



ESCENDENT.LLC

General Services Administration

Federal Supply Service
Authorized Federal Supply Schedule Price List

Schedule Contract Number GS-00F-0007T

Escendent, LLC
47 W. Polk St., Suite #100-248
Chicago, Illinois 60605

Website: www.escendent.com

Escendent, LLC is submitting our Final Proposal Revision (FPR) under General Services Administration, Consolidated solicitation number FCO-00CORP-0000C. The contract award covers special items number(s) CR799B, D302, D306, D307, D308, and D316. The basis of the award is from Escendent, LLC price list dated 12/11/2006 through 12/11/2007. Listed below are the terms and agreed upon.

Special Item Numbers: Professional Services, FPDS Code D302, D306, D307, D308, D308, and D316 also, CR799B Human Resource Services.

Labor Rates/Categories: There are 3 Labor Categories under CR799B (see attached)

Labor Rates/Categories: There are 12 Labor Categories under D302, D306, D307, D308, and D316 (see attachment)

Basic Discount: 3.75% from commercial price list

Prompt Payment: 1% 15 days net 30 days

Quantity Discounts: Additional discounts 2% will be allowed base upon the following Task Order volumes at this dollar volume: (\$200k thru \$400k)

Time of Delivery: 30 Days ARO

Expedited Delivery: 15 days also open for negotiation with agencies on case by case basis.

Minimum Order: The minimum dollar of orders is \$100.00

Maximum Order: Is \$500,000

Acceptance of Gov't Credit Card: Escendent, LLC accepts Government credit card but without any additional discounts.

Warranty: No exceptions are taken to government standard warranty requirements. In accordance with Commercial Warranty of 90 Days ARO.

Contract Administration: Travis Powers
Escendent, LLC
47 West Polk St., Suite 100-248
Chicago, Il 60605
Ph: 866-354-3458 Fax: 866-495-4760

IFF Point of Contact: In accordance with the IFF Clause GSAR 552,238-74 (July 2003), Escendent, LLC has agreed to the Industrial Funding Fee of .75%.

72A Contact for Sales Reporting: Travis Powers
Escendent, LLC
47 West Polk St., Suite 100-248
Chicago, Il 60605
Ph: 866-354-3458 Fax: 866-495-4760

FOB Destination: FOB Destination will be to 48 contiguous states and the District of Columbia including Alaska, Hawaii and Puerto Rico.

Price Reduction Clause: In accordance with the Price Reduction Clause GSAR 552.238-75, the Price reduction will be predicated against commercial end users. They are identified as (Accenture, Tek System, IBM).

Economic Price Adjustment: In accordance with clause, 552.216-70 (SEPT 1999), the economic price adjustment will be set at 4%. The contractor may request price increases to be effective on or after the first 12 months of the contract period.

Escendent, LLC
GSA Consolidation Solicitation Number FCO-00-CORP-000C
Federal Supply Schedule Price List

SKILL CATEGORY	Commercial Price List	Discount Offered	GSA Net Price	IFF 0.75%	GSA Bill Rate
SIN # CR799B					
HR Caseworker Specialist	\$ 66.95	3.75%	\$64.44	\$0.48	\$64.92
HR Caseworker General	\$ 45.89	3.75%	\$44.17	\$0.33	\$44.50
CUPS Caseworker Lead	\$ 54.64	3.75%	\$52.59	\$0.39	\$52.99
CUPS Caseworker General	\$ 46.35	3.75%	\$44.61	\$0.33	\$44.95
FEHB Caseworker Lead	\$ 54.65	3.75%	\$54.53	\$0.41	\$54.93
FEHB Caseworker General	\$ 46.35	3.75%	\$44.61	\$0.33	\$44.95
Analyst Lead	\$ 63.38	3.75%	\$ 61.00	\$0.46	\$ 61.46
Analyst General	\$ 47.74	3.75%	\$ 45.95	\$0.34	\$ 46.29
Auditor Expert	\$ 63.65	3.75%	\$ 61.27	\$0.46	\$ 61.73

SKILL CATEGORY	Commercial Price List	Discount Offered	GSA Net Price	IFF 0.75%	GSA Bill Rate
SIN # D302					
Delivery Project Manager - Project Manager	Level II \$ 100.00	3.75%	\$ 96.25	\$0.72	\$ 96.97
SIN # D306					
Project Manager - Project Manager	Level II \$ 100.00	3.75%	\$ 96.25	\$0.72	\$ 96.97
Business Analyst	Level V \$ 119.03	3.75%	\$ 114.57	\$0.86	\$ 115.43
Architect - Peoplesoft	Level IV \$ 133.49	3.75%	\$ 128.48	\$0.96	\$ 127.24
Portal Consultant - Peoplesoft	Level IV \$ 133.49	3.75%	\$ 128.48	\$0.96	\$ 127.24
SIN # D307, D308					
ERP App Consult - Peoplesoft	Level IV \$ 114.40	3.75%	\$ 114.40	\$0.86	\$ 115.26
Application Dev - Oracle, SQL, Scripting	Level III \$ 70.00	3.75%	\$ 67.38	\$0.51	\$ 67.88
Application Dev - Oracle, SQL, Scripting	Level IV \$ 81.83	3.75%	\$ 78.76	\$0.59	\$ 79.35
Application Dev - Oracle, SQL, Scripting	Level V \$ 94.19	3.75%	\$ 90.66	\$0.68	\$ 91.34
Application Dev - Java - SACWIS	Level III \$ 70.38	3.75%	\$ 67.74	\$0.51	\$ 68.25
Application Dev - Java - C++	Level II \$ 85.11	3.75%	\$ 81.92	\$0.61	\$ 82.53
SIN # D316					
Network Consultant, Analyst	Level V \$ 71.61	3.75%	\$ 68.92	\$0.52	\$ 69.44

Escendent, LLC
Solicitation No. FCO-00-CORP-0000C
Section I – Contact Data

Solicitation

Solicitation No. FCO-00-CORP-0000C has been submitted. Escendent, LLC has included a new Standard Form 1449 as of July 17, 2007.

Financial Data

GSA Form 527 has been submitted.

Central Contractor Registration (CCR)

Escendent's CCR profile is attached.

Online Representations and Certifications Application (ORCA)

Escendent has registered with ORCA and its registration is attached.

Solicitation No. FCO-00-CORP-0000C, Refreshed 07/23/04

SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS OFFEROR TO COMPLETE BLOCKS 12, 17, & 30			1 REQUISITION NUMBER	PAGE 1 OF 73	
2. CONTRACT NO. <u>00095</u> Upon execution, number will appear on Page 1A.	3. AWARD/EFFECTIVE DATE <u>9-14-2007</u>	4. ORDER NUMBER	5. SOLICITATION NUMBER FCO-00-CORP-0000C	6. SOLICITATION ISSUE DATE June 13, 2008	
7. FOR SOLICITATION INFORMATION CALL →		a. NAME As noted in Exhibit 2	b. TELEPHONE NUMBER (No collect calls) As noted in Exhibit 2		N/A
9. ISSUED BY		CODE	10. THIS ACQUISITION IS		11. DELIVERY FOR FOB DESTINATION UNLESS BLOCK IS MARKED <input checked="" type="checkbox"/> SEE SCHEDULE
General Services Administration Management Services Center Acquisition Division 400 15th Street SW Auburn, WA 98001 ADDRESS OFFERS AS INSTRUCTED IN PARAGRAPH F.17			<input type="checkbox"/> UNRESTRICTED <input checked="" type="checkbox"/> SET ASIDE: Ex. 1, Col C % FOR <input checked="" type="checkbox"/> SMALL BUSINESS <input checked="" type="checkbox"/> SMALL DISADV. BUSINESS <input checked="" type="checkbox"/> 8 (A) NAICS See Page Ex. 1, Column H SIZE STANDARD Ex. 1, Col I		12. DISCOUNT TERMS 1/2% Net 10 Days Minimum: Net 30 days Other: 1/2% ___10___ days
15. DELIVER TO		CODE	16. ADMINISTERED BY		CODE
To be shown on each order issued under any contract resulting from this solicitation.			As specified in the award		
17a. CONTRACTOR/OFFEROR NAME AND ADDRESS Escendent, LLC 47 West Polk Street, Suite 100-248 Chicago, Illinois 60605 (866) 354-3458 (775) 667-0910 131942406 TELEPHONE NO. FAX NO. DUNS		CODE	18a. PAYMENT WILL BE MADE BY		CODE
			To be shown on each order issued under any contract resulting from this solicitation.		
17b. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN OFFER			18b. SUBMIT INVOICES TO ADDRESS SHOWN IN BLOCK 18a UNLESS BLOCK BELOW IS CHECKED		<input type="checkbox"/> SEE ADDENDUM
19. ITEM NO.	20. SCHEDULE OF SUPPLIES/SERVICES		21. QUANTITY	22. UNIT	23. UNIT PRICE
Complete blocks 19 through 24, using Exhibit 3. (Attach Additional Sheets as Necessary)			24. AMOUNT		
25. ACCOUNTING AND APPROPRIATION DATA See Block 15			26. TOTAL AWARD AMOUNT (For Govt. Use Only)		
<input checked="" type="checkbox"/> 27a. SOLICITATION INCORPORATES BY REFERENCE FAR 52.212-1, 52.212-4, FAR 52.212-3 AND 52.212-5 ARE ATTACHED. ADDENDA <input checked="" type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED. <input type="checkbox"/> 27b. CONTRACT/PURCHASE ORDER INCORPORATES BY REFERENCE FAR 52.212-4. FAR 52.212-5 IS ATTACHED. ADDENDA <input type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED.			28. CONTRACTOR IS REQUIRED TO SIGN THIS DOCUMENT AND RETURN <u>See F.17.2</u> COPIES TO ISSUING OFFICE. CONTRACTOR AGREES TO FURNISH AND DELIVER ALL ITEMS SET FORTH OR OTHERWISE IDENTIFIED ABOVE AND ON ANY ADDITIONAL SHEETS SUBJECT TO THE TERMS AND CONDITIONS SPECIFIED HEREIN.		
30b. SIGNATURE OF OFFEROR/CONTRACTOR <i>[Signature]</i>			29. AWARD OF CONTRACT: REFERENCE OFFER DATED _____ YOUR OFFER ON SOLICITATION (BLOCK 5) INCLUDING ANY ADDITIONS OR CHANGES WHICH ARE SET FORTH HEREIN, IS ACCEPTED AS TO ITEMS: See attached		
30a. NAME AND TITLE OF SIGNER (TYPE OR PRINT) Travis M. Powers, Senior Executive Partner		30c. DATE SIGNED <u>7/17/07</u>	31a. UNITED STATES OF AMERICA (SIGNATURE OF CONTRACTING OFFICER) <i>[Signature]</i>		31c. DATE SIGNED <u>9/12/2007</u>
32a. QUANTITY IN COLUMN 21 HAS BEEN <input type="checkbox"/> RECEIVED <input type="checkbox"/> INSPECTED <input type="checkbox"/> ACCEPTED AND CONFORMS TO THE CONTRACT. EXCEPT AS NOTED		33. SHIP NUMBER		34. VOUCHER NUMBER	35. AMOUNT VERIFIED CORRECT FOR
32b. SIGNATURE OF AUTHORIZED GOVT. REPRESENTATIVE		32c. DATE	36. PAYMENT <input type="checkbox"/> COMPLETE <input type="checkbox"/> PARTIAL <input type="checkbox"/> FINAL		37. CHECK NUMBER
41a. I CERTIFY THIS ACCOUNT IS CORRECT AND PROPER FOR PAYMENT		42a. RECEIVED BY (Print)		38. S/R ACCOUNT NUMBER	
41b. SIGNATURE AND TITLE OF CERTIFYING OFFICER		41c. DATE	42b. RECEIVED AT (Location)		39. S/R VOUCHER NUMBER
			42c. DATE REC'D (YY/MM/DD)		40. PAID BY
			42d. TOTAL CONTAINERS		

CCR Detail Search Results

Not to be used as certifications and representations. See [ORCA](#) for official certification.

Current Registration Status: Active in CCR; Registration valid until 06/14/2008.

DUNS: 131942406

DUNS PLUS4:

CAGE/NCAGE: 3VGA5

Legal Business Name: ESCENDENT, LLC

Doing Business As (DBA):

Division Name:

Division Number:

Company URL: <http://www.escendent.com>

Physical Street Address 1: 47 W POLK ST STE 100

Physical Street Address 2:

Physical City: CHICAGO

Physical State: IL

Physical Zip/Postal Code: 60605-2000

Physical Country: USA

Mailing Name: ESCENDENT, LLC

Mailing Street Address 1: 47 W POLK ST., SUITE 100-248

Mailing Street Address 2:

Mailing City: CHICAGO

Mailing State: IL

Mailing Zip/Postal Code: 60605-2000

Mailing Country: USA

Business Start Date: 05/29/2003

CORPORATE INFORMATION

Type of Organization

Partnership

Business Types/Grants

- 23 - Minority Owned Business
- 27 - Self Certified Small Disadvantaged Business
- 77 - Service Provider
- LJ - Limited Liability Company
- OY - Black American Owned
- VN - Contracts

GOODS / SERVICES

North American Industry Classification System (NAICS)

- 517910 - OTHER TELECOMMUNICATIONS
- 541214 - PAYROLL SERVICES
- 541430 - GRAPHIC DESIGN SERVICES
- 541511 - CUSTOM COMPUTER PROGRAMMING SERVICES
- 541512 - COMPUTER SYSTEMS DESIGN SERVICES
- 541519 - OTHER COMPUTER RELATED SERVICES
- 541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
- 541612 - HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES
- 541618 - OTHER MANAGEMENT CONSULTING SERVICES
- 541690 - OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES
- 541710 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES
- 541990 - ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
- 561310 - EMPLOYMENT PLACEMENT AGENCIES
- 561320 - TEMPORARY HELP SERVICES

Standard Industrial Classification (SIC)

- 7361 - EMPLOYMENT AGENCIES
- 7363 - HELP SUPPLY SERVICES
- 7371 - COMPUTER PROGRAMMING SERVICES
- 7373 - COMPUTER INTEGRATED SYSTEMS DESIGN
- 7374 - DATA PROCESSING AND PREPARATION
- 7376 - COMPUTER FACILITIES MANAGEMENT
- 7379 - COMPUTER RELATED SERVICES, NEC

Product Service Codes (PSC)

Federal Supply Classification (FSC)

SMALL BUSINESS TYPES

SDB, 8A and HubZone certifications come from the Small Business Administration and are not editable by CCR vendors.

Business Types	Expiration Date
A4 - SBA Certified Small Disadvantaged Business	05/07/2016
A6 - SBA Certified 8A Program Participant	05/08/2016

North American Industry Classification System (NAICS)			
The small business size status is derived from the revenues and/or number of employees entered by the vendor during the registration process.			
NAICS Code	Description	Small Business	Emerging Small Business
517910	OTHER TELECOMMUNICATIONS	Yes	No

541214	PAYROLL SERVICES	Yes	No
541430	GRAPHIC DESIGN SERVICES	Yes	No
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	Yes	No
541512	COMPUTER SYSTEMS DESIGN SERVICES	Yes	No
541519	OTHER COMPUTER RELATED SERVICES	Yes	No
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	Yes	No
541612	HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES	Yes	No
541618	OTHER MANAGEMENT CONSULTING SERVICES	Yes	No
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES	Yes	No
541710	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES	Yes	No
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	Yes	No
561310	EMPLOYMENT PLACEMENT AGENCIES	Yes	No
561320	TEMPORARY HELP SERVICES	Yes	No

POINTS OF CONTACT

Government Business Primary POC

Name: JAMES WHITELOW
Address Line 1: 47 WEST POLK ST.
Address Line 2: SUITE 100-248
City: CHICAGO
State: IL
Zip/Postal Code: 60605-2000
Country: USA
U.S. Phone: 312-282-4551
Non-U.S. Phone:
Fax: 773-536-0235

Government Business Alternate POC

Name: TRAVIS POWERS
Address Line 1: 47 WEST POLK ST
Address Line 2: SUITE 100-248
City: CHICAGO
State: IL
Zip/Postal Code: 60605-2000
Country: USA
U.S. Phone: 312-636-8282
Non-U.S. Phone:
Fax: 773-536-0235

Past Performance Primary POC

Name: ROBERTA BELL
Address Line 1: 227 S. 7TH & NCB BUILDING
Address Line 2:
City: SPRINGFIELD
State: IL
Zip/Postal Code: 62703
Country: USA
U.S. Phone: 217-558-5066
Non-U.S. Phone:
Fax: 217-558-5066

Past Performance Alternate POC

Name: HAROLD MAYS
Address Line 1: 120 W. JEFFERSON
Address Line 2:
City: SPRINGFIELD
State: IL
Zip/Postal Code: 62703
Country: USA
U.S. Phone: 217-836-0190
Non-U.S. Phone:
Fax: 217-836-0190

Electronic Business Primary POC

Name: JAMES WHITELOW
Address Line 1: 47 WEST POLK ST
Address Line 2: SUITE 100-248
City: CHICAGO
State: IL
Zip/Postal Code: 60605-2000
Country: USA
U.S. Phone: 312-282-4551
Non-U.S. Phone:
Fax: 773-536-0235

Electronic Business Alternate POC

Name: TRAVIS POWERS
Address Line 1: 47 WEST POLK ST
Address Line 2: SUITE 100-248
City: CHICAGO
State: IL
Zip/Postal Code: 60605-2000
Country: USA
U.S. Phone: 312-636-8282
Non-U.S. Phone:
Fax: 773-536-0235



Certification for: ESCENDENT, LLC
DUNS: 131942406
Certification Validity:
From: 07/17/2007 12:16:52 PM (EST)
To: 07/17/2008 12:16:52 PM (EST)

READ ONLY

- Vendor will provide information with specific offers to the Government.
 I certify that I have read and understand the provision.

52.203-11 Certification and Disclosure Regarding Payments to Influence Certain Federal Transactions (Sept 2005)

- (a) The definitions and prohibitions contained in the clause, at FAR 52.203-12, Limitation on Payments to Influence Certain Federal Transactions, included in this solicitation, are hereby incorporated by reference in paragraph (b) of this certification.
- (b) The offeror, by signing its offer, hereby certifies to the best of his or her knowledge and belief that on or after December 23, 1989-
- (1) No Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress on his or her behalf in connection with the awarding of this contract;
 - (2) If any funds other than Federal appropriated funds (including profit or fee received under a covered Federal transaction) have been paid, or will be paid, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress on his or her behalf in connection with this solicitation, the offeror shall complete and submit, with its offer, OMB standard form LLL, Disclosure of Lobbying Activities, to the Contracting Officer; and
 - (3) He or she will include the language of this certification in all subcontract awards at any tier and require that all recipients of subcontract awards in excess of \$100,000 shall certify and disclose accordingly.
- (c) Submission of this certification and disclosure is a prerequisite for making or entering into this contract imposed by section 1352, title 31, United States Code. Any person who makes an expenditure prohibited under this provision or who fails to file or amend the disclosure form to be filed or amended by this provision, shall be subject to a civil penalty of not less than \$10,000, and not more than \$100,000, for each such failure.

(End of Provision)

READ ONLY

- Vendor will provide information with specific offers to the Government.
 I certify that I have read and understand the provision.

52.222-38 Compliance with Veterans' Employment Reporting Requirements (Dec 2001)

By submission of its offer, the offeror represents that, if it is subject to the reporting requirements of 38 U.S.C. 4212(d) (i.e., if it has any contract containing Federal Acquisition Regulation clause 52.222-37, Employment Reports on Special Disabled Veterans, Veterans of the Vietnam Era, and Other Eligible Veterans), it has submitted the most recent VETS-100 Report required by that clause.

(End of Provision)

Escendent, LLC
Solicitation No. FCO-00-CORP-0000C
Section II – Technical Proposal

Statement of Offering

Escendent, LLC will provide SIN 595-21 Human Resources Services which include a range of Federal Personnel Actions and Workers Compensation. Our services include the following:

Personnel Action Services

HR Caseworker Specialist (Benefits/Payroll)

Tasks Include: The HR Specialist responsibilities include investigating and resolving issues deemed the highest priority; these issues span all areas of HR Services (Benefits, SCD, TSP, payroll, etc.), working with Benefits/Payroll to research/resolve pay escalation issues, researching and responding to Congressional inquiries and acting as a liaison HR Services.

HR Caseworker General (Benefits/Payroll)

Tasks Include: The HR General responsibilities include researching and resolving issues; interacting with various groups (Local airport HR staff, Payroll, Executive leadership, etc.) as required to gather information and provide status; coding and prepping necessary SF52's for processing; quality assurance of SF52's for accuracy. We expect the resource to work cases in addition to performing process audits.

CUPS Caseworker Lead (Benefits/Payroll):

Tasks Include: Provide guidance on Payroll/CUPS processing. Process and review CUPS.

FEHB Caseworker Lead:

Tasks Include: Administer the Federal Employee Health Benefits processing with payroll operations and FEHB carriers. Serve as the point of contact for OPM FEHB/Payroll related matters. Experience communicating issues to carriers, employees and managers on FEHB eligibility, allowances, restrictions, and special benefits found in special situations. Experience developing operating procedures, checklists, etc., concerning employee benefits. Perform QA to confirm the correct FEHB plan is listed in CPMIS (HR System) and CUPS (Payroll System); Track coverage by FEHB carrier; monitor adds, drops, and continuing coverage by FEHB carrier; Serve as a the payroll technician contact for health benefit/payroll related issues.

Escendent, LLC
Solicitation No. FCO-00-CORP-0000C
Section II – Technical Proposal

FEHB Caseworker General:

Tasks Include: Serve as an aid to the FEHB Processing Lead and CLER Processing Lead. Assist the administration of Federal Employee Health Benefits processing with payroll operations and FEHB carriers. Serve as a point of contact for HR for FEHB/Payroll related matters. Responsibilities include: Assisting CLER Lead to monitor the FEHB Clearinghouse (CLER) system for enrollment discrepancies with carriers; Logging the flow of SF2809's from HR to the FEHB carriers; Forwarding SF2809's to the carriers for initiation of enrollment, life events, and changes; Forwarding SF2810's to the carriers for termination of enrollment, name changes, and transfers.

CPMIS Sr. Data Entry

Tasks Include: Processing and entering data into CPMIS System

CPMIS Data Entry

Tasks Include: Processing and entering data into CPMIS System

Analyst Lead

Tasks Include: Gathering documentation; reviewing cases in Siebel or other systems, looking in the OPF, matching the case with any related incoming mail and faxes, identifying missing documentation, reaching out to the field to obtain missing documentation, and documenting actions taken in Siebel.

Analyst General

Tasks Include: This position is responsible for gathering documentation; reviewing cases in Siebel or other systems, looking in the OPF, matching the case with any related incoming mail and faxes, identifying missing documentation, reaching out to the field to obtain missing documentation, and documenting actions taken in Siebel.

Auditor Expert

Tasks Include: Assists in planning, organizing and directing Official Personnel Files (OPF) file system for federal government screeners. Reviews and verifies OPF for Federal Government passenger/baggage screeners. Briefs and provides statistical data daily to Transportation Security Administration officials on the status of the OPF. Trains and evaluates contracted human resources administrative representatives on how to file OPF documentation according to federal government guidelines. Certifies government employee's information; reviews and processes SF 50's and 52's notification of action on employees. Advises and consults with management on policies and procedure in the HR area. Develops and instructs courses on a wide array of Federal employment topics with OPM's Personnel Management Training Institute.

Escendent, LLC
Solicitation No. FCO-00-CORP-0000C
Section II – Technical Proposal

Worker's Compensation Services

HR Caseworker Specialist (Benefits/Payroll)

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Escendent, LLC
Solicitation No. FCO-00-CORP-0000C
Section II – Technical Proposal

Experience

Founded in 2003, Escendent is a professional services firm focused on full life-cycle technology consulting services. Our extensive service offering includes Federal HR Services, enterprise sourcing, strategy (business and technology), architecture, systems design, applications services, network infrastructure and custom implementation and integration solutions. Our primary objective is to address our client's mission critical business issues and to provide innovative solutions to complement both, their immediate initiatives and long-term goals. We offer technical and functional expertise to provide Complete Business Solutions.

The Escendent management team averages over 20 years of industry experience delivering business technology solutions to organizations ranging from Fortune 500 US Corporations to US Government agencies (federal and local). Headquartered in Chicago, Illinois, we are well positioned globally to deliver services in various industries enabling our clients the competitive advantages to achieve process improvement and efficiency by leveraging information technology.

Escendent is a Minority Business Enterprise (MBE) with an 8(a) certification prepared to meet the growing demands of Supplier Diversity in both the Private and Public sectors respectively.

Relevant Experience: Transportation Security Administration - Accenture HR Services
Number of HR Contracts: Two
Current Contract Term: 2004 - Present
Value: \$2 Million (Over 3 years)

Summary: Escendent has provided federal government HR specialists to Accenture to aid in the resource supply needed to service Transportation Security Administration (TSA) U.S. Department of Homeland Security for the past three years. Escendent has deployed over seventy (70) Federal HR Government resources with FEHB, FEGLI experience in all areas including benefits, payroll, TSP, NFC, and SF-52's knowledge for roles as processors, case workers, lead caseworkers, benefits and payroll management and Subject Matter Experts (SME's) in both disciplines to aid the client in leading the outsourced initiative. These resources have ranged in experience from 5-20 years of applicable Federal HR experience.

Escendent's previous experience under SIN 595-21 Human Resources Services includes HR Caseworker Specialists, HR Caseworker General, CUPS Caseworker Lead, FEHB Caseworker Lead, FEHB Caseworker General, CPMIS Sr. Data Entry, CPMIS Data Entry, Analyst Lead, Analyst General, and Auditor Expert.

The responsibilities have included, but are not limited to backlog employee benefits claim reconciliation, payroll clean-up and processing, integrating new baseline operations standards and procedures and transition policy to the National Finance Center (NFC).

Quality Control Plan

Escendent utilizes a custom staffing methodology which allows us to develop a thorough understanding of our clients for increased quality of service. Our process ensures each client receives the best employee to fulfill its needs. Our service model focuses on a full life-cycle human capital return-on-investment (ROI) for our clients by employing the three “R’s” recruitment, retention and redeployment. We employ a four phase approach to reduce the potential of high risk occurrences in the enterprise staffing and talent deployment services area, including Business Evaluation, Account Alignment, Talent Deployment and Process Management.

PHASE I: Business Evaluation

Escendent conducts a needs assessment or business evaluation, since each organization and project differs in size and scope. We help develop our clients staffing plans by first understanding their business goals and objectives, organizational structure, roles, professional culture, key technology initiatives, staffing requirements, and execution plan. Our belief is that with proper client perspective we become proactive with respect to our client’s initiatives.

PHASE II: Account Alignment

We engage with our prospective clients on a more intimate basis for account and talent alignment purposes ensuring that we fully understand the identified opportunity. Our qualification process allows us the chance to further determine the client’s requirement purpose, benefits, advantages, budget and timelines. Through this qualification we can begin to align our candidates in a proactive manner to give us a more accurate target to deploy the right talent the first time.

PHASE III: Talent Deployment

Our third step is to identify and deploy the best candidates to meet our client’s needs. Using a team of industry-focused talent agents, we recruit, source and deploy the exact talent needed. Our recruiting teams have relationships with the best technical experts, and leverage a vast regional and national Escendent talent pool. Escendent maintains a diverse pool of highly qualified candidates ranging from HR service personnel to Information Technology professionals. Our candidates are some the best in the industry and many come highly recommended through referrals. After potential candidates have been identified, Escendent qualifies each candidate’s skills and experience to match our client’s specific needs. We employ a stringent talent qualification process which includes; pre-screening and phone interviews, in-person interviews, a thorough background check, comprehensive screening and testing to ensure we have addressed the potential risks of unqualified candidates. By proactively sourcing our candidate pool we further decrease costs, thereby affording our clients the benefit of reduced time of placement.

PHASE IV: Process Management

Escendent is focused on consistent performance and quality service, so client and employee interaction is imperative to achieve the targeted service levels. We implement an account strategy for each client to ensure the investment we have made in the deployed candidate and existing client is properly managed and positioned for growth. Our communication strategy allows for knowledge transfer, ongoing dialogue, talent pipeline development and new business opportunities. The standard operations and deliverables once a successful placement or client is obtained include first-day orientation, mid-engagement reviews, continuous account penetration, post-engagement reviews and redeployment strategies.

First-day Orientation

Escendent offers a comprehensive first day pre-assignment orientation. This meeting allows expectations to be set for our client and employee on specifics regarding the assignment, project or employment opportunity.

Mid-Engagement Reviews (Quarterly Reviews)

To ensure our feedback process is thorough and ongoing we set a schedule for either a mid-engagement review or quarterly performance reviews based on the client's preference. We begin these comprehensive performance reviews once our employee has been deployed. The reviews are conducted by an Escendent client relations specialist to both the hiring manager (client) and the employee deployed by Escendent. These reviews are submitted for signatures and distributed as a report to the client on a quarterly or mid-engagement basis ongoing. We measure the targeted deliverables and project scope to the defined roles and responsibilities of our employees to ensure we are meeting the client's expectations. This process provides us insight on potential performance issues, project risks and upcoming needs.

Continuous Account Penetration

Escendent uses the knowledge ascertained from the performance review discussions along with ongoing knowledge exchange with the client and employees to identify potential opportunities for further account penetration. Our objective is to grow every client account by providing superior performance and delivering on expectations. We begin by assessing our client's current and future needs and looking to assist them in identifying and defining the next scope or technical service requirement.

Post Evaluation

Escendent's post evaluation involves a comprehensive knowledge exchange and skills transfer, which allows full time employees at our client site to have an understanding of their new user environment. During this phase, Escendent makes sure project deliverables were met in a timely fashion and cost effective manner. An exit interview is performed and the strengths and weaknesses of our

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employee(s) are submitted by our clients for reporting at the close of each engagement. We ensure our clients are equipped to evaluate the effectiveness of our service and measure the value of the impact within each client engagement.

Redeployment Strategy

In an effort to leverage the current performance and relative information into redeployment opportunities for our professional employees, we develop talent pipelines for our existing and prospective clients. Our strategic approach includes pro-active marketing to candidates and clients, ongoing communication with current and past candidates, generating candidate availability schedules, proactive marketing of talent, 60-day roll-off planning and contingency staffing. We utilize our communication strategy to address the aforementioned needs of any potential opportunity and plan to deploy our candidates a on a referral basis.

Response Time

Escendent’s proven custom staffing methodology has uniquely positioned us to guarantee increased Time of Placement within our client environments. We are proud of our responsiveness and our track record of bringing projects in on time and within budget while maintaining our reputation for superior service. In particular, Escendent specializes in quick response times to provide for staffing changes, staffing during personnel leave periods and for special projects. Most importantly, the response time is engineered by the client and is dependent on a set of variables (i.e., timeframe; location; assignment; skill sets; market demand; project duration; etc.) which Escendent assesses and complies in order to satisfactorily fulfill the client’s request. Our database is constantly expanded with skilled and experienced professionals to assure a greater possibility of satisfying our client’s request. Escendent’s employees support full-time, temporary and direct hire assignments. In the case of urgent requirements we leverage our client knowledge and industry expertise to provide human capital solutions on-demand. By operating through a proactive sourcing model and consistent talent pipelining, Escendent develops contingency staffing plans for all clients to mitigate the risks associated with urgent human capital requirements.

Risk Factors

Escendent has developed criteria to address the common and unique risk factors related to human capital deployment services. The standard criteria allows us to measure what level of risk is associated with servicing the client and how the employee potentially be affected provided the risks are not addressed. The criteria standards are used to ensure high risk business is not pursued and any activities are ceased pre or post deployment. The criteria are categorized in the areas of opportunity qualification, needs assessment and candidate identification, and allow for specific process and information standards to be met consistently.

Issue Resolution

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Escendent attributes our low issues log to two main components of our process including, Business Evaluation and Process Management. In these two control phases we interact to with potential and existing clients to identify any possible area where issues can be detected or have historically resided. We take a proactive approach to managing our human capital by engaging them with a full understanding of our client's needs and expectations, and having consistent dialogue with all parties involved throughout the engagement.

When an issue does arise we are typically aware that an increased potential for volatility is present and we ask that our professionals make us aware the situation immediately, so we can address or escalate the issue if necessary. If that is not a viable option or fails to work, we have a formal complaint process that is bi-partisan and requires all parties involved to participate or be voluntarily terminated effective immediately. Once the formal issue complaint(s) have been filed we move to have an initial resolution meeting to be mediated by our clients and us within the subsequent 48 hours, usually within 24 hours. We make a decision to continue the relationship or sever the ties based on facts, merit and credible evidence to ensure the instance is objectively considered prior to final judgment.

RECRUITMENT AND RETENTION OF WORKERS/TRAINERS

a. Recruitment

In view of the rapid changes of the work environment, people are transient and are always on the move. However, automatic emails are sent to candidates in our database on a monthly basis to update their profiles, enabling us to maintain a constant level of qualified candidates. Through our proactive recruiting efforts which include posting for non-open positions, recruiting never stops for us. Escendent is constantly recruiting and selecting candidates in an effort to be sufficiently prepared for future requests. Additionally, Escendent's Referral Program offers an incentive for employees to refer candidates to our company. Due to our Referral Program and reputation for placing employees, Escendent continually receive resumes from potential candidates.

b. Screening

Screening for potential candidates begins with a skills match of a resume, then follow-up with an in-depth telephone interview. In this telephone interview, questions are proposed to determine the applicant's:

- Articulation ability
- Level of comprehension and depth
- Response to the questions

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We inquire about the following:

- Years of experience with specific skill sets
- Last applicable employment assignment
- Present employment/position
- Salary requirements
- Technical skill sets and last time used
- Desired location(s) of employment
- Level of education
- Interest in client
- Duration of Project
- Preference of environment, location, travel, etc.
- Reason for desiring to leave the present position
- Soft Skills: Ability to work in various environments, ability to work in team environment, etc.
- Current Certifications

Based on the above data retrieved from the telephone and review of the resume, Escendent then decides if it will conduct a formal face-to-face interview with the applicant. If Escendent is satisfied with the interview and the candidate's resume, the applicant is required to complete an employment application and permission is requested from the candidate to conduct a professional reference and SF 85-86 background check.

Testing and Training of Personnel

Through our multi-tiered screening process Escendent is able to identify temporary employees that meet our client's needs. During our interview process we determine if a candidate has the skills and experience he/she purports to have. In our screening process past employment references and accreditations are verified, industry and skill specific questions are asked and our candidates technical skills are tested through TechChek. Once all of the data is gathered, from both the interview and the aforementioned technical tests, Escendent will determine whether further testing is required for the potential candidate.

Additionally, we offer specific technical training in trending and ubiquitous technologies for those employees looking to advance their knowledge and skill base. During the recruitment process we specify, in the request order, the level of training and experience that the individual must have in order to qualify for each position. Escendent does encourage education and training for the purposes of marketability through our Education Incentive Program. Escendent will pay a percentage beyond each employees hourly pay rate to fund certifications and training for employees aspiring to grow in a specific area. We do require our employees to do their own due diligence and explore areas of growth.

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We select the trainings based on industry demand and employee career tracking. Our focus is to have the most technically prepared candidates in the market-place to ensure they are able to meet all of the challenges and demands of any project engagement.

Handling of Orders

Escendent uses a request order template which is specifically designed to address each client's need. This template allows our client to address its staffing requirements, expected deliverables of Escendent and our employees, goals, etc. Upon completion of this form, Escendent is better able to pair each candidate with the client to reach a perfect match. We then contact our client and clarify our hiring interview process and timeline, expected start date, project duration, etc. Based on the detailed information provided by the client, Escendent is able to draw from its vast pool of candidates and hand select each one to fit the client's needs.

Order Administration

Once the request order is taken, the template mentioned above is used to administer the order. Escendent's talent agents review the data from the template and responds accordingly. A skills matching search is done either within our Information Technology communities or in Escendent's database. Escendent will also seek referrals from current employees, previous employees or through relationships we have with our alliance partners.

If an immediate candidate is not found using one of the aforementioned methods, Escendent will post open positions on its website and other job posting websites. For all posted positions, candidates are screened and references are checked prior to being added to Escendent's database. As a result of the information gathered from the task order template (i.e., assignment, location, etc.) and or database search our references; a suitable match is made between the client and our candidates.

Over 90% of Escendent's employees are redeployed. Additionally, Escendent solicits the assistance from its alliance partners for hard-to-fill orders. Escendent maintains an active profile of all its candidates that have been outsourced or screened. When orders are received for a particular area of expertise, e-mails are sent to all applicable candidates and many respond promptly to the e-mail. Moreover, due to Escendent's growing reputation of superior service candidates are continually submitting resumes seeking to be added to Escendent's database.

Based on our client's requirements, a careful client to candidate match is made. Our satisfied customers as well as our retained employees can vouch for Escendent's success rate of near perfect client/employee matches.

Business Case – ROI

Client: ACCENTURE

Situation: Accenture was asked to on-board approximately 100 full-time and part-time contract professionals within 120 days for Transportation Security Administration (TSA). The resources sought were comprised of multiple levels within Federal Human Resource skills ranging from Subject Matter Experts (SME's) to Junior Caseworkers. Escendent has been supporting Accenture on the TSA HR Services contract as a sub-contractor providing human capital needs for Federal Human Resources and Information Technology since 2003.

Issues:

- Slow response and interview lead times.
- A last minute change to the security process, increasing Time of Placement from 3 weeks to 13 weeks.

Risks:

- Loss of qualified candidate pool to competitors and suitors in the market-place.
- Client credibility due to the failure of the largest resource initiative requested by the client in the duration of the contract.
- Loss of finances, time and production due to the lack of adequate resources.
- A potential negative perception of the service-ability to deploy a large group to fulfill a major requirement.

Solution(s): Escendent took a lead role in recruiting the candidates for the on-boarding initiative, so there was an interest to protect if the project wasn't successfully staffed. When the security issue arose we had approximately 20-25 candidates between interview and offer stage. We decided to draft a contingency staffing plan to reduce the impact of resource interest by focusing on candidates in our resource pool that we being pipelined for upcoming opportunities, there by saving Accenture time and money by not having them allocate internal resources to this initiative for sourcing. Additionally, due to our strong relationships within the candidate pool, we were able to maintain 75% of the candidates affected by the security clearance issue. Finally, we asked to manage the engagement process through security clearance to ensure the candidates were consistently supported and ultimately deployed. While we aren't able to impact the timeframe of the security process, we have enabled Accenture the ability to remain steady in the on-boarding effort without losing much ground given the security circumstances.

The above example has elements of all four phases of our quality service methodology, including Business Evaluation, Account Alignment, Talent Deployment and Process Management. We feel our quality of service and ability to respond to issues on-demand is a direct bi-product of the controls we use to manage all aspects of the opportunity cycle as it relates to deploying human capital.

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Pricing Narrative

GSA Discounts offered by Escendent, LLC: Discount: 3.75%, Terms: 1/2 % Net 10, Net 30

Escendent, LLC understands the .75% Industrial Funding Fee and responsibility is accepted. Escendent will include the IFF in the awarded prices and in the total amount charged to ordering activities.

Escendent, LLC understands and acknowledges clause 552.232-77 Payment by Government Commercial Purchase Card.

Escendent's Professional Compensation Plan has been submitted to GSA.

Escendent's Uncompensated Overtime policy in accordance with Clause 52.237-10 has been submitted.

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Personnel Actions Labor Categories and Descriptions

All positions unless otherwise stated may have a minimum education requirement of a bachelor's degree in a related area.

HR Caseworker Specialist (Benefits/Payroll)

The HR Specialist responsibilities include investigating and resolving issues deemed the highest priority; these issues span all areas of HR Services (Benefits, SCD, TSP, payroll, etc.), working with Benefits/Payroll to research/resolve pay escalation issues, researching and responding to Congressional inquiries and acting as a liaison HR Services.

Additional Qualifications: Eight to ten years of federal HR skills.

HR Caseworker General (Benefits/Payroll)

The HR General responsibilities include researching and resolving issues; interacting with various groups (Local airport HR staff, Payroll, Executive leadership, etc.) as required to gather information and provide status; coding and prepping necessary SF52's for processing; quality assurance of SF52's for accuracy. This is not a supervisory role. We expect the resource to work cases in addition to performing process audits.

Additional Qualifications: Two to four years of federal HR skills.

CUPS Caseworker Lead (Benefits/Payroll)

Provide guidance on Payroll/CUPS processing. Process and review CUPS.

Additional Qualifications: Three to five years of CUPS, Federal HR and Payroll experience

FEHB Caseworker Lead

Administer the Federal Employee Health Benefits processing with payroll operations and FEHB carriers. Serve as the point of contact for OPM FEHB/Payroll related matters. Experience communicating issues to carriers, employees and managers on FEHB eligibility, allowances, restrictions, and special benefits found in special situations. Experience developing operating procedures, checklists, etc., concerning employee benefits. Perform QA to confirm the correct FEHB plan is listed in CPMIS (HR System) and CUPS (Payroll System); Track coverage by FEHB carrier; monitor adds, drops, and continuing coverage by FEHB carrier; Serve as a the payroll technician contact for health benefit/payroll related issues.

Additional Qualifications: Four to six years FEHB experience.

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FEHB Caseworker General

Serve as an aid to the FEHB Processing Lead and CLER Processing Lead. Assist the administration of Federal Employee Health Benefits processing with payroll operations and FEHB carriers. Serve as a point of contact for HR for FEHB/Payroll related matters. Responsibilities include: Assisting CLER Lead to monitor the FEHB Clearinghouse (CLER) system for enrollment discrepancies with carriers; Logging the flow of SF2809's from HR to the FEHB carriers; Forwarding SF2809's to the carriers for initiation of enrollment, life events, and changes; Forwarding SF2810's to the carriers for termination of enrollment, name changes, and transfers.

Additional Qualifications: One to three years of FEHB experience.

CPMIS Sr. Data Entry

Processing and entering data into CPMIS System

CPMIS Data Entry

Processing and entering data into CPMIS System

Analyst Lead

This position is responsible for gathering documentation; reviewing cases in Siebel or other systems, looking in the OPF, matching the case with any related incoming mail and faxes, identifying missing documentation, reaching out to the field to obtain missing documentation, and documenting actions taken in Siebel.

Additional Qualifications: Four to six years of Federal HR experience.

Analyst General

This position is responsible for gathering documentation; reviewing cases in Siebel or other systems, looking in the OPF, matching the case with any related incoming mail and faxes, identifying missing documentation, reaching out to the field to obtain missing documentation, and documenting actions taken in Siebel.

Additional Qualifications: One to three years of Federal HR experience.

Auditor Expert

Assists in planning, organizing and directing Official Personnel Files (OPF) file system for federal government screeners. Reviews and verifies OPF for Federal Government passenger/baggage screeners. Briefs and provides statistical data daily to Transportation Security Administration officials on the status of the OPF. Trains and evaluates contracted human resources administrative representatives on how to file OPF documentation according to federal government guidelines. Certifies government

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employee's information; reviews and processes SF 50's and 52's notification of action on employees. Advises and consults with management on policies and procedure in the HR area. Develops and instructs courses on a wide array of Federal employment topics with OPM's Personnel Management Training Institute.

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Worker’s Compensation Labor Categories and Descriptions

All positions unless otherwise stated may have a minimum education requirement of a bachelor’s degree in a related area.

HR Caseworker Specialist (Benefits/Payroll)

The HR Specialist responsibilities include investigating and resolving issues deemed the highest priority; these issues span all areas of HR Services (Benefits, SCD, TSP, payroll, etc.), working with Benefits/Payroll to research/resolve pay escalation issues, researching and responding to Congressional inquiries and acting as a liaison HR Services.

Additional Qualifications: Eight to ten years of federal HR skills.

HR Caseworker General (Benefits/Payroll)

The HR General responsibilities include researching and resolving issues; interacting with various groups (Local airport HR staff, Payroll, Executive leadership, etc.) as required to gather information and provide status; coding and prepping necessary SF52’s for processing; quality assurance of SF52’s for accuracy. This is not a supervisory role. We expect the resource to work cases in addition to performing process audits.

Additional Qualifications: Two to four years of federal HR skills.

CUPS Caseworker Lead (Benefits/Payroll)

Provide guidance on Payroll/CUPS processing. Process and review CUPS.

Additional Qualifications: Three to five years of CUPS, Federal HR and Payroll experience

FEHB Caseworker Lead

Administer the Federal Employee Health Benefits processing with payroll operations and FEHB carriers. Serve as the point of contact for OPM FEHB/Payroll related matters. Experience communicating issues to carriers, employees and managers on FEHB eligibility, allowances, restrictions, and special benefits found in special situations. Experience developing operating procedures, checklists, etc., concerning employee benefits. Perform QA to confirm the correct FEHB plan is listed in CPMIS (HR System) and CUPS (Payroll System); Track coverage by FEHB carrier; monitor adds, drops, and continuing coverage by FEHB carrier; Serve as a the payroll technician contact for health benefit/payroll related issues.

Additional Qualifications: Four to six years FEHB experience.

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FEHB Caseworker General

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Additional Qualifications: One to three years of FEHB experience.

CPMIS Sr. Data Entry

Processing and entering data into CPMIS System

CPMIS Data Entry

Processing and entering data into CPMIS System

Exhibit 7 (ex7.doc)
CHECKLIST

Solicitation No. FCO-00-CORP-0000C

Offeror Name: Escendent, LLC

Address: 47 W. Polk Street, Suite 100-248
Chicago, IL 60605

Telephone: 866.354.3458

Fax Number: 775.667.0910

E-Mail: tmpowers@escendent.com

Company Web Address: www.escendent.com

SIN(s) Offered (Please check all that apply): **PLEASE NOTE – THIS PART SERVES AS A CROSSWALK TO DISPLAY YOUR COMPANY IN SCHEDULES E-LIBRARY. IN ORDER TO BE PROPERLY DISPLAYED, YOU MUST IDENTIFY THE APPROPRIATE CONSOLIDATED SIN (and crosswalk the consolidated SIN to the individual schedule/SIN).**

Consolidated SIN Offered	Detailed Description of Specific Item/Service Offered	Schedule Crosswalk	SIN Crosswalk		
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Consolidated SIN Offered	Detailed Description of Specific Item/Service Offered	Schedule Crosswalk	SIN Crosswalk		
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Solicitation No. FCO-00-CORP-0000C, Refreshed 07/23/04

Consolidated SIN Offered	Detailed Description of Specific Item/Service Offered	Schedule Crosswalk	SIN Crosswalk		
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<input type="checkbox"/> C F999		899	<input type="checkbox"/> 899-1 <input type="checkbox"/> 899-2 <input type="checkbox"/> 899-3	<input type="checkbox"/> 899-4 <input type="checkbox"/> 899-5 <input type="checkbox"/> 899-6	<input type="checkbox"/> 899-7 <input type="checkbox"/> 899-8 <input type="checkbox"/> 899-99
<input type="checkbox"/> C H099		03 FAC	<input type="checkbox"/> 811-002 <input type="checkbox"/> 811-003	<input type="checkbox"/> 811-004 <input type="checkbox"/> 811-005	
<input type="checkbox"/> C J039		03 FAC	<input type="checkbox"/> 541-001	<input type="checkbox"/> 541-009	<input type="checkbox"/> 811-001
<input type="checkbox"/> C J070	<input type="checkbox"/> CHECK THIS BOX IF COOPERATIVE PURCHASING IS BEING OFFERED FOR SIN C J070	70	<input type="checkbox"/> 132-12		
<input type="checkbox"/> C J099		03 FAC	<input type="checkbox"/> 801-001 <input type="checkbox"/> 801-002	<input type="checkbox"/> 811-002 <input type="checkbox"/> 811-003	<input type="checkbox"/> 811-004 <input type="checkbox"/> 811-005
<input type="checkbox"/> C N070	<input type="checkbox"/> CHECK THIS BOX IF COOPERATIVE PURCHASING IS BEING OFFERED FOR SIN C N070	70	<input type="checkbox"/> 132-8		
<input type="checkbox"/> C R418		520	<input type="checkbox"/> 520-6		
<input type="checkbox"/> C R422		541	<input type="checkbox"/> 541-1 <input type="checkbox"/> 541-4A	<input type="checkbox"/> 541-4B <input type="checkbox"/> 541-4C	<input type="checkbox"/> 541-4E <input type="checkbox"/> 541-4F
<input type="checkbox"/> C R425		871	<input type="checkbox"/> 871-1 <input type="checkbox"/> 871-2	<input type="checkbox"/> 871-3 <input type="checkbox"/> 871-4	<input type="checkbox"/> 871-5 <input type="checkbox"/> 871-6
<input type="checkbox"/> C R499		874	<input type="checkbox"/> 874-1 <input type="checkbox"/> 874-2 <input type="checkbox"/> 874-3	<input type="checkbox"/> 874-4 <input type="checkbox"/> 874-5 <input type="checkbox"/> 874-6	<input type="checkbox"/> 874-7 <input type="checkbox"/> 874-8 <input type="checkbox"/> 874-99
<input type="checkbox"/> C R604		36	<input type="checkbox"/> 733-1 <input type="checkbox"/> 733-2	<input type="checkbox"/> 733-3 <input type="checkbox"/> 733-4	<input type="checkbox"/> 733-5 <input type="checkbox"/> 733-6
<input type="checkbox"/> C R605		076	<input type="checkbox"/> 760-5		
<input type="checkbox"/> C R608		738 II	<input type="checkbox"/> 382-1 <input type="checkbox"/> 382-2	<input type="checkbox"/> 382-3 <input type="checkbox"/> 382-99	
<input type="checkbox"/> C R611		520	<input type="checkbox"/> 520-16		
<input type="checkbox"/> C R614		36	<input type="checkbox"/> 51-507		
<input type="checkbox"/> C R699B		36	<input type="checkbox"/> 51-501 <input type="checkbox"/> 51-503 <input type="checkbox"/> 51-504	<input type="checkbox"/> 51-505 <input type="checkbox"/> 51-506	<input type="checkbox"/> 51-508 <input type="checkbox"/> 51-509 <input type="checkbox"/> 51-1001
<input type="checkbox"/> C R701		541	<input type="checkbox"/> 541-2 <input type="checkbox"/> 541-4A <input type="checkbox"/> 541-4B	<input type="checkbox"/> 541-4C <input type="checkbox"/> 541-4E <input type="checkbox"/> 541-4F	<input type="checkbox"/> 541-5
<input type="checkbox"/> C R702		520	<input type="checkbox"/> 520-3		
<input type="checkbox"/> C R703		520	<input type="checkbox"/> 520-11 <input type="checkbox"/> 520-12		
<input type="checkbox"/> C R704		520	<input type="checkbox"/> 520-7 <input type="checkbox"/> 520-8 <input type="checkbox"/> 520-9	<input type="checkbox"/> 520-10	
<input type="checkbox"/> C R705		520	<input type="checkbox"/> 520-4		
<input type="checkbox"/> C R706		874 V	<input type="checkbox"/> 874-501 <input type="checkbox"/> 874-502 <input type="checkbox"/> 874-503	<input type="checkbox"/> 874-504 <input type="checkbox"/> 874-505 <input type="checkbox"/> 874-506	<input type="checkbox"/> 874-507 <input type="checkbox"/> 874-509

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Consolidated SIN Offered	Detailed Description of Specific Item/Service Offered		SIN Crosswalk		
<input type="checkbox"/> C R0708		541	<input type="checkbox"/> 541-B <input type="checkbox"/> 541-4C <input type="checkbox"/> 541-4E <input type="checkbox"/> 541-4F	<input type="checkbox"/> 541-5	
<input type="checkbox"/> C R710		520	<input type="checkbox"/> 520-1 <input type="checkbox"/> 520-2 <input type="checkbox"/> 520-5 <input type="checkbox"/> 520-13 <input type="checkbox"/> 520-15		
<input type="checkbox"/> C R799A		871 II	<input type="checkbox"/> 871-200 <input type="checkbox"/> 871-201	<input type="checkbox"/> 871-202 <input type="checkbox"/> 871-203	<input type="checkbox"/> 871-204 <input type="checkbox"/> 871-99
<input checked="" type="checkbox"/> C R799B		738 X	<input type="checkbox"/> 595-1 <input type="checkbox"/> 595-2 <input type="checkbox"/> 595-3 <input type="checkbox"/> 595-4 <input type="checkbox"/> 595-5 <input type="checkbox"/> 595-6 <input type="checkbox"/> 595-7 <input type="checkbox"/> 595-8	<input type="checkbox"/> 595-9 <input type="checkbox"/> 595-10 <input type="checkbox"/> 595-11 <input type="checkbox"/> 595-12 <input type="checkbox"/> 595-13 <input type="checkbox"/> 595-14 <input type="checkbox"/> 595-15 <input type="checkbox"/> 595-16	<input type="checkbox"/> 595-18 <input checked="" type="checkbox"/> 595-21 <input type="checkbox"/> 595-23 <input checked="" type="checkbox"/> 595-24
<input type="checkbox"/> C S207		03 FAC	<input type="checkbox"/> 371-003	<input type="checkbox"/> 371-006	
<input type="checkbox"/> C S208		03 FAC	<input type="checkbox"/> 371-001 <input type="checkbox"/> 371-002	<input type="checkbox"/> 371-006	
<input type="checkbox"/> C S218		03 FAC	<input type="checkbox"/> 371-004	<input type="checkbox"/> 371-006	
<input type="checkbox"/> C T010		36	<input type="checkbox"/> 19-100	<input type="checkbox"/> 19-120	
<input type="checkbox"/> C T099		076	<input type="checkbox"/> 760-4		
<input type="checkbox"/> C U006		69	<input type="checkbox"/> 27-400		
<input type="checkbox"/> C U008		69	<input type="checkbox"/> 27-500		
<input type="checkbox"/> C U012	<input type="checkbox"/> CHECK THIS BOX IF COOPERATIVE PURCHASING IS BEING OFFERED FOR SIN C U012	70	<input type="checkbox"/> 132-50		
<input type="checkbox"/> C U099		69	<input type="checkbox"/> 27-400	<input type="checkbox"/> 27-500	
<input type="checkbox"/> C V111		48	<input type="checkbox"/> 451-1	<input type="checkbox"/> 451-2	
<input type="checkbox"/> C V301		48	<input type="checkbox"/> 653-1 <input type="checkbox"/> 653-2 <input type="checkbox"/> 653-3	<input type="checkbox"/> 653-4 <input type="checkbox"/> 653-5 <input type="checkbox"/> 653-6	<input type="checkbox"/> 653-7
<input type="checkbox"/> C W070	<input type="checkbox"/> CHECK THIS BOX IF COOPERATIVE PURCHASING IS BEING OFFERED FOR SIN C W070	70	<input type="checkbox"/> 132-3	<input type="checkbox"/> 132-4	
<input type="checkbox"/> Other					
<input type="checkbox"/> Other					
<input type="checkbox"/> Other					
<input type="checkbox"/> Other					
<input type="checkbox"/> Other					
<input type="checkbox"/> Other					

Solicitation No. FCO-00-CORP-0000C, Refreshed 07/23/04

Item	Insert Yes, No or N/A	Agency Use
Section I		
Exceptions taken to terms and conditions are noted in offeror's cover letter	Yes	
Standard Form 1449, Blocks 12, 17a, 17b, 30a, 30b and 30c are completed	Yes	
Copy of past performance evaluation form sent to Dun & Bradstreet is included		
Complete solicitation as follows:		
Completed Paragraph A.2, Standard Industrial Classification (SIC) Code and Small Business Size Standard, if applicable	Yes	
Completed Exhibit 6, Small, Small Disadvantaged, Women-Owned Small, and HUBZone Small Business Concerns Subcontracting Plan, if applicable	N/A	
Completed Paragraph C.5, Scope of Contract--Worldwide	Yes	
Completed Paragraph C.8, Ordering Information	Yes	
Completed Paragraphs C.14(a) & (c), Commercial Delivery Schedule (Multiple Award Schedule)	Yes	
Completed Paragraph C.17, Contractor's Remittance (Payment) Address and, as applicable, ordering/payment addresses of all participating dealers	Yes	
Completed Paragraph C.21, Contract Price Lists, subparagraph (6)	Yes	
Completed Paragraph C.35, Place of Performance	Yes	
Completed Paragraph C.39, Delivery Prices, if offering overseas coverage for products and product-support services	N/A	
Completed Paragraph C.40, Delivery Prices	N/A	
Completed Paragraph C.41, Parts and Service, if offering overseas coverage for products and product-support services	N/A	
Completed Paragraph E.11, Net Billing, as applicable	Yes	
DUNS number 131942406 (insert DUNS number)	Yes	
Completed Paragraph F.12, Authorized Negotiators	Yes	
Completed Paragraph F.13, Contact for Contract Administration	Yes	
Completed Paragraph H.1, Offeror Representations and Certifications—Commercial Items	Yes	
Completed Paragraph H.2, Exemption from Application of Service Contract Act Provisions for Contracts for Maintenance, Calibration, and/or Repair of Certain Information Technology, Scientific and Medical and/or Office and Business Equipment—Contractor Certification, as applicable	N/A	
Completed Paragraph H.3, Compliance with Veterans Employment Reporting Requirements	Yes	
Completed Paragraph H.4, Section 8(a) Representation for the Multiple Award Schedule Program	Yes	
A copy of your audited annual report, an audited consolidated financial statement, or other such information that demonstrates the company's financial stability	Yes	
If any proposed non-product support service is applicable to 52.222-41, Service Contract Act of 1965, As Amended, possible places of performance have been identified and included	N/A	
Section II		
For products and product-support services (installation, maintenance, repair, leasing, rental), demonstrate that the item(s) meet any requirements specified in the solicitation, Exhibit 4 and complete any special clauses/provisions from Exhibit 4	N/A	
For non-product support services, demonstrate you have the necessary organization, experience, accounting and operational controls, and technical skills, or the ability to obtain them (including, as appropriate, such elements as property control systems, quality assurance measures, and safety programs applicable to the services to be performed by the prospective contractor and subcontractors) and any requirements specified in Exhibit 4 as outlined in Paragraph F.17, subparagraph 4.(2)(ii). Complete and submit any special clauses/provisions from Exhibit 4, as applicable	Yes	
If offering professional services (as defined by 29 CFR 541), submit a Professional Compensation Plan in accordance with Clause 52.222-46	Yes	
If offering professional or technical services, submit a copy of your policy that addresses uncompensated overtime in accordance with Clause 52.237-10	Yes	
If offering labor categories based on hourly rates, provide a definition of the labor categories proposed to include minimum training, experience, certifications, security clearances, degrees, etc.	Yes	
Section III		
For products and product-support services (installation, maintenance, repair, leasing, rental), items requested in Paragraph F.2, subparagraph (c) and Paragraph F.16.1.	N/A	
For non-product support services or if you do not use a catalog, pricing sheets (Exhibit 3) for each SIN offered as specified in Paragraph 4.(3)(ii) and information requested in Paragraph F.16.1.	N/A	
Completed commercial sales practice format (Exhibit 8)	Yes	
Supporting Documentation for the Commercial Sales Practice Format	Yes	
Discussion of why the offeror believes pricing is fair and reasonable and how it relates to most favored customer pricing). If GSA is not offered discounts, terms and conditions equal to or better than your most favored customer (the lowest price), provide an explanation why	Yes	

Exhibit 8 (ex8.doc)

COMMERCIAL SALES PRACTICES FORMAT (CSP-1)

Name of Offeror **Escendent, LLC**

SIN(s) **595-21**

Note: Please refer to clause 552.212-70, PREPARATION OF OFFER (MULTIPLE AWARD SCHEDULE), for additional information concerning your offer. Provide the following information for each SIN (or group of SINs or SubSIN for which information is the same).

(1) Provide the dollar value of sales to the general public/state or local government at or based on market prices, cost build up or an established catalog or market price during the previous 12-month period or the offerors last fiscal year: **\$670,000**. State beginning and ending of the 12-month period. Beginning **January 2006** Ending **December 2006**. In the event that a dollar value is not an appropriate measure of the sales, provide and describe your own measure of the sales of the item(s). In the event sales are made only to state or local governments, identify such sales accordingly.

(2) Show your total projected annual sales to the Government under this contract for the contract term, excluding options, for each SIN offered. If you currently hold a Federal Supply Schedule contract for the SIN the total projected annual sales should be based on your most recent 12 months of sales under that contract.

SIN 595-21 \$200,000;

(3) Based on your written discounting policies (standard commercial sales practices in the event you do not have written discounting policies), are the prices (discounts, concessions, terms and conditions in any combination) which you offer the Government equal to or better than that offered to any customer acquiring the same items regardless of quantity or terms and conditions? YES X NO _____. (See definition of “concession” and “discount” in 552.212-70.)

(4) (a) Based on your written pricing policies (standard commercial sales practices in the event you do not have written pricing policies), provide information as requested for each SIN (or group of SINs for which the information is the same). The information should be provided in the chart below or in an equivalent format developed by the offeror. Rows should be added to accommodate as many customers as required. **See Excel Attachment**

Column 1 – Customer	Column 2 –Price* (*Disclosures should be made on a separate sheet)	Column 3 – Quantity/Volume	Column 4 – Discounts, Concessions, Terms and Conditions

(b) Identify prices offered to GSA in response to this solicitation for services using the table below:

Column 5 – Price Offered to GSA	Column 6 – Unit of Issue (e.g., per hour, per day)	Column 7 – Quantity/Volume	Column 8 – Discount, Concessions, Terms and Conditions Offered to GSA

(c) Do any deviations from your written policies or standard commercial sales practices disclosed in the chart in paragraph 4(a) ever result in better prices than indicated? YES ___ NO X_. If YES, explain deviations in accordance with the instructions at Figure 515.4-2, which is provided in this solicitation for your convenience.

Figure 515.4-2—Instructions for Commercial Sales Practices Format

If you responded “YES” to question (3), on the COMMERCIAL SALES PRACTICES FORMAT, complete the chart in question (4)(a) for the customer(s) who receive your best price. If you responded “NO” complete the chart in question (4)(a) showing your written policies or standard sales practices for all customers or customer categories to whom you sell at a price that is equal to or better than the price(s) offered to the Government under this solicitation or with which the Offeror has a current agreement to sell at a price which equals or exceeds the price(s) offered under this solicitation. Such agreement shall be in effect on the date the offer is submitted or contain an effective date during the proposed multiple award schedule contract period. If your offer is lower than your price to other customers or customer categories, you will be aligned with the customer or category of customer that receives your best price for purposes of the Price Reduction clause at 552.238-75. The Government expects you to provide information required by the format in accordance with these instructions that is, to the best of your knowledge and belief, current, accurate, and complete as of 14 calendar days prior to its submission. You must also disclose any changes in your price list(s), discounts, prices and/or policies that occur after the offer is submitted, but before the close of negotiations. If your pricing practices vary, the variations should be explained clearly to include a description of the circumstance, frequency, and selling terms and conditions. You may limit the information reported to those services that exceed 75% of actual historical Government sales (commercial sales may be substituted if Government sales are unavailable) value of the special item number (SIN).

Column 1—Identify the applicable customer or category of customer. A "customer" is any entity which acquires supplies or services from the Offeror. The term customer includes, but is not limited to state and local governments, educational institutions (an elementary, junior high, or degree granting school which maintains a regular faculty and established curriculum and an organized body of students), national accounts, and end users. In any instance where the Offeror is asked to disclose information for a customer, the Offeror may disclose information by category of customer if the offeror's pricing policies or practices are the same for all customers in the category. (Use a separate line for each customer or category of customer.)

Column 2—Identify the price. Indicate the best price (based on your written pricing policies or standard commercial pricing practices if you do not have written pricing policies) at which you sell to the customer or category of customer identified in column 1, without regard to quantity; terms and conditions of the agreements; and whether the agreements are written or oral. If the price is a combination of various discounts (prompt payment, quantity, etc.), each type of discount should be fully identified and explained. If the price lists which are the basis of the discounts given to the customers identified in the chart are different than the price list submitted upon which your offer is based, identify the type or title and date of each price list. The contracting officer may require submission of these price lists. To expedite evaluation, offerors may provide these price lists at the time of submission. If market prices are used, provide documentation to substantiate pricing (e.g., agreements with corporate customers, internal policies, market prices, quote sheets, pricing agreements and invoices, etc.) and identify the effective period, pricing and any other terms and conditions clearly. If prices are based on cost, provide information other than certified cost or pricing data to show how the offeror arrived at the proposed price. A price certification is not required. If rates are audited by a Federal Agency, include this information in the narrative. Disclosures should be made on a separate sheet.

Column 3—Identify the quantity or volume of sales. Insert the minimum quantity or sales volume which the identified customer or category of customer must either purchase/order, per order or within a specified period for the best price. When purchases/orders must be placed within a specified period to get the best price, indicate the time period.

Column 4—Indicate concessions regardless of quantity granted to the identified customer or category of customer. Concessions are defined in solicitation clause 552.212-70, Preparation of Offers (Multiple Award Schedule). If the space provided is inadequate, the disclosure should be made on a separate sheet by reference. If you respond “YES” to question 4 (b) in the Commercial Sales Practices Format, provide an explanation of the circumstances under which you deviate from your written policies or standard commercial sales practices disclosed in the chart on the Commercial Sales Practices Format and explain how often they occur. Your explanation should include a discussion of situations that lead to deviations from standard practice, an explanation of how often they occur, and the controls you employ to assure the integrity of your pricing.

If deviations from your written policies or standard commercial sales practices disclosed in the chart on the Commercial Sales Practices Format are so significant and/or frequent that the Contracting Officer cannot establish whether the price(s) offered is fair and reasonable, then you may be asked to provide additional information. The Contracting Officer may ask for information to demonstrate that you have made substantial sales of the item(s) in the commercial market consistent with the information reflected on the chart on the Commercial Sales Practice Format, a description of the conditions surrounding those sales deviations, or other information that may be necessary in order for the Contracting Officer to determine whether your offered price(s) is fair and reasonable. In cases where additional information is requested, the Contracting Officer will target the request in order to limit the submission of data to that needed to establish the reasonableness of the offered price.