

AUTHORIZED FEDERAL SUPPLY SERVICE INFORMATION TECHNOLOGY SCHEDULE PRICELIST

**For
Enlightened, Inc.**



**GENERAL PURPOSE COMMERCIAL INFORMATION
TECHNOLOGY EQUIPMENT, SOFTWARE AND SERVICES**

Contract Number: GS-00F-0036P
Period Covered by Contract: 22 June 2014 – 21 June 2019

Enlightened, Inc.
1100 15th Street, NW Suite 300
Washington, DC 20005
<http://www.enlightened.com/>
a_ford@enlightened.com

Management, Organizational and Business Improvement Services (MOBIS)
Federal Supply Group: 00CORP
Class: 874
Contract Number: GS-00F-0036P

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>

Contract Period: 6-22-2014 through 6-21-2019

Price List Effective June 22, 2014

Contractor:
Enlightened, Inc.
1100 15th Street, NW
Suite 300
Washington, DC 20005

Business Size: Small, Disadvantaged, LSDBE

Telephone: 202.728.7190
Extension:
FAX Number: 202.728.7198
Web Site: www.enlightened.com
E-mail: a_ford@enlightened.com
Contract Administration: Andre Rogers

CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers: SIN 874-1, and SIN 874-7

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession-affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.

1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.

2. Maximum Order: 1000000

3. Minimum Order: 100

4. Geographic Coverage (delivery Area): Worldwide

5. Point(s) of production (city, county, and state or foreign country): Same as company address

6. Discount from list prices or statement of net price: Government Net Prices (discounts already deducted). See prices attached.

7. Quantity discounts: 1% for monthly invoices exceeding \$200,000

- 8. Prompt payment terms: 1.0% 20 days, Net 30 days

- 9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold: Yes

- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Yes

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

- 11a. Time of Delivery (Contractor insert number of days): 30 days or Specified on the Task Order

- 11b. Expedited Delivery. The Contractor will insert the sentence "Items available for expedited delivery are noted in this price list." under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor

- 11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day deliveries are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor

- 11d. Urgent Requirements. The Contractor will note in its price list the "Urgent Requirements" clause of its contract and advise agencies that they can also contact the Contractor's representative to affect a faster delivery: Contact Contractor

- 12. F.O.B Points(s): Destination

- 13a. Ordering Address(es): Same as contractor

- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (<http://www.fss.gsa.gov/schedules>).

- 14. Payment address(es): Enlightened, Inc.; 1100 15th Street, NW Suite 300 Washington, DC 20005

- 15. Warranty provision: Contractor's Standard Commercial Warranty

- 16. Export Packing Charges (if applicable): N/A

- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Contact Contractor

- 18. Terms and conditions of rental, maintenance, and repair (if applicable): N/A

- 19. Terms and conditions of installation (if applicable): N/A

- 20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A

- 20a. Terms and conditions for any other services (if applicable): N/A

- 21. List of service and distribution points (if applicable): N/A

- 22. List of participating dealers (if applicable): N/A

- 23. Preventive maintenance (if applicable): N/A

24a. Special attributes such as environmental attributes, (e.g., recycled content, energy efficiency, and/or reduced pollutants): N/A

24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contactor's website or other location.) The EIT standards can be found at: www.Section508.gov/.

25. Data Universal Numbering System (DUNS) number: 09-8228088

26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered

27. The Service Contract Act (SCA) is applicable to this contract, and it includes an SCA applicable labor category. The prices for the cited SCA labor categories are based on the U.S. Department of Labor WD Number(s) identified in the SCA matrix. The prices offered are based on the preponderance of where work is performed; should the Contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.

SCA Matrix		
SCA Eligible Contract Labor Category	SCA Equivalent Code – Title	WD Number
Administrative Assistant I	01020 - Administrative Assistant	05-2103 (Rev.-13)

Company Background

Enlightened, Inc. is a full service Information Technology (IT) consulting firm headquartered in Washington, DC.

We specialize in Management Consulting (Business Process Re-engineering, Program/Project Management Office, Strategic Planning, Governance and Quality Assurance), Systems Integration (Custom Software Development, Enterprise Application Integration, Enterprise Architecture, Business Intelligence/Data Warehousing, Information Sharing and Web 2.0/Social Media), Information Assurance (FISMA/NIST Compliance, Certification & Accreditation, Security Testing and Evaluation, Policy and Procedural Development and Implementation) and Business Process Outsourcing (Document Management, Asset/Inventory Management, Call Center Management, Helpdesk Support and Mail Room Processing) services.

We seek to understand our customer's needs and exceed their expectations. We continually strive to improve what we do and how we do it. We apply the highest standards of honesty and integrity in everything we do.

Two basic principles that are the foundation to Enlightened's consultant engagement practices are as follows:

- Learn the business processes, culture, and company vision of our clients during the consultation process.
- Involve clients in the analysis and reengineering process to gather real-time issues and feedback.

Enlightened, Inc. holds a GSA MOBIS Contract Schedule, GSA IT-70 Contract Schedule and a Secret-level Facilities Clearance.

Services

Enlightened, Inc. provides services in the following three GSA Special Identification Numbers (SIN) categories under the GSA MOBIS Federal Supply Schedule:

- SIN 874-1: INTEGRATED CONSULTING SERVICES
- SIN 874-7: INTEGRATED BUSINESS PROGRAM SUPPORT SERVICES

In the following subsections, we describe how Enlightened, Inc. will accomplish tasks requested by agencies under resultant MOBIS contracts. We summarize Enlightened’s organizational and accounting controls and proposed quality measures and highlights valuable strategic partners. In general, Enlightened ensures the quality of the services provided for both the overall contract and individual task orders using the following disciplines:

- Hiring and retaining experienced personnel in the domains we service
- Applying proven management processes
- Leveraging established yet flexible quality controls
- Applying repeatable and quality industry methodologies
- Employee training & certification programs

SIN 874-1: Integrated Consulting Services

Enlightened, Inc. provides MOBIS clients the same breadth and quality of consulting services that we offer our Federal clients today. When providing consulting services for business improvement and mission performance, Enlightened applies proven management processes and documented methodologies to systematically evaluate past, present, and future organizational situations. Methodologies like our Customer Oriented Process Improvement (COPI™) and Customer Oriented Organizational Practices (COOP™) are routinely deployed both on consulting and facilitation assignments. We employ and retain experienced personnel with relevant domain knowledge. We leverage benchmarking, performance-based metric development, and strategic planning as tools to add value to our customer base. The Enlightened approach considers both internal and external factors, such as efficiency, risk, operational continuity, and customer satisfaction. Enlightened analyzes our client’s customer satisfaction and effective resource utilization. The former is a critical component of client decision-making, and the latter, doing more with less, is an Enlightened service mandate. In summary, Enlightened, Inc. provides comprehensive consulting services. A sample of our services is listed in the table below:

SAMPLE Enlightened Integrated Consulting Services	
Business Process Reengineering	Organizational Assessments
Change Management	Process and Productivity Improvement
Strategic Planning	Quality Management/Quality Assurance
Action Planning	Program Audits
Process Modeling	Leadership Systems
Performance Measurement	Customer Satisfaction
Decision Support Systems	Outsourcing Training Systems
Data Modeling	Benchmarking/Best Practices
Intranet/Web Support	Electronic Workflow/EDI

SIN 874-7: Integrated Business Program Support Services

Enlightened, Inc. views our Integrated Business Program Support Services as the foundation of our management, organizational, and business improvement offerings. Our managers and subject matter experts bring first-hand knowledge of and experience with commercial and government best practices, broad subject matter expertise, and a deep understanding of the federal marketplace. Program management, oversight, planning and project controls are the backbone of our services and basis for delivering timely and quality program deliverables. The table below highlights a few of the Integrated Business Program Support Services.

SAMPLE Enlightened Integrated Business Program Support Services	
Program Management	Independent Validation and Verification
Senior Advisory services	Policy Development
Project Controls	Decision Enablement

Enlightened helps Federal senior executives and staff gain a clear understanding of the issues in and the expected results of the project. We employ practical and measurable management techniques. Enlightened diagnoses performance issues or improvement opportunities, plans and reviews strategies with clients, and collaboratively sets goals for improvement. Enlightened managers use a variety of data collection methods and analytic techniques including customized surveys, diagnostic tools, and focus groups.

In order to assure workable, efficient, and cost-effective solutions, we assess baseline performance and project future improvements. Enlightened assesses the organization's strengths and weaknesses; develops detailed outlines of redesigned processes; designs the blueprint for supporting systems, organization programs, and resources; and sets priorities for change or control. We implement, or recommend solutions to cut costs, control projects, and ensure mission critical deliverables are provided.

To ensure successful project success, implementation and continuous improvement, Enlightened develops action plans, performance measures, schedules, communication and training strategies, evaluation plans, and other products to monitor the progress of a project. The disciplined application of these techniques has contributed to the following major corporate successes for the Enlightened team:

- Enlightened helped to formulate the Department of Veteran's Affairs, Office of Information and Technology's (OI&T) strategic planning process and contributed to tangible outputs:
 - Information Technology (IT) Strategic Plan FY 2006 - FY 2011
 - IT Strategic Plan FY 2006 – FY 2011 Handbook for Employees
 - IT strategy process framework, a.k.a. Scope, Assess, Project, and Monitor (SAPM) methodology
 - A data collection strategy that effectively managed the gathering and analysis of key inputs and metrics for the IT Strategic Plan
 - A communications plan to gain acceptance and agreement from stakeholders to successfully implement the IT strategy
- Enlightened streamlined the administration of United States Agency International Development's (USAID) Title II Program and provided integration of supporting systems. Enlightened's recommendations for the Food For Peace Management System (FFPMS) allowed USAID to focus on and be more responsive in providing vital disaster relief and humanitarian assistance.
- Provides program support and online application maintenance and enhancements for US Southern Command. The support encompasses unprecedented real time worldwide access to valuable disaster relief and preparedness information, which reduces access time to disaster relief information from days to minutes.
- Provided a suite of engaging video presentations designed to describe, and attract interest in, the products and services of the US Army Acquisition, Logistics and Technology Enterprise Systems and Services (ALTESS).

Enlightened adds value to Federal client operations with our Integrated Business Program Support Services.

MOBIS Federal Supply Schedule Price List

SIN No.	Labor Category	Hourly Rate
874-1, 874-7	Program Manager III	\$142.10
874-1, 874-7	Program Manager II	\$132.30
874-1, 874-7	Program Manager	\$104.00
874-1, 874-7	Consultant IV	\$151.90
874-1, 874-7	Consultant III	\$122.50
874-1, 874-7	Consultant II	\$99.00
874-1, 874-7	Consultant I	\$74.00
874-1, 874-7	Analyst II	\$102.90
874-1, 874-7	Analyst I	\$63.00
874-1, 874-7	Administrative Assistant I	\$49.00
874-1, 874-7	Subject Matter Expert	\$196.00

Prices Shown Here are Net (discount deducted)