
- Understanding the client’s risk, business objectives, and quality goals
- Implementing solutions to client problems and validating solutions with subject matter experts
- Reviewing work of others for quality and accuracy
- Guiding more junior professionals

Solution Architect II

Experience: Minimum of 11 years of consulting and/or directly relevant industry experience.

Education: Minimum Bachelor’s Degree or equivalent in a related field or has equivalent work experience

Solution Architect I

Experience: Minimum of 9 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor’s Degree or equivalent in a related field or has equivalent work experience

Labor Category Skills and Expertise

A Solution Architect provides subject matter expertise and direction for implementing and managing client service delivery and operations execution by:

- Guiding the team with strong technical expertise to complete tasks and meet the deliverables
- Performing analysis and diagnosing client issues and proposing solutions
- Selecting the most relevant tools/techniques to meet specific client requirements
- Communicating the risks and business objectives with the client

Project Execution Lead IV

Experience: Minimum of 7 years of consulting and/or directly relevant industry experience.

Education: Minimum Bachelor’s Degree or equivalent in a related field or has equivalent work experience

Project Execution Lead III

Experience: Minimum of 6 years of consulting and/or directly relevant industry experience

Education: Minimum Bachelor’s Degree or equivalent in a related field or has equivalent work experience

Project Execution Lead II

Experience: Minimum of 5 years of consulting and/or directly relevant industry experience.
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Project Execution Lead I

Experience: Minimum of 4 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Labor Category Skills and Expertise

The Project Execution Lead provides guidance and direction for implementing and managing client service delivery and operations execution by:

- Leading project planning, to include the project vision and mission, work plans, staffing, financials and risks
- Recommending options or solutions that meet a client's needs and desired functionality
- Implementing operational systems, processes, and policies
- Planning and defining the deliverable structure and content across multiple technologies
- Selecting the most relevant tools/techniques to meet specific client requirements
- Implementing practical solutions and methodologies
- Applying quality standards to work products
- Developing innovation and efficiency in order to increase performance
- Investigating problems using analysis, experience, and judgment

Project Execution Sr. Specialist IV

Experience: Minimum of 5 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Project Execution Sr. Specialist III

Experience: Minimum of 4 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Project Execution Sr. Specialist II

Experience: Minimum of 3 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Project Execution Sr. Specialist I

Experience: Minimum of 2 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Labor Category Skills and Expertise

The Project Execution Sr. Specialist provides guidance and direction for implementing and managing client service delivery and operations execution by:

- Implementing operational systems, processes, and policies
- Planning and defining the deliverable structure and content across multiple technologies
- Selecting the most relevant tools/techniques to meet specific client requirements
- Implementing practical solutions and methodologies
- Applying quality standards to work products
- Developing innovation and efficiency in order to increase performance
- Investigating problems using analysis, experience, and judgment

Architect II

Experience: Minimum of 5 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Architect I

Experience: Minimum of 3 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Labor Category Skills and Expertise

An Architect provides subject matter expertise and supports the delivery and operations execution by:

- Performing analysis and diagnosing client issues
- Using pre-established practices/tools and techniques to support project deliverables

Project Execution Specialist IV

Experience: Minimum of 3 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Project Execution Specialist III

Experience: Minimum of 2 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Project Execution Specialist II

Experience: Minimum of 2 years of consulting and/or directly relevant industry experience
Education: Minimum High School Diploma or equivalent in a related field or has equivalent work experience

Project Execution Specialist I

Experience: Minimum of 1 year of consulting and/or directly relevant industry experience
Education: Minimum High School Diploma or equivalent in a related field or has equivalent work experience

Labor Category Skills and Expertise

The Project Execution Specialist provides support for implementing and managing client service delivery and operations execution by:

- Implementing practical solutions and methodologies
- Applying quality standards to work products
- Developing innovation and efficiency in order to increase performance
- Investigating problems using analysis, experience, and judgment

Project Execution Support IV

Experience: Minimum of 2 years of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Project Execution Support III

Experience: Minimum of 1 year of consulting and/or directly relevant industry experience
Education: Minimum Bachelor's Degree or equivalent in a related field or has equivalent work experience

Project Execution Support II

Experience: Minimum 2 years consulting and/or directly relevant industry experience
Education: Minimum High School Diploma or equivalent in a related field or has equivalent work experience

Project Execution Support I

Experience: Minimum 1 year consulting and/or directly relevant industry experience
Education: Minimum High School Diploma or equivalent in a related field or has equivalent work experience

Labor Category Skills and Expertise

The Project Execution Support provides support for implementing and managing client service delivery and operations execution by:

- Implementing practical solutions and methodologies
- Applying quality standards to work products

Section 9.6 Business Consulting Implementation & Execution Services GSA

Rates for All SINs¹

	BASE				
	Year 1	Year 2	Year 3	Year 4	Year 5
Business Consulting Implementation & Execution Service	11-21-2017 to 11-20-2018	11-21-2018 to 11-20-2019	11-21-2019 to 11-20-2020	11-21-2020 to 11-20-2021	11-21-2021 to 11-20-2022
Engagement Execution Executive II	\$ 343.41	\$ 353.71	\$ 364.32	\$ 375.25	\$ 386.51
Engagement Execution Executive I	\$ 326.24	\$ 336.03	\$ 346.11	\$ 356.49	\$ 367.19
Engagement Execution Advisor II	\$ 343.41	\$ 353.71	\$ 364.32	\$ 375.25	\$ 386.51
Engagement Execution Advisor I	\$ 309.07	\$ 318.34	\$ 327.89	\$ 337.73	\$ 347.86
Engagement Execution Lead IV	\$ 284.45	\$ 292.98	\$ 301.77	\$ 310.83	\$ 320.15
Engagement Execution Lead III	\$ 270.23	\$ 278.34	\$ 286.69	\$ 295.29	\$ 304.15
Engagement Execution Lead II	\$ 256.01	\$ 263.69	\$ 271.60	\$ 279.75	\$ 288.14
Solution Architect II	\$ 320.66	\$ 330.28	\$ 340.19	\$ 350.39	\$ 360.91
Solution Architect I	\$ 304.62	\$ 313.76	\$ 323.17	\$ 332.87	\$ 342.85
Project Execution Lead IV	\$ 263.77	\$ 271.68	\$ 279.83	\$ 288.23	\$ 296.88
Project Execution Lead III	\$ 250.58	\$ 258.10	\$ 265.84	\$ 273.82	\$ 282.03
Project Execution Lead II	\$ 237.39	\$ 244.51	\$ 251.85	\$ 259.40	\$ 267.18
Project Execution Lead I	\$ 224.20	\$ 230.93	\$ 237.85	\$ 244.99	\$ 252.34
Project Execution Sr. Specialist IV	\$ 227.56	\$ 234.39	\$ 241.42	\$ 248.66	\$ 256.12
Project Execution Sr. Specialist III	\$ 216.18	\$ 222.67	\$ 229.35	\$ 236.23	\$ 243.31
Project Execution Sr. Specialist II	\$ 204.81	\$ 210.95	\$ 217.28	\$ 223.80	\$ 230.52
Project Execution Sr. Specialist I	\$ 193.43	\$ 199.23	\$ 205.21	\$ 211.37	\$ 217.71
Architect II	\$ 251.35	\$ 258.89	\$ 266.66	\$ 274.66	\$ 282.90
Architect I	\$ 238.79	\$ 245.95	\$ 253.33	\$ 260.93	\$ 268.76
Project Execution Specialist IV	\$ 193.43	\$ 199.23	\$ 205.21	\$ 211.37	\$ 217.71
Project Execution Specialist III	\$ 183.76	\$ 189.27	\$ 194.95	\$ 200.80	\$ 206.82
Project Execution Specialist II	\$ 174.09	\$ 179.31	\$ 184.69	\$ 190.23	\$ 195.94
Project Execution Specialist I	\$ 164.41	\$ 169.34	\$ 174.42	\$ 179.66	\$ 185.04
Project Execution Support IV	\$ 139.64	\$ 143.83	\$ 148.14	\$ 152.59	\$ 157.17
Project Execution Support III	\$ 132.66	\$ 136.64	\$ 140.74	\$ 144.96	\$ 149.31
Project Execution Support II	\$ 125.68	\$ 129.45	\$ 133.33	\$ 137.33	\$ 141.45
Project Execution Support I	\$ 118.69	\$ 122.25	\$ 125.92	\$ 129.70	\$ 133.59

Notes:

1. See Page 3 for list of SINs awarded.
2. Includes 0.75% IFF
3. Order Level Materials and Open Market Items will be burdened with Deloitte's applicable General & Administrative (G&A) Costs.

Service Contract Labor Standards: The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire MAS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS 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 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.

Section 9. GSA Pricing Notes Applicable to all Labor Categories/Rates

Experience Substitutions		
H.S. Diploma +4 years additional experience	Equals	Bachelor's
Bachelor's Degree + 2 years additional experience	Equals	Master's Degree
Master's Degree + 4 years or Bachelor's Degree + 6 years additional experience	Equals	PH.D
Education Substitutions		
A Ph.D. may be substituted for 4 years of required experience with a Master's Degree or 6 years with a Bachelor's Degree.		
A Master's Degree may be substituted for 2 years of required experience with a Bachelor's Degree.		

- (1) Annual escalation is capped at 3.0%
- (2) All prices include IFF.
- (3) **Service Contract Labor Standards:** The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire MAS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS 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 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.
- (4) Deloitte Consulting has opted to allow state and local governments to purchase services for all labor categories under the Disaster Recovery Purchasing Program in order to facilitate recovery from major disaster or facilitate disaster preparation (designated by the (RC) after the SIN Numbers).

SECTION 10.0 BLANKET PURCHASE AGREEMENT

Ordering activities may establish BPAs under any schedule contract to fill repetitive needs for supplies or services. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPAs and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). In determining how many BPAs to establish, consider:

- The scope and complexity of the requirement(s);
- The need to periodically compare multiple technical approaches or prices;
- The administrative costs of BPAs; and
- The technical qualifications of the schedule contractor(s).

Establishment of a single BPA, or multiple BPAs, shall be made using the same procedures outlined in 8.405-1 or 8.405-2. BPAs shall address the frequency of ordering, invoicing, discounts, requirements (e.g. estimated quantities, work to be performed), delivery locations, and time.

When establishing multiple BPAs, the ordering activity shall specify the procedures for placing orders under the BPAs.

Establishment of a multi-agency BPA against a Federal Supply Schedule contract is permitted if the multi-agency BPA identifies the participating agencies and their estimated requirements at the time the BPA is established.

Ordering from BPAs:

Single BPA. If the ordering activity establishes one BPA, authorized users may place the order directly under the established BPA when the need for the supply or service arises.

Multiple BPAs. If the ordering activity establishes multiple BPAs, before placing an order exceeding the micro-purchase threshold, the ordering activity shall:

- Forward the requirement, or statement of work and the evaluation criteria, to an appropriate number of BPA holders, as established in the BPA ordering procedures; and
- Evaluate the responses received, make a best value determination (see 8.404(d)), and place the order with the BPA holder that represents the best value.

BPAs for hourly rate services. If the BPA is for hourly rate services, the ordering activity shall develop a statement of work for requirements covered by the BPA. All orders under the BPA shall specify a price for the performance of the tasks identified in the statement of work.

Duration of BPAs. BPAs generally should not exceed five years in length, but may do so to meet program requirements. Contractors may be awarded BPAs that extend beyond the current term of their GSA Schedule contract, so long as there are option periods in their GSA Schedule contract that, if exercised, will cover the BPA's period of performance.

Review of BPAs:

The ordering activity that established the BPA shall review it at least once a year to determine whether:

- The schedule contract, upon which the BPA was established, is still in effect;
- The BPA still represents the best value (see 8.404(d)); and
- Estimated quantities/amounts have been exceeded and additional price reductions can be obtained.

The ordering activity shall document the results of its review.

SECTION 11.0 USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS

Preamble

Deloitte Consulting LLP provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

Commitment

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrates our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business who will supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., that will seek to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact: Teanna Jones; Phone: 571-858-1727; email: teajones@deloitte.com

About Deloitte

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee, and its network of member firms, each of which is a legally separate and independent entity. Please see www.deloitte.com/about for a detailed description of the legal structure of Deloitte Touche Tohmatsu Limited and its member firms. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.

Deloitte Consulting LLP is committed to protecting the information of its clients. In this regard, Deloitte Consulting LLP and its affiliates currently maintain physical, electronic and procedural safeguards that are designed to (1) protect the security and confidentiality of our client's information in Deloitte Consulting LLP's possession, (2) protect against anticipated threats or hazards to the security or integrity of such information, and (3) protect against unauthorized access to or use of such information that could result in substantial harm or inconvenience to our clients.