

NORTH AMERICAN MANAGEMENT'S
General Services Administration
Authorized Federal Supply Schedule Price List



Consolidated Schedule

Contract Numbers: GS-00F-0009P

NORTH AMERICAN MANAGEMENT

CONSOLIDATED SCHEDULE

CONTRACT NUMBERS: GS-00F-0009P

**General Services Administration Authorized
Federal Supply Schedule Price List**

CONTRACT PERIOD: April 1, 2005 to March 31, 2010

2111 Wilson Boulevard, Suite 323
Arlington, VA 22201
Tel: 703.812.8822
Fax: 703.812.8152
National: 888.4.NAMBCO
Web: www.nambco.com

CONSOLIDATED SCHEDULE

CONTRACT PERIOD: April 1, 2005 to March 31, 2010

CONTRACT MANAGEMENT: Ric Murphy, President
2111 Wilson Boulevard, Suite 323
Arlington, VA 22201
Tel: 703.812.8822
Fax: 703.812.8152
E-mail: rmurhy@nambco.com

CONTRACT ADMINISTRATION: Ric Murphy, President

BUSINESS SIZE: Small Disadvantaged

CUSTOMER INFORMATION:

1. **Contract Number:** GS-00F-0009P

Special Items Numbers:

Information Technology Services and Training

- C D301 IT Facility Operation and Maintenance Services
- C D302 IT Systems Development Services
- C D306 IT Systems Analysis Services
- C D307 Automated Information System Design and Integration Services
- C D308 Programming Services
- C D311 IT Data Conversion Services
- C D316 Telecommunications Network Management Services
- C D317 Automated News Services, Data Services, or Other Information Services
- C U102 IT Software, Equipment, and Telecommunications Training

Sub SINs

- 132 50 Classroom Training
- 132 51 Information Technology Professional Services

Financial and Business Solutions

- C R710 Financial Services (excluding credit card)

Sub SINs

- 520 1 Program Financial Advisor
- 520 2 Transaction Specialist
- 520 5 Loan Servicing & Asset Management
- 520 13 Complementary Financial Management Services
- 520 15 Outsourcing Recurring Commercial Activities for Financial Management

Human Resources and Equal Employment Opportunity Services

- C R799B Human Resource Services, EEO Services

Sub SINs

- 595 21 Human Resource Services (Excluding EEO Services)
- 595 25 EEO Services

Advertising and Integrated Marketing Solutions

- C R422 Market Research and Public Opinion Services
- C R701 Advertising Services
- C R708 Public Relations Services

Sub SINs

- 541 1 Advertising Services
- 541 2 Public Relations Services
- 541 3 Web Based Marketing Services (Small Business Set-Aside)
- 541 4A Market Research and Analysis
- 541 4B Video/Film Production
- 541 4C Exhibit Design and Implementation Services
- 541 4D Conference, Events and Tradeshow Planning Services
- 541 4E Commercial Photography Services (Small Business Set-Aside)
- 541 4F Commercial Art and Graphic Design Services (SB Set-Aside)

2. **Maximum Order Limitation:** The maximum total dollar value of any order placed under this contract will be \$1,000,000 except for requirements exceeding the maximum order limitation according to Clause I-FSS-125 (October 1997).
3. **Minimum Order:** \$100.00
4. **Geographic Coverage:** North American Management will only furnish domestic services in the 50 United States of America, or such foreign countries, territories, and/or where US Government agencies are providing support services.
5. **Point(s) of Production:** Arlington, VA
6. **Discount/Pricing:** Prices Shown herein are net prices (additional discounts may be provided)
7. **Quantity/Volume Discounts:** 1% for orders over \$500,000; an additional ½% for orders over \$1,000,000.
- 7a. **Media Buying Commission:** North American Management will not use for the Government the commercial practice of charging media commissions on media buys. North American Management will charge the government by projects in the same manner it charges for other services under the labor categories. Any commissions provided by media placement with either (a) be returned to the ordering agency or (b) applied as a credit to the cost of the project, whatever the ordering agency prefers.
- 7b. **Other Direct Cost (ODCs):** Awarded Other Direct Cost are comprised of the descriptions and are directly applicable to the services provided. Agency orders may alter the type, quality and timing of each component and thus result in a lower/higher price for specific requirements. The agency is advised that based on the specific task identified at the task order level, Clause 552.238-75 Price Reductions may be used to provide a proposed fixed price to the agency to more accurately reflect the actual work required. Orders may not exceed the awarded ODCs as specified above without a modification to this contract.

8. **Prompt Payment:** 1% 20 days, Net 30
9. **Government Commercial Credit Card:** North American Management agrees to accept the government commercial credit Card for purchases over \$2,500, and under \$2,5000 with no additional discount.
10. **Foreign Items:** Not Applicable
- 11a. **Time of Delivery:** Will adhere to the delivery schedule as specified by the agencies purchase order.
- 11b. **Expedited Delivery:** Contact the contractor for expedited delivery.
- 11c. **Overnight and 2-Day Delivery:** Contact contractor for rates for overnight and 2-day delivery.
- 11d. **Urgent Requirements** Contact contractor for faster delivery or rush requirements.
12. **F.O.B Point(s):** Destination
13. **Ordering Address:** North American Management
2111 Wilson Boulevard, Suite 323
Arlington, VA 22201
14. **Payment Address:** North American Management
Accounts Receivables
2111 Wilson Boulevard, Suite 323
Arlington, VA 22201
15. **Warranty Provision:** Contractor warrants and implies that the items delivered hereunder are merchantable and fit for the particular purpose described in this contract.
16. **Export Packing Charges:** N/A
17. **Terms and Conditions of Government Purchase Card Acceptance (Any Thresholds Above The Mircopurchase Level):** N/A
18. **Terms And Conditions of Rental, Maintenance And Repair:** N/A
19. **Terms And Conditions of Installation:** N/A
20. **Terms And Conditions of Repair Parts, Etc:** N/A
21. **List Of Service And Distribution Points:** N/A
22. **List Of Participating Dealers:** N/A

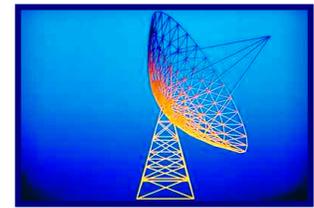
23. **Preventive Maintenance:** N/A
24. **Year 2000 Compliant:** Yes
25. **Environmental Attributes:** N/A
26. **DUNS Number:** 92-638-5121
27. **Central Contractor Registration Database.** North American Management is registered in the Central Contractor Registration (CCR) database.

DESCRIPTION OF SERVICES

North American Management was awarded the **Consolidated Schedule**, which encompasses the following.

- FPDS Code 4012 Training Course For Information Technology Services And Training
- FPDS Code D301 Resources and Facilities Management
- FPDS Code D302 Database Planning and Design
- FPDS Code D306 System Analysis and Design
- FPDS Code D307 Network Services
- FPDS Code D308 Programming
- FPDS Code D308 Millennium Conversion Services
- FPDS Code D311 Conversion and Implementation Support
- FPDS Code D316 Network Services' Project Management
- FPDS Code D317-1 Data/Records Management
- FPDS Code D317-2 Subscription/Publications includes CD-ROM and Magnetic Media for Technology Assessment and Acquisition Subscription and Other Electronic Media
- FPDS Code D399 Other Information Technology Services, not elsewhere classified

North American Management offers a full range of IT and system integration and Information Technology Professional Services to meet the needs of Federal agencies and managers. North American Management services can be customized to address specific IT service requirements within a systems integration framework. North American Management has developed the service offerings in to the following areas to include resources and facilities management, database planning and design, systems analysis and design, network services, programming, millennium conversion services, conversion and implementation support, network services project management, data/records management, subscriptions/publications (electronic media), and other services including the following:



IT FACILITY OPERATION AND MAINTENANCE SERVICES

IT SYSTEMS DEVELOPMENT SERVICES

IT SYSTEMS ANALYSIS SERVICES

AUTOMATED INFORMATION SYSTEM DESIGN AND INTEGRATION SERVICES

PROGRAMMING SERVICES

IT DATA CONVERSION SERVICES

TELECOMMUNICATIONS NETWORK MANAGEMENT SERVICES



AUTOMATED NEWS SERVICES, DATA SERVICES, OR OTHER INFORMATION SERVICES

MARKET RESEARCH AND PUBLIC OPINION SERVICES

Includes media analysis and related research (e.g., customize strategic marketing plans; target audience identification; establishment of measurable marketing objectives; determine market trends & conditions; identify appropriate strategies & tactics; analyzing market trends; conduct focus groups, telemarketing, individual interviews, preparing/distributing surveys, and compiling/analyzing results); press and public relation services (e.g., development of media messages and strategies; recommend media sources for placement of campaigns; provide media materials including but not limited to background materials, press releases, media alerts, speeches and presentations, and press kits; execute media programs that may include press conferences, distribution of press materials, scheduling broadcast print interviews, and media buying services such as instantaneous satellite services); public education and outdoor marketing media campaigns (e.g., promote public awareness and public education of Federal Government programs and services; promote agencies marketing, media, and public information efforts. Types of services include but are not limited to pamphlets, magazines, booklets, brochures, leaflets, newsletters, newspaper advertisements and catalogs. Types of services may include but are not limited to painted and/or electronic displays, posters, billboards, banners, bulletins, tear cards, balloons, skywriting, and bumper stickers. Site locations may include but are not limited to all manner of transit such as buses to include exterior and interior panels, train and subway stations, taxi tops, truck trailers and airport displays and kiosks); radio, television and public service announcement services (e.g., development of 60/30/20/15/10-second radio or television announcements, creative development of draft scripts, TV monitoring, paid advertising, media buying, recruitment advertising, television storyboards, instantaneous satellite services, news clipping services and ad tracking services); full service marketing, media and public information services (e.g., using strategically targeted marketing tactics which may include media plans and creative multimedia execution of campaigns using the following types of services, but not limited to: radio, television, outdoor advertising, web site, commercial art/graphic design, photography, trade shows/exhibits, direct mail, market research, press and public relations, conference/events planning, and videotape and film production, etc.); and direct mail services (e.g., compile, reproduce, merge/purge, track, and test mailing services and/or customize mailing lists. Types of services may include but are not limited to address list compilation, addressing services, warehousing/clearinghouse services and mail advertising services including direct mail and postage).



ADVERTISING SERVICES

Includes web site design and maintenance (e.g., create, develop, administer, and/or enhance existing website designs including any accompanying graphics/documents; updates; maintenance); press and public relations (e.g., development of media messages and strategies; recommend media sources for placement of campaigns; provide media materials including but not limited to background materials, press releases, media alerts, speeches and presentations, and press kits; execute media programs that may include but are not limited to press conferences, distribution of



press materials, scheduling broadcast print interviews, and media buying services such as instantaneous satellite services); public education and outdoor marketing and media campaign (e.g., promote public awareness and public education of Federal Government programs and services; provide outdoor marketing services that will promote agencies marketing, media, and public information efforts. Types of services include but are not limited to pamphlets, magazines, booklets, brochures, leaflets, newsletters, newspaper advertisements and catalogs. Types of services may include but are not limited to painted and/or electronic displays, posters, billboards, banners, bulletins, tear cards, balloons, skywriting, and bumper stickers. Site locations may include but are not limited to all manner of transit such as buses to include exterior and interior panels, train and subway stations, taxi tops, truck trailers and airport displays and kiosks; radio, television and public announcement services (e.g., development of 60/30/20/15/10-second radio or television announcements, creative development of draft scripts, TV monitoring, paid advertising, media buying, recruitment advertising, television storyboards, instantaneous satellite services, news clipping services and ad tracking services); full service marketing, media and public information services (e.g., using strategically targeted marketing tactics which may include media plans and creative multimedia execution of campaigns using the following types of services, but not limited to: radio, television, outdoor advertising, web site, commercial art/graphic design, photography, trade shows/exhibits, direct mail, market research, press and public relations, conference/events planning, and videotape and film production, etc.); and direct mail services (e.g., compile, reproduce, merge/purge, track, and test mailing services and/or customize mailing lists. Types of services may include but are not limited to address list compilation, addressing services, warehousing/clearinghouse services and mail advertising services including direct mail and postage); commercial photography services (e.g., photography services for commercial advertisements and/or illustrations that will appear in books, magazines, and/or other vehicles. This may include black and white, color and digital photography. Types of services may include but are not limited to aerial photography, still photographs/field and studio photography. Also, it may include related services such as photo editing and high resolution scans); commercial art and graphic design services (e.g., provide commercial art (custom or stock), graphic design, and special effects; update, rewrite and/or edit materials and products; develop conceptual design and layouts, sketches, drawings, publication designs, typographic layouts, and artwork including electronic artwork); videotape and film production services (e.g., writing, directing, shooting, arranging for talent, narration, music and sound effects, duplication, distribution, video scoring and editing. The required formats in which to shoot or duplicate may include but are not limited to 16 mm film, 35mm film, CD-ROM, DVD, and/or VHS. Locations may range from studios to live shows or events).



PUBLIC RELATIONS SERVICES

Includes market research; media analysis; web site design and maintenance; trade shows, exhibits, conferences and events; press and public relations; public education and outdoor marketing/media services; radio, television and public service announcements; full service marketing, media and public information services; direct mail services; commercial photography services; commercial art and graphics design; and videotape and film production services. THE FOLLOWING ITEMS ARE SET ASIDE FOR SMALL BUSINESSES: Web site design and maintenance; Trade shows/exhibits and conference/event planning services; Commercial photography services.

FINANCIAL SERVICES (EXCLUDING CREDIT CARD)

Includes accounting services; asset management; budgeting; financial management training; financial management systems (e.g., assess and improve financial management systems, conduct A-127 system compliance reviews, conduct other system assessments to improve operating efficiency, etc.); financial planning and performance measurement; financial reporting and analysis; other financial management services (e.g., technical assistance related to managerial cost accounting or other special financial areas of interest, assist in financial policy formulation and development, conduct special cost studies, assist with quality assurance efforts, perform bench marking, etc.); and outsourcing activities such as billing services, payroll processing, application processing, claims processing, grant application management, loan application management, inventory management, and other financial management activities. Also includes program financial advisors to include overall program management and staff development of marketing plans for an asset sale, review sales reports, conduct post sale analyses, and review credit reform analyses; transaction specialists to perform valuation, management, restructuring, and/or disposition of various assets - secured and unsecured notes, premiums, revenue streams, and other receivables; due diligence and support services; loan and other asset servicing to monitor, service, maintain, and occasionally re-finance Government-held loans such as bank loans, single family and multifamily project mortgage loans, education loans, small business loans, agricultural loans, premiums, etc.; equity monitoring and transaction administration; and professional legal services in support of financial asset services. THE FOLLOWING ITEMS ARE SET ASIDE FOR SMALL BUSINESSES: Financial Management Related Training Services.



HUMAN RESOURCE SERVICES, EEO SERVICES

Includes a variety of EEO services such as investigation of complaints (single or multiple issues);, alternative dispute resolution; training; consulting; on-line reporting systems; reference materials; analysis; recommendations; and EEO counseling. Also includes a variety of human resource services such as planning; recruitment and internal placement; pre-employment screening; position classification; personnel actions; training; employee assistance; employee relations; outplacement; review and integration services; and workers compensation.



FINANCIAL & BUSINESS SOLUTIONS SERVICES

PROGRAM FINANCIAL ADVISOR

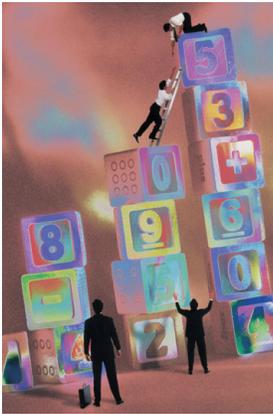
North American Management is able to assist agencies on cross-cutting issues, asset marketability, program development, trust or other monetary fund management/benefit administration, equity monitoring, originations, and addresses any other considerations regarding the acquisition, management and/or resolution of an asset.

TRANSACTION SPECIALIST

North American Management is able to assist agencies in all asset resolution related areas including valuation/pricing, portfolio stratification, restructuring and disposition strategies which best meet agency goals. Make specific recommendations as to the best execution. Conduct a sale or other disposition vehicle. Provide marketing expertise, budget and credit reform analyses.

LOAN SERVICING & ASSET MANAGEMENT

North American Management is able to assist agencies in servicing, monitoring and maintaining loan assets which may include establishing loan database, remittance processing, verify and update borrower data, issue forms and correspondence, process loan cancellations and consolidations, billing services, credit bureau reporting, and transfer and discharge loans. Provide servicing of troubled loans which may include borrower negotiations, restructuring, foreclosure and supervision of the sale of the collateral and workout agreements.



COMPLEMENTARY FINANCIAL MANAGEMENT SERVICES.

North American Management is able to assist and improve financial management systems, financial reporting and analysis, strategic financial planning, financial policy formulation and development. Devise and implement performance measures, conduct special cost studies, perform actuarial services, perform economic and regulatory analysis, assist with financial quality assurance efforts, perform benchmarking.

HUMAN RESOURCES & EQUAL EMPLOYMENT OPPORTUNITY SERVICES

OUTSOURCING RECURRING COMMERCIAL ACTIVITIES FOR FINANCIAL MANAGEMENT SERVICES

North American Management is able to perform services that an agency identifies as recurring commercial activities which may include billing, payroll processing, application processing, claim processing, grant application management, loan application management, inventory management, and other financial management activities.

INQUIRY, RESOLUTION ATTEMPTS AND THE PREPARATION OF AN ANALYSIS AND RECOMMENDED FINAL AGENCY DECISION (FAD) ON ALLEGATIONS OF NONCOMPLIANCE WITH SETTLEMENT AGREEMENTS OR FINAL AGENCY DECISION

This service provides an avenue to aggrieved individuals who allege noncompliance with the settlement agreement in accordance with 29 C.F.R. Part 1614 and EEOC Management Directive (MD)-110.

RESOLUTION ATTEMPT & REPORT OF INQUIRY REGARDING NOTICES OF INTENT TO SUE UNDER ADEA-CONSOLIDATED CASE

This service provides inquiry and resolution attempt regarding aggrieved employees or applicants for employment who believe they have been discriminated against on the basis of age and have chosen to bypass the administrative complaint processing system

ALTERNATIVE DISPUTE RESOLUTION

This service is to provide trained ADR professionals to attempt resolution of allegations of discrimination in accordance with Administrative Dispute Resolution Act of 1996.

REVIEW AND INTEGRATION SERVICES

Function review of the human resources department and other offices relating to the implementation function outsourced; Integrator shall act as program manager to connect/integrate the various functions performed by multiple contractors.

ADVERTISING & INTEGRATED MARKETING SOLUTIONS SERVICES

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:



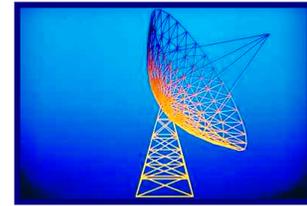
- Advertising objective determination
- Message decision/creation
- Media selection
- Outdoor marketing and media services
- Broadcast media (Radio, TV and Public Service Announcements)
- Direct mail services
- Media planning
- Media placement services

- Advertising evaluation
- Related activities to advertising services

PUBLIC RELATIONS SERVICES

Services include, but are not limited to: 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. Other related services may fall under the following categories:

- Executing media programs
- Conducting press conferences
- Scheduling broadcast and/or print interviews
- Press, public relations and crisis communications
- Media training: Training of agency personnel to deal with media and media responses
- Media alerts
- Press clipping services
- Related activities to public relations services



WEB BASED MARKETING SERVICES (SMALL BUSINESS SET-ASIDE)

Develop strategies for an agency to provide the maximum use of their Internet capabilities. Typical tasks may involve the consultation, development and implementation of the following web based tasks:

Website design and maintenance services

- Search engine development
- E-mail marketing
- Interactive marketing
- Web based training
- Web casting
- Video conferencing via the web
- Section 508 compliance, including captioning services
- On-Line media management
- Related activities to web based marketing services
- Media will also be provided in a format that is compatible with the ordering agency's software requirements. Continual website updates and maintenance may also be required.

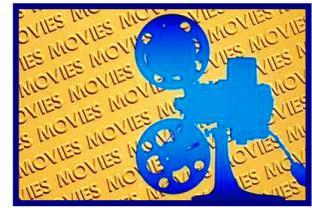
MARKET RESEARCH AND ANALYSIS

Services include, but are not limited to:

- 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)

VIDEO/FILM PRODUCTION

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, CD-ROM, DVD and video streaming development. Filming in studios, on location, live shows, or events may also be required. Examples of services include, but are not limited to:



- Writing
- Directing
- Shooting
- Arranging for talent/animation
- Narration
- Music and sound effects
- Duplication
- Distribution
- Video scoring
- Editing

EXHIBIT DESIGN AND IMPLEMENTATION SERVICES

Making all necessary arrangements for exhibits in various venues (museums, malls, tradeshow, etc.) may be required. The key components within the category include, but are not limited to:

- 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)
- Media illumination services

CONFERENCE, EVENTS AND TRADESHOW PLANNING SERVICES (SMALL BUSINESS SET-ASIDE)

Services include the making of all necessary arrangements for conferences, seminars and trade shows. Event-marketing services may include but are not limited to the following services for a show, event and/or booth:

Project Management

- Coordination and implementation of third party participation
- Collection management of third party payment for participation
- Liaison support with venue
- Audiovisual and information technology support
- Topic and speaker identification
- Site location research
- Reservation of facilities
- On-site meeting and registration support
- Editorial services
- Automation and telecommunications support
- Design and editing productions
- Mailing and other communication with attendees including pre-post meeting mailings/travel support and computer database creation



COMMERCIAL PHOTOGRAPHY SERVICES (SMALL BUSINESS SET-ASIDE)

Photography services under this SIN may be used for commercial advertisements and/or illustrations that will appear in books, magazines, and/or other media. Services may include but are not limited to:

- Black and white, color photography
- Digital photography
- Aerial photography
- Architectural photography
- Still photographs
- Field and studio photography



- Related services such as photo editing and high-resolution scans

COMMERCIAL ART AND GRAPHIC DESIGN SERVICES (SMALL BUSINESS SET-ASIDE)

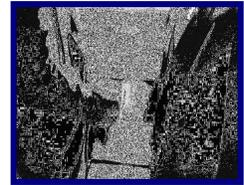
Commercial art, graphic design, and special effects that educate the consumer market about a product or service, may be required along with updating, rewriting, and/or editing materials. Types of services may include, but are not limited to:

- Developing conceptual design and layouts
- Providing copywriting and technical writing services
- Creating sketches, drawings, publication designs, and typographic layouts
- Furnishing custom or stock artwork (including electronic artwork)

INFORMATION TECHNOLOGY SERVICES AND TRAINING

BUSINESS PROCESS IMPROVEMENT

Provide consulting technical services to assess, plan, and implement business processing reengineering. North American Management utilizes extensive knowledge of commercial best practices to develop transition plans to move from current operating environments into the planned target environment.



COMPUTER CONSULTING

Consulting services to assist clients in developing technical solutions to meet business requirements. Services are available for acquisition of new systems as well as the selection of Government off-the shelf and commercial to satisfy client requirements.



COMPUTER FACILITY MANAGEMENT

Management and staffing of computer centers, remote printing facilities and mail automation facilities with full accountability for performance for mainframe, midrange, minicomputer, client server, or desktop systems. This includes the turnkey implementation of a facility.

COMPUTER INTEGRATED SYSTEMS

Integration of multiple vendor products and software to provide practical solutions to business requirements. This service includes design, specification, development, testing, training and documentation. The service may be performed both onsite and/or offsite on a turnkey basis.

COMPUTER PROCESSING AND DATA PREPARATION

Information and records preparation (data entry, scanning, optical reading) and processing inclusive of report generation and data distribution, for mainframe, midrange, minicomputer, client/server, or desktop platform applications.



COMPUTER PROGRAMMING SERVICES

Programming services include the design, specification, development, testing and documentation of systems in mainframe and client/server or desktop platforms. Help Desk and maintenance is also included with this service.

INFORMATION RETRIEVAL

Database development, maintenance, and data retrieval (hardcopy and/or electronic distribution) for mainframe, midrange, minicomputer, client/server, or desktop platform applications. This service also includes microfilm/microfiche processing and storage for viewing and hardcopy.



NETWORK PLANNING AND MANAGEMENT

Services consist of design, specification, planning, procurement, and installation of voice and data platforms and components, including PBX systems, WANS, LANs, network control centers, automatic call distributors, and all related equipment and cabling.

PREPACKAGED SOFTWARE

Performs studies, evaluations, recommendations, distribution, and technical support of packaged software products.

NORTH AMERICAN MANAGEMENT'S - HOURLY LABOR RATES

Please remember to ask us about our Discount Policies

Information Technology Services and Training

Labor Categories	GSA Hourly Rate
Engagement Executive	202.19
Senior Director of Delivery	148.91
Engagement Director	136.50
Project Manager	121.34
Director of Delivery	118.16
Software Analyst	105.99
Business Consultant	95.24
Senior Consultant	95.24
Systems Integration Engineer	74.63
Programmer Analyst	62.19

Financial and Business Solutions

Labor Categories	GSA Hourly Rate
Subject Matter Expert	203.20
Principal Business Consultant	163.90
Senior Director of Delivery	149.66
Project Director	145.84
Engagement Director	137.19
Project Manager	121.95
Senior Business Consultant	108.14
Business Consultant	95.72
Senior Consultant	95.72
Program Manager	71.71
Training Specialist	59.40
Business Analyst	58.87
Data Entry	18.79

Human Resources and Equal Employment Opportunity Services

Labor Categories	GSA Hourly Rate
Engagement Executive	202.70
Managing Principal Business Consultant	196.19
Principal Business Consultant	163.49
Senior Director of Delivery	149.29
Project Director	145.48
Engagement Director	136.85
Registration Database Programmer	126.55
Project Manager	121.65
Director of Delivery	118.46
Technology Specialist	115.70
Senior Business Consultant	107.87
Business Consultant	95.48
Senior Consultant	95.48
Software Analyst	106.26
Producer	93.54
Web Multimedia Design Master	93.54
Script Writer	88.03
Training Specialist II	81.75
Meeting Planner	81.75
Events Manager	76.64
Systems Integration Engineer	74.81
Program Manager	71.53
Programmer Analyst	62.35
Conference Planner	61.21
Training Specialist I	59.25
Travel Coordinator	59.25
Business Analyst	58.72
Systems Engineer	58.72
Systems Programmer	58.72
Computer Consultant	56.17
Data Management Analyst	56.17
Telecommunications Analyst	56.17
Writer/Editor	53.14
Web Programmer	53.14

Labor Categories	GSA Hourly Rate
Graphics Specialist	51.09
Data Center Manager	51.06
Facilities Manager	51.06
Programmer Analyst	51.06
Systems Engineer	51.06
Data Center Shift Supervisor	46.86
Telecommunications Technician	45.96
Conference Assistant	42.50
Data Entry Technician	45.96
General Clerk	36.51
Computer Operator	35.74
Production Assistant	34.30
Data Entry Supervisor	18.74

Advertising and Integrated Marketing Solutions

Commercial Job Title	GSA Hourly Rate
Managing Principal Business Consultant	222.52
Principal Business Consultant	185.43
Project Director	165.00
Registration Database Programmer	143.53
Project Manager	135.51
Technology Specialist	131.23
Senior Business Consultant	122.35
Business Consultant	99.85
Producer	106.09
Web Multimedia Design Master	106.09
Programmer	69.99
Script Writer	92.72
Meeting Planner	92.72
Events Manager	86.93
Conference Planner	69.42
Training Specialist I	67.21
Travel Coordinator	67.21
Writer/Editor	60.27

Commercial Job Title	GSA Hourly Rate
Web Programmer	60.27
Graphics Specialist	57.95
Conference Assistant	48.21
Data Entry Technician	48.21
General Clerk	41.41
Production Assistant	38.91

OTHER DIRECT COSTS

Audio/Visual Equipment

Itemization	Unit	Gov't Cost
Shure SM-57 Microphones	EA	\$30.30
Microphone desk	EA	\$5.05
Shure, SCM 268 4ch Microphone mixer	EA	\$35.35
MPA-4500 Liberty dual Function Sound –System	EA	\$75.76
Speakers	EA	\$20.20
Tech to set	HR (4hr. min)	\$35.35
Tech to operate	HR (4hr. min)	\$35.35
Tech to strike	HR (4hr. min)	\$35.35

Meeting Supplies

Brief Covers Red	1 PKG	\$15.15
Uni-ball Onyx Black	1 PKG	\$5.82
View Binder White 2 inch	1 EA	\$15.90
Tab Ready index color	1 PKG	\$4.36
Legal Pad white 8.5x11	1 PKG	\$13.73
Sheet Protector	1 PKG	\$12.11

OUTPUT SERVICES

35mm slides	Roll 24 Hour Turnaround #1-20	\$8.59
35mm slides	Roll 24 Hour Turnaround #21-40	\$7.98
35mm slides	Roll 24 Hour Turnaround #41-60	\$7.98
35mm slides	Roll 24 Hour Turnaround #60+	\$6.82
600 DPI color Prints 8.5x11	1 EA	\$18.18
600 DPI color Overheads 8x11	1 EA	\$18.18
300 DPI color Inkjets Prints 8.5x11	1 EA	\$18.18
600 DPI B/W Prints 8.5x11	1 EA	\$16.16
1200 DPI B/W Prints 11x17	1 EA	\$22.22

NEWSPRINT ADVERTISING RATES

Local	Daily	\$185.86
Local	Monthly	\$698.99
National – Daily	Daily	\$860.61
Local - Community Newspaper	Weekly	\$125.25

Recording and Transcription		\$540.15
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PRINTING

Art Direction and Graphic Design/layout and typesetting/camera ready-art: 30,000 11x17 on white 70# glossy coated stock, Print 2-sided (bleed on all 4 sides) with Blue and metallic Gold ink/trim and Fold/delivery	\$17,777.78
Brochure: Qty: 1,000; Size: 8 1/2"x11"; Pages: 12 pages plus cover; Stock: 10 pt. Coated cover, gloss finish text 80# coated text, gloss finish; Ink: 4cp/cp full bled Varnish cover one and four - Price separately; Mechanicals: Mac Disk, PageMaker; Proof: Color Proof; Bindery: Saddlestich	\$5,611.11
Newsletter: Quantity: 10,000; Size: 17"x11" fold to 8 1/2"x11"; Page: 4; Stock: 80# coated text, gloss finish; Ink: 4cp/4cp full bleed; Mechanicals: Mac Disk, PageMaker; Proof: Color Proof; Bindery: Fold	\$2,502.02
Calendars: Quantity: 57,000; Finish Size: 9"x12"; Pages: 28 pages; Stock: 100# gloss text; Ink: 4cp/4cp full bleed plus aqueous coating; Mechanicals: Mac Disk, PageMaker; Proof: Color Proof; Bindery: Fold, Collate and stitch.	\$39,393.94
Poster: Quantity: 1,500; Finish Size: 17"x22"; Stock: 100# gloss text; Ink: 1 pms; Mechanicals: Mac Disk PageMaker; Proof: BlueLine; Bindery: Trim	\$885.35
Sign: Quantity: 7; Size: 24"x36"; Stock: 80# test weight coated one side, matte finish; Ink: 2 color digital print; Mechanicals: Mac Disk, PageMaker; Mount: 1/4" gator board; Lamination: Gloss finish	\$1,396.94
Press Kit Materials - Hours: 35. Components: Press Release/ BUI Fact sheet	\$3,181.82
Writing Brochures - Hours: 23	\$2,090.91
Display - Hours: 30. Components: Concept Development writing Design Artist Alterations/Client Revisions Couriers Laser Output Overnight	\$2,939.39
Client Meetings - Hours: 2	\$181.82
Input Review on Media Plan - Hours: 3	\$272.73
Account Management - Hours: 9.5. Components: Press Kit Materials Revisions Discussion on Press Release & Fact Sheet Production	\$836.64
Pre-publicity/story placement - Hours: 16	\$671.72
Media Confirmations and Attendance List - Hours: 16	\$1,535.35
Mailing and Postage for events invitations - Hours: 3	\$414.02

Program Meeting - Hours: 7	\$671.12
Industry Partnership Report - Hours: 8	\$767.68
Media Strategic Plan - Hours: 10	\$959.60
Media Mailing List Development – Hours: 12	\$1,151.52
Final Logistic Report - Hours: 10	\$959.60
Event/ Strategic Plan - Hours: 10	\$959.60
Printing 500 Invitations	\$585.86
Event/ Strategic Progress Report – Hours: 8	\$767.68
Sites Inspection/Preparation - Hours: 12	\$767.68
Hosting Event - Hours: 43	\$1,727.27
Miscellaneous:	
Catering	\$757.58
Decorations/Flowers	\$252.53
Debriefing Information Gathering - Hours: 13	\$1,274.47
Final Report - Hours: 9	\$863.64
Evaluation of Event Meeting Hours 2.0	\$181.82
Production & Shipping of Display of Display. Components: 1 each of 3 27.75x39.75 color HP prints mounted on 1/4" foamcore with gloss laminate and edits: 1 each of 3 11x27.75 color HP prints mounted on 1/4" foamcore with gloss laminated	\$1,230.30

ORDERING PROCEDURES

North American Management clients can order directly off of the GSA Federal Supply Schedule simply by submitting the procurement request to their cognizant procurement officer with the GSA contract number, statement of work, and a specific request to include North American Management in the selection for request for quote. They can even request that North American Management respond as a sole source provider under the FSS if certain circumstances warrant the justification. Award is made based upon the criteria identified in the Request for Quote and is based upon the best overall value for the government.

Task Orders for services can now be executed within days rather than weeks and months!

North American Management is a Small Disadvantaged Business, therefore, orders placed against the FSS result in Small Disadvantaged Owned Business credit towards your goals.

Please contact Mr. Ric Murphy, President at 703.812.8822 or at rmurphy@nambco.com, if you have any questions regarding how to access the GSA Federal Supply Service or if we can be of service to you.