

**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE**

AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

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



SCHEDULE NUMBER OOCORP
SCHEDULE NAME Consolidated Contracts for Information Technology Professional Services and MOBIS Consulting Services
SIN(S): C 7030 Perpetual Software Licenses
C J070 Maintenance of Software
C D310 IT Professional Services
C R499 Consulting Services
CONTRACT NUMBER: GS-00F-0003V
CONTRACT PERIOD: January 30, 2009 – January 29, 2014
CONTRACTOR: Virtual Corporation
98 Route 46, Village Green Annex STE 12
Budd Lake, NJ 07828-1818
POINT OF CONTACT: Margaret Langsett
e-mail: mlangsett@virtual-corp.net
Tel: 973-426-1444
Fax: 973-426-1014
Web: www.virtual-corp.net

BUSINESS SIZE: Woman Owned, Small Business

ABOUT THE COMPANY:

Virtual Corporation, Inc. is a Business Continuity consulting and software company that assists organizations with all aspects of their business continuity (BC) programs. In business since 1994, Virtual has helped numerous geographically disperse enterprises ensure that they can recover from business disruptions by designing and implementing sustainable business continuity programs. Headquartered in New Jersey, Virtual Corporation is a certified women owned and small business enterprise.

CUSTOMER INFORMATION

1a	Awarded SINs:	C 7030 Perpetual Software Licenses C J070 Maintenance of Software C D310 IT Professional Services C R499 Consulting Services
1b	Lowest Priced Item	Project Analyst, 116.06
2	Maximum Order:	C 7030 and C D310: \$500,000 C R499: \$1,000,000
3	Minimum Order:	\$100
4	Scope of Delivery:	48 Contiguous States, Alaska, Hawaii and Puerto Rico
5	Point of Production:	98 Route 46, Village Green Annex STE 12 Budd Lake, NJ 07828-1818
6	Discounts:	See attached price list. Prices shown are net of discount.
7	Volume Discounts:	<u>Software</u> : additional 2% provided at \$250,000 <u>Labor Rates</u> : additional 3% for order commitments of \$500,000 over 2 years 10% discount for order commitments of \$1,000,000 over 2 years 15% discount for order commitments of \$1,500,000 over 2 years
8	Prompt Payment:	2%, 10 days
9a	Government Purchase Cards	Government Purchase Cards must be accepted at or below the micro-purchase threshold.
9b		Contract will not accept the Government Commercial Credit Card above the micro-purchase threshold, with no additional discount extended to the government for its use.
10	Foreign Items:	None
11	Delivery Time:	
	a. Normal:	C 7030 Perpetual Software Licenses – 10 days; Services: As agreed upon with ordering activity
	b. Expedited	Contact vendor
	c. Overnight & 2-day delivery	Contact vendor
	d. Urgent Requirements	Contact vendor
12	FOB:	Destination for Domestic Delivery including Alaska, Hawaii and Puerto Rico
13	Ordering Address:	Same as Contractor address
	Ordering procedures:	For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules)
14	Payment Address:	Same as Contractor address
15	Warranty:	Standard Commercial Warranty

- 16 **Export packing charges, if applicable:** N/A
- 17 **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** N/A
- 18 **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
- 19 **Terms and conditions of installation (if applicable):** N/A
- 20 **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a **Terms and conditions for any other services (if applicable):** N/A
- 21 **List of service and distribution points (if applicable):** N/A
- 22 **List of participating dealers (if applicable):** N/A
- 23 **Preventive maintenance (if applicable):** N/A
- 24a **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** N/A
- 24b **Section 508 Compliance for EIT:** N/A
- 25 **DUNS Number:** 937711562
- 26 **CCR Registration:** Yes (Cage: 1TQ19)

See pricing on following page.

Labor:

SIN(s): C D310 IT Professional Services

<u>Labor Categories</u>	<u>Government Price:</u>
Relationship Manager	\$241.80
Project Executive	203.11
Senior SME	183.77
Staff SME	164.42
BC Software Analyst	140.25
Project Analyst	116.06

SIN C R499: MOBIS Consulting Services

<u>Labor Categories</u>	<u>Government Price:</u>
Relationship Manager	\$241.80
Project Executive	203.11
Senior SME	183.77
Staff SME	164.42
Project Analyst	116.06

SIN C7030: Software

Government Price:

Sustainable Planner

Tier 1 - Single Concurrent user	\$24,487.66
Tier 2 - 5 Concurrent users	\$34,559.19
Tier 3 - Unlimited Concurrent users	\$53,517.38

Software Maintenance Fee

Per year starting year 2 if purchased annually	20% of GSA Price
Per year if pre-purchased in minimum 3-year increments	15% of GSA Price

Hosting Fee

Tier 1	\$15,897.23
Tier 2	\$19,155.67
Tier 3	\$22,512.85



**Next Generation Software
That Revolutionizes BC/DR Planning**

SIMPLE • POWERFUL • FLEXIBLE • SUSTAINABLE

Sustainable Planner® is an affordable solution that provides a combination of document management, survey data collection and flexible reporting. Empower business managers to easily maintain their own business continuity plans. Business continuity can be implemented as a sustainable process, allowing BC professionals to use their time to analyze exposures, enhance preparedness, and strengthen their BC plans and program. Microsoft Word and Excel files are effortlessly migrated into SP®. Edit data and documents at a single point to simultaneously update all affected plans. Generate new plans with a touch of a button.

Consulting Services:

Knowledge, Experience, Talent & Tools

Business Continuity consulting services tailored to fit your business, utilizing proven, scalable and sustainable methods and tools.

Virtual Corporation's consulting philosophy is centered on knowledge transfer leaving our client well trained, knowledgeable and self sufficient. We begin each engagement planning how to achieve this objective.

Virtual Corporation is a privately held consulting services and software product company focused exclusively on Business Continuity / Disaster Recovery. Virtual has a highly flexible, modular approach that easily scales to meet your organization's requirements. Virtual's consulting team is staffed with nationally and internationally recognized experts in all of the Business Continuity disciplines e.g., business continuity, disaster recovery, crisis management, exercise development & facilitation, etc.

What makes us unique?

Virtual Corporation recognizes that BC planning cannot be implemented by BC professionals alone. The responsibility for creating and maintaining relevant BC plans must be shared with operations' stakeholders – people without extensive BC knowledge. Virtual Corporation specializes in helping organizations of any size develop and sustain prudent, practical business continuity capabilities. Our methods, software tools and templates are highly scalable. We have helped Fortune 500 companies, mid-sized companies, not-for-profit organizations, universities, government agencies and military operations. Our consultants utilize proven methods, software tools and templates to assist our clients in any or all of following business continuity practice areas:

HVAdvantage™ for Healthcare

New Offering! Virtual takes the Hazard Vulnerability Analysis to the next level, designed to optimize your investment in annual hazard vulnerability assessments. Mitigate impact of damage to your facilities by expanding your HVA to provide you with a more complete risk profile and ability to target specific risks and gaps. Business Impact Analysis (BIA)

Whether you are engaging senior leaders in BC for the first time or looking to update rigorously detailed BIA findings generated each planning cycle, Virtual Corporation tailors each BIA project to the client's needs and desired scope.

BC Program Design

You have been tasked to start a BC program 'from scratch' and are looking for the latest 'best practices' to kick-start your program. Virtual has the expertise, methods and tools to ensure program granularity will be properly balanced to meet management objectives, cost and resource constraints, while achieving repeatable, sustained BC capability across the in-scope organization

BC Planning

Business Continuity planning is not a project. It must be treated as a repeatable process involving the appropriate stakeholders across the organization. Virtual's consultants are highly trained in the leading industry planning methods and software tools. We can assist you in defining an appropriate level of detail in populating your plan components utilizing Sustainable Planner® or your existing planning tool. [Read more...](#)

Business Continuity Maturity Model® Assessments

How does our program compare to our competitor's? Are we under or over-invested in Business Continuity? Virtual's Business Continuity Maturity Model® has been recognized worldwide as a comprehensive framework within which BC programs can be efficiently assessed. Virtual consultant's can teach you how to conduct self-assessments on your own or with our help. [Read more...](#)

Testing and Exercises

Virtual consultants have the experience and tools to help your organization plan and conduct tests and exercises of any type and scale. We assist clients with a variety of testing initiatives, including senior level management pandemic events and building libraries of self-directed drills