



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

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

PROFESSIONAL SERVICES SCHEDULE

Industrial Group: 00CORP  
FSC/PSC Codes: R701, R707, R708, R422, R499, U006

**Contract No. GS-00F-127CA**



**Accenture Federal Services, LLC**  
800 North Glebe Road  
Suite 300  
Arlington, VA 22033  
[www.accenturefederal.com](http://www.accenturefederal.com) (website)  
[GSASchedules@accenturefederal.com](mailto:GSASchedules@accenturefederal.com) (email)  
571-414-4033 (phone)

No additional stand alone task orders or new BPAs should be awarded (including orders/BPA under a CTA) on this GSA Schedule- use **GS-00F-006DA**

**Contract Administrator: Tania Koles**  
**Business Size: Large**  
**Contract Period: May 1, 2015- April 30, 2020**

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov).

**Pricelist Current through Mod PS-A653 dated 7/05/2018**



## 1.0 Customer Information

**1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).**

SIN	SIN Description	Description Page	Awarded Price Page
541-1/RC	Advertising Services	4-9	10
541-1000/RC	Other Direct Costs	20-22	20-22
541-2/RC	Public Relations Services	4-9	10
541-4A/RC	Market Research and Analysis	4-9	10
541-4G/RC	Challenges and Competition Services	4-9	10
541-5/RC	Integrated Marketing Services	4-9	10
874-1/RC	Integrated Consulting Services	11-18	19
874-4/RC	Training Services	11-18	19
874-6/RC	Acquisition Management Support	11-18	19
874-7/RC	Integrated Business Program Support Services	11-18	19
00CORP-500/RC	Order-Level Materials (OLMs)	Defined at Order Level	Defined at Order Level

**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. Not applicable**

**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. See pages 4-9 and 11-18**

**2. Maximum order:** SINs 541-1, 541-1000, 541-2, 541-4A, 541-4G, 541-5, 874-1, 874-4, 874-6, and 874-7: \$1,000,000  
SIN 00CORP-500: \$100,000

**3. Minimum order:** \$100

**4. Geographic coverage (delivery area):** Domestic and Overseas

**5. Point(s) of production:** Same as company address

**6. Discount from list prices or statement of net price:** Prices listed are Net prices, basic discounts have been deducted.

**7. Quantity discounts:** None offered.

**8. Prompt payment terms:** Net 30 Days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions

**9a.** Government Purchase cards **are accepted** at or below the micro-purchase threshold.

**9b.** Government Purchase cards **are accepted** above the micro-purchase threshold.

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

**11a. Time of delivery:** To be determined with ordering agency for each individual task order.

**11b. Expedited Delivery:** Services are available for expedited delivery; however, this must be discussed at time of order placement and depends on size and nature of order.

**11c. Overnight and 2-day delivery:** Overnight and 2-day delivery are available. The schedule customer may contact the contractor for rates for overnight and 2-day delivery.

**11d. Urgent Requirements:** Please note the Urgent Requirements clause of this contract and contact Contractor

**12. F.O.B. point(s):** Destination

**13a. Ordering address(es).**

Accenture Federal Services LLC  
800 North Glebe Road, #300  
Arlington, VA 22203  
Attn: Tania Koles, 571-414-4033

**13b. Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

**14. Payment address(es).**

Accenture Federal Service LLC  
PO Box 70629  
Chicago, IL 60673  
Bank account information for ACH or EFT payments will be shown on the invoice

**15. Warranty provision:** Standard Commercial Warranty. Customer should contact Contractor for a copy of the warranty.

**16. Export packing charges, if applicable:** Not Applicable

**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):** Not Applicable

**19. Terms and conditions of installation (if applicable):** Not Applicable

**20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** Not Applicable

**20a. Terms and conditions for any other services (if applicable):** Not Applicable

**21. List of service and distribution points (if applicable):** Not Applicable

**22. List of participating dealers (if applicable):** Not Applicable

**23. Preventive maintenance (if applicable):** Not Applicable

**24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** Not Applicable

**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. contractor's website or other location.) The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/).**

**25. Data Universal Number System (DUNS) number:** 139727148

**26. System for Award Management (SAM) Registration:** Accenture Federal Services LLC is registered in the System for Award Management (SAM) Database.

## 1.0 Labor Category Descriptions for SINS 541-1, 541-2, 541-4A, 541-4G, & 541-5

<i>Labor Category Name</i>	<b>Labor Category Description</b>
<i><b>Analyst I</b></i>	<p><b>General Experience.</b> Possess either a bachelor’s degree with no experience or three years of experience and have skills related to analysis.</p> <p><b>Functional Responsibility.</b> Apply their strong marketing skills to assist in designing or implementing marketing solutions. Directed to exercise core skills on projects.</p> <p>Qualified to perform tasks such as:</p> <ul style="list-style-type: none"> <li>• Document marketing strategy</li> <li>• Identify and document marketing requirements</li> <li>• Develop project documentation and user training materials according to program specifications</li> <li>• Conduct user training sessions</li> <li>• Prepare communications plans</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with no experience or 3 years related experience.</p>
<i><b>Analyst II</b></i>	<p><b>General Experience.</b> Possess 2 years of experience in marketing implementations.</p> <p><b>Functional Responsibility.</b> Apply their strong marketing skills to assist in designing or implementing marketing solutions. Directed to exercise core skills on projects.</p> <p>Qualified to perform tasks such as:</p> <ul style="list-style-type: none"> <li>• Document an organization’s marketing strategy</li> <li>• Identify and document marketing requirements</li> <li>• Develop project documentation and user training materials according to program specifications</li> <li>• Conduct user training sessions</li> <li>• Prepare communications plans</li> <li>• Perform program management support tasks, such as status reporting and work plan maintenance.</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with two years of experience or 5 years related experience.</p>

<p><b>Analyst III</b></p>	<p><b>General Experience.</b> Possess at least 3 years of experience relevant to solution implementation consulting.</p> <p><b>Functional Responsibility.</b> Apply their strong marketing and communication skills to support planning and implementation teams. Qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Prepare analyses using structured problem solving frameworks</li> <li>• Provide analytical support to solution implementation teams</li> <li>• Prepare planning and design documents</li> <li>• Assist in customer interviews and analysis of solution requirements</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with three years of experience or 6 years related experience.</p>
<p><b>Manager I</b></p>	<p><b>General Experience.</b> Possess at least 4 years of experience relevant to marketing implementation consulting.</p> <p><b>Functional Responsibility.</b> Apply their strong marketing and communication skills to support planning and implementation teams. Qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Provide detailed analysis of marketing requirements</li> <li>• Create models of marketing and communications scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to problems</li> <li>• Perform analyses to assess the impact of implementation efforts</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with four years of experience or 7 years related experience.</p>
<p><b>Manager II</b></p>	<p><b>General Experience.</b> Possess at least 5 years of experience relevant to marketing implementation consulting.</p> <p><b>Functional Responsibility.</b> Apply their strong marketing and communication skills to support planning and implementation teams. Qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Provide detailed analysis of marketing and communications requirements</li> <li>• Create models of marketing and communications scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions</li> <li>• Perform analyses to assess the impact of implementation efforts</li> <li>• Develop marketing and communications implementation roadmaps</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with five years of experience or 8 years related experience.</p>

<p><b><i>Manager III</i></b></p>	<p><b>General Experience:</b> Possess at least 6 years of experience relevant to marketing implementation consulting.</p> <p><b>Functional Responsibility:</b> Possess a strong foundation of marketing consulting expertise and specialized knowledge in the areas of implementation strategy formulation. Qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to implement solutions for client organizations</li> <li>• Create work plans, and define tasks in the area of implementation strategy</li> <li>• Create models of marketing and communications scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternatives</li> <li>• Participate in implementation vision creation for client organizations</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with six years of experience or 9 years related experience.</p>
<p><b><i>Designer I</i></b></p>	<p><b>General Experience.</b> Possess either a bachelor’s degree with no experience or three years of experience and have skills related to design.</p> <p><b>Functional Responsibility.</b> Apply their strong design skills to assist in designing or implementing design and web solutions. Directed to exercise core skills on projects. Qualified to perform tasks such as:</p> <ul style="list-style-type: none"> <li>• Document design or web strategy</li> <li>• Identify and document design requirements</li> <li>• Develop project documentation and user training materials according to program specifications</li> <li>• Conduct user training sessions</li> <li>• Prepare design plans</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with no experience or 3 years related experience.</p>

<p><b>Designer II</b></p>	<p><b>General Experience.</b> Possess 2 years of experience in design or web implementations.</p> <p><b>Functional Responsibility.</b> Apply their strong design skills to assist in designing or implementing design or web solutions. Directed to exercise core skills on projects.</p> <p>Qualified to perform tasks such as:</p> <ul style="list-style-type: none"> <li>• Document an organization’s design or web strategy</li> <li>• Identify and document requirements</li> <li>• Develop project documentation and user training materials according to program specifications</li> <li>• Conduct user training sessions</li> <li>• Prepare communications plans</li> <li>• Perform program management support tasks, such as status reporting and work plan maintenance.</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with two years of experience or 5 years related experience.</p>
<p><b>Designer III</b></p>	<p><b>General Experience.</b> Possess at least 3 years of experience relevant to design or web consulting.</p> <p><b>Functional Responsibility.</b> Apply their strong design and web skills to support planning and implementation teams. Qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Prepare design and web solutions using structured problem solving frameworks</li> <li>• Provide web and design support to solution implementation teams</li> <li>• Prepare planning and design documents</li> <li>• Assist in customer interviews and analysis of solution requirements</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with three years of experience or 6 years related experience.</p>



<p><b><i>Developer I</i></b></p>	<p><b>General Experience:</b> Possess either a bachelor’s degree with no experience or three years of experience and have skills related to development.</p> <p><b>Functional Responsibility:</b> Apply their strong development skills to assist in designing or implementing solutions. Directed to exercise core skills on projects. Qualified to perform tasks such as:</p> <ul style="list-style-type: none"> <li>• Document development strategy</li> <li>• Identify and document development requirements</li> <li>• Develop project documentation and user training materials according to program specifications</li> <li>• Develop solutions</li> <li>• Implement solutions</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with no experience or 3 years related experience.</p>
<p><b><i>Developer II</i></b></p>	<p><b>General Experience.</b> Possess 2 years of experience in development and solution implementations.</p> <p><b>Functional Responsibility.</b> Apply their strong development skills to assist in designing or implementing solutions. Directed to exercise core skills on projects. Qualified to perform tasks such as:</p> <ul style="list-style-type: none"> <li>• Document an organization’s solutions strategy</li> <li>• Identify and document requirements</li> <li>• Develop project documentation and user training materials according to program specifications</li> <li>• Develop solutions</li> <li>• Implement solutions</li> <li>• Perform program management support tasks, such as status reporting and work plan maintenance.</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with two years of experience or 5 years related experience.</p>

<b><i>Developer III</i></b>	<p><b>General Experience.</b> Possess at least 3 years of experience relevant to development and solutions implementation.</p> <p><b>Functional Responsibility.</b> Apply their strong development skills to support planning and implementation teams. Qualified to perform such tasks as:</p> <ul style="list-style-type: none"><li>• Prepare solutions using structured problem solving frameworks</li><li>• Provide web and solution development support</li><li>• Prepare planning and design documents</li><li>• Lead implementation of solutions</li></ul> <p><b>Minimum Education:</b> Bachelor's Degree with three years of experience or 6 years related experience.</p>
-----------------------------	--

## 1.1 Pricing for SINs 541-1, 541-2, 541-4A, 541-4G, & 541-5

Labor Category / Service	05/01/2015	05/01/2016	05/01/2017	05/01/2018	05/01/2019
	- 4/30/2016	- 4/30/2017	- 4/30/2018	- 4/30/2019	- 4/30/2020
Analyst I	\$92.78	\$94.73	\$96.72	\$98.75	\$100.82
Analyst II	\$107.90	\$110.17	\$112.48	\$114.84	\$117.25
Analyst III	\$120.83	\$123.37	\$125.96	\$128.60	\$131.30
Developer I	\$129.47	\$132.19	\$134.96	\$137.80	\$140.69
Developer II	\$138.59	\$141.50	\$144.47	\$147.51	\$150.60
Developer III	\$140.26	\$143.21	\$146.21	\$149.28	\$152.42
Designer I	\$151.05	\$154.22	\$157.46	\$160.77	\$164.14
Designer II	\$161.29	\$164.68	\$168.14	\$171.67	\$175.27
Designer III	\$169.38	\$172.94	\$176.57	\$180.28	\$184.06
Manager I	\$175.86	\$179.55	\$183.32	\$187.17	\$191.10
Manager II	\$180.99	\$184.79	\$188.67	\$192.63	\$196.68
Manager III	\$197.77	\$201.92	\$206.16	\$210.49	\$214.91

**Service Contract Act:** The Service Contract Act (SCA) is applicable to this contract as it applies to the entire Professional Services Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and / or when the contractor adds SCA labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

## 2.0 Labor Category Descriptions for SINs 874-1, 874-4, 874-6, & 874-7

<i>Labor Category Name</i>	<i>Labor Category Description</i>
<b>Support Staff I</b>	<p><b>General Experience.</b> Support Staff I possess either a bachelor’s degree with no experience or three years of experience and have skills related to planning and analysis.</p> <p><b>Functional Responsibility.</b> Support Staff I apply their strong analytical skills to assist in designing or implementing business solutions. Support Staff I are directed to exercise core skills on projects. A Support Staff I is qualified to perform tasks such as:</p> <ul style="list-style-type: none"> <li>• Document an organization’s current business process flows</li> <li>• Identify and document functional requirements for business architecture design</li> <li>• Develop project documentation and user training materials according to program specifications</li> <li>• Conduct user training sessions</li> <li>• Prepare communications plans</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with no experience or 3 years related experience.</p>
<b>Support Staff II</b>	<p><b>General Experience.</b> Support Staff II possess 2 years of experience in business architecture design implementation, change management efforts or business process redesign.</p> <p><b>Functional Responsibility.</b> Support Staff II apply their strong analytical skills to assist in designing or implementing business solutions. Support Staff II are directed to exercise core skills on projects. Support Staff II is qualified to perform tasks such as:</p> <ul style="list-style-type: none"> <li>• Document an organization’s current business process flows</li> <li>• Identify and document functional requirements for business architecture design</li> <li>• Develop project documentation and user training materials according to program specifications</li> <li>• Conduct user training sessions</li> <li>• Prepare communications plans</li> <li>• Perform program management support tasks, such as status reporting and work plan maintenance.</li> </ul>

	<p><b>Minimum Education:</b> Bachelor’s Degree with two years of experience or 5 years related experience.</p>
<p><i>Analyst I</i></p>	<p><b>General Experience:</b> Analyst I possess at least 1 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Analyst I apply their strong analytical and communication skills to support strategy teams. Analyst I is qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Prepare analyses using structured problem solving frameworks</li> <li>• Provide analytical support to strategy implementation teams</li> <li>• Prepare analytical reports</li> <li>• Assist in customer interviews and analysis of strategic needs.</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree.</p>
<p><i>Analyst II</i></p>	<p><b>General Experience.</b> Analyst II possess at least 2 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility.</b> Analyst II applies their strong analytical and communication skills to support strategy teams. An Analyst II is qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Prepare analyses using structured problem-solving frameworks</li> <li>• Provide analytical support to strategy implementation teams</li> <li>• Prepare analytical reports</li> <li>• Assist in customer interviews and analysis of strategic needs.</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree.</p>
<p><i>Management Consultant I</i></p>	<p><b>General Experience:</b> Management Consultant I possess at least 3 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Management Consultant I possess a strong foundation of strategic designs and specialized knowledge in the areas of implementation strategic business solutions. Management Consultant I are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to implement analysis for client organizations</li> <li>• Create work plans and define tasks in the area of strategic implementation teams</li> <li>• Provides detailed analysis of solution requirements</li> <li>• Use structured problem solving frameworks to define, analyze, and develop alternative solutions to business problems</li> </ul>

	<ul style="list-style-type: none"> <li>• Develop Solution implementation roadmaps</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with no experience or 3 years related experience.</p>
<p><i>Management Consultant II</i></p>	<p><b>General Experience:</b> Management Consultant II possess at least 4 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Management Consultant II possesses a strong foundation of strategic designs and specialized knowledge in the areas of implementation strategic business solutions. Management Consultant II are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to implement analysis for client organizations</li> <li>• Create work plans and define tasks in the area of strategic implementation teams</li> <li>• Provides detailed analysis of solution requirements</li> <li>• Use structured problem solving frameworks to define, analyze, and develop alternative solutions to business problems</li> <li>• Develop Solution implementation roadmaps</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with 2 years of experience or 6 years related experience.</p>
<p><i>Management Consultant III</i></p>	<p><b>General Experience:</b> Management Consultant III possess at least 6 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Management Consultant III possesses a strong foundation of strategic designs and specialized knowledge in the areas of implementation strategic business solutions. Management Consultant III are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to implement analysis for client organizations</li> <li>• Create work plans and define tasks in the area of strategic implementation teams</li> <li>• Provides detailed analysis of solution requirements</li> <li>• Use structured problem solving frameworks to define, analyze, and develop alternative solutions to business problems</li> <li>• Develop Solution implementation roadmaps</li> </ul>

	<p><b>Minimum Education:</b> Bachelor’s Degree with 3 years of experience or 7 years related experience.</p>
<p><b>Management Specialist I</b></p>	<p><b>General Experience:</b> Management Specialist I possess at least 2 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Management Specialist I apply their strong analytical and communication skills to support strategy teams. Management Specialist I is qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Provide detailed analysis of business or mission areas</li> <li>• Assist in strategic vision creation</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• Perform economic analyses to assess the impact of reorganization initiatives.</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree.</p>
<p><b>Management Specialist II</b></p>	<p><b>General Experience:</b> Management Specialist II possesses 3-5 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Management Specialist II applies their strong analytical and communication skills to support strategy teams. Management Specialist II is qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Provide detailed analysis of business or mission areas</li> <li>• Assist in strategic vision creation</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• Perform economic analyses to assess the impact of reorganization initiatives.</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree.</p>
<p><b>Functional Specialist I</b></p>	<p><b>General Experience:</b> Functional Specialist I possess at least 1 year of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Functional Specialist I possess a strong foundation of strategic consulting expertise and specialized knowledge in the areas of strategy formulation and implementation. Functional Specialist I are qualified to perform such tasks as:</p>

	<ul style="list-style-type: none"> <li>• Lead project teams to develop strategic solutions for client organizations</li> <li>• Create work plans, and define research tasks in the area of strategy formulation and implementation strategy</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• Participate in strategic vision creation for client organizations.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><i>Functional Specialist II</i></p>	<p><b>General Experience:</b> Functional Specialist II possess at least 2 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Functional Specialist II possesses a strong foundation of strategic consulting expertise and specialized knowledge in the areas of strategy formulation and implementation. Functional Specialist II are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to develop strategic solutions for client organizations</li> <li>• Create work plans, and define research tasks in the area of strategy formulation and implementation strategy</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• Participate in strategic vision creation for client organizations.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><i>Senior Management Consultant I</i></p>	<p><b>General Experience:</b> Senior Management Consultant I possess 3 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Senior Management Consultant I possess a strong foundation of strategic consulting expertise and specialized knowledge in the areas of strategy formulation and implementation. Senior Management Consultant I are qualified to perform such tasks as:</p>



	<ul style="list-style-type: none"> <li>• Lead project teams to develop strategic solutions for client organizations</li> <li>• Create work plans, and define research tasks in the area of strategy formulation and implementation strategy</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• Participate in strategic vision creation for client organizations.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><i>Senior Management Consultant II</i></p>	<p><b>General Experience:</b> Senior Management Consultant II possesses 4-5 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Senior Management Consultant II possesses a strong foundation of strategic consulting expertise and specialized knowledge in the areas of strategy formulation and implementation. Senior Management Consultant II are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to develop strategic solutions for client organizations</li> <li>• Create work plans, and define research tasks in the area of strategy formulation and implementation strategy</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• Participate in strategic vision creation for client organizations.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><i>Senior Management Consultant III</i></p>	<p><b>General Experience:</b> Senior Management Consultant III possesses 5 to 7 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Senior Management Consultant III possesses a strong foundation of strategic consulting expertise and specialized knowledge in the areas of strategy formulation and implementation. Senior Management Consultant III are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to develop strategic solutions for client organizations</li> </ul>

	<ul style="list-style-type: none"> <li>• Create work plans, and define research tasks in the area of strategy formulation and implementation strategy</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• <b>Participate in strategic vision creation for client organizations.</b></li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><i>Senior Management Consultant IV</i></p>	<p><b>General Experience.</b> Senior Management Consultant IV possess at least 7 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility.</b> Senior Management Consultant IV possesses deep expertise and specialized knowledge in the areas of strategy formulation, implementation, information technology strategy and organization strategy. Senior Management Consultant IV are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Monitor performance, financials and staff to ensure projects are proceeding on schedule</li> <li>• Provide guidance to project teams in analyzing client data</li> <li>• Develop plans to implement business process design solutions</li> <li>• Lead project teams in identifying business problems, developing hypotheses and proposing solutions</li> <li>• Set direction for use of information technology to achieve a client’s business vision and strategy.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><i>Manager I</i></p>	<p><b>General Experience:</b> Manager I possess at least 4 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Manager I have demonstrated a deep expertise in strategic visioning for organizations. Manager I are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead a client executive team to create a compelling vision statement and assist in communicating the vision to the organization</li> <li>• Provide perspectives for linking business objectives to information technology strategy</li> <li>• Define the critical path of a project</li> <li>• Design, develop and implement frameworks for jobs, teams, functions and groups of functions.</li> </ul>

	<p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><i>Manager II</i></p>	<p><b>General Experience:</b> Manager II possess at least 7 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Manager II has demonstrated a deep expertise in strategic visioning for organizations. Manager II are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead a client executive team to create a compelling vision statement and assist in communicating the vision to the organization</li> <li>• Provide perspectives for linking business objectives to information technology strategy</li> <li>• Define the critical path of a project</li> <li>• Design, develop and implement frameworks for jobs, teams, functions and groups of functions.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><i>Subject Matter Expert</i></p>	<p><b>General Experience:</b> Subject Matter Expert possess at least 9 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Subject Matter Experts possess best practices expertise across industries and have deep specialized skills in measuring client business performance, market analysis, and strategic visioning. Subject Matter Experts are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Oversee all aspects of large, complex integration projects to ensure solutions are delivered Counsel top executives on personal leadership strengths and challenges</li> <li>• Provide thought leadership to engagement teams in formulating strategy</li> <li>• Predict issues and challenges affecting a client’s business</li> <li>• Develop creative leading edge solutions which represent state of the art practice.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>

## 2.1 Pricing for SINs 874-1, 874-4, 874-6, & 874-7

Labor Category / Service	05/01/2015-4/30/2016	05/01/2016-4/30/2017	05/01/2017-4/30/2018	05/01/2018-4/30/2019	05/01/2019-4/30/2020
Support Staff I	\$43.59	\$44.51	\$45.44	\$46.39	\$47.37
Support Staff II	\$78.87	\$80.53	\$82.22	\$83.94	\$85.71
Analyst I	\$84.91	\$86.69	\$88.51	\$90.37	\$92.27
Analyst II	\$98.58	\$100.65	\$102.76	\$104.92	\$107.13
Management Consultant I	\$106.00	\$108.23	\$110.50	\$112.82	\$115.19
Management Consultant II	\$114.00	\$116.39	\$118.84	\$121.33	\$123.88
Management Consultant III	\$122.00	\$124.56	\$127.18	\$129.85	\$132.58
Management Specialist I	\$128.16	\$130.85	\$133.60	\$136.40	\$139.27
Management Specialist II	\$133.09	\$135.88	\$138.74	\$141.65	\$144.63
Functional Specialist I	\$142.00	\$144.98	\$148.03	\$151.14	\$154.31
Functional Specialist II	\$150.47	\$153.63	\$156.86	\$160.15	\$163.51
Senior Management Consultant I	\$157.73	\$161.04	\$164.42	\$167.88	\$171.40
Senior Management Consultant II	\$165.63	\$169.11	\$172.66	\$176.29	\$179.99
Senior Management Consultant III	\$171.43	\$175.03	\$178.71	\$182.46	\$186.29
Senior Management Consultant IV	\$172.51	\$176.13	\$179.83	\$183.61	\$187.46
Manager I	\$180.99	\$184.79	\$188.67	\$192.63	\$196.68
Manager II	\$192.24	\$196.28	\$200.40	\$204.61	\$208.90
Subject Matter Expert	\$233.49	\$238.39	\$243.40	\$248.51	\$253.73

### 3.0 Pricing for SIN 541-1000

Support Product/Labor (ODCs)	Unit of Issue	Price
Newspaper Advertising	Any	\$306,866.67
Magazine Advertising	Any	\$359,407.96
Brochures (pamphlets, booklets, catalogs, postcards, mailers)	Brochure	\$6,650.84
Newsletter	Each	\$3,801.46
Billboard Advertising	Each	\$2,849,216.02
Mall Poster Advertising	Poster	\$144,872.18
Subway Station Posters	Poster	\$327,771.16
Subway Station Clocks	Display	\$202,163.76
Bus Shelters	Panel	\$665,627.60
Airport Billboards	Each	\$293,565.79
Bus Advertising	Panel	\$347,718.22
Taxi Top Advertising	Taxi	\$195,634.48
Commuter Rail Car Cards	Cards	\$132,598.34
Poster	Poster	\$1,369.30
Exhibits	Exhibit	\$183,656.87
Signage Banners	Banner	\$1,714.50
Signage- Window	Letter	\$12.93
Awnings	Awning	\$1,997.57
Table Skirts	Skirt	\$681.90
Items/Giveaways	Item	\$865.50
Photography	Shoot	\$12,676.98
Internet Advertising	Banner	\$433,208.05
Radio (Production Only)	30 Seconds	\$4,369.02
Television/Video (Production Only)	All	\$57,035.16
Tracking Software/Hardware	Copy	\$388.51
Lexis Nexis	Month	\$4,603.70
Content Analysis	3 Months	\$22,921.06

Online Survey	Survey	\$792.80
Custom Telephone Survey Questions	Question	\$1,719.08
Roper Green Gauge Report	Semi-Annual Report	\$20,055.93
iTracks Online Focus Group	National Group	\$2,865.13
Direct Mail (Postage and Handling)	Piece	\$9,429.58
Staging	Stage	\$993.09
Podium Rental	Podium	\$154.00
Multi-Box Rental (Audio Feed)	Each (Daily)	\$215.59
Postage (Standard Rates)	Each (1 <sup>st</sup> ounce)	\$0.42
FedEx	Each	\$194.83
Disk Mailers	1 case (500)	\$456.34
Photo Mailers	1 each	\$2.54
Disks (ZIP 100MB)	10 pack	\$109.53
Disks (Floppy Disks)	Box of 100	\$80.93
CD-R Duplication (CDR Business Cards)	Each	\$3.27
CD-R Duplication (50 Disks each)	Each	\$3.15
CDR Set-up Fee	Per Set-Up	\$30.43
DVD-R Duplication (50 Disks each)	Each	\$8.62
DVD Packaging Pricing (50 Each)	Each	\$6.80
Color Plots	26 Lbs	\$40.15
Coated Paper	Pack of 100 Sheets	\$32.31
Photo Based Paper	Roll	\$272.62
Opaque Adhesive Vinyl – EPSS041438	26 Lbs	\$40.15
Laptop Rental	Monthly, 1 Each	\$999.27
Fax Rental	Weekly	\$182.56
LCD Projector	Weekly	\$683.30
Projection Screen Rental	Daily	\$256.67
Printer Rental	Weekly	\$1,326.59
Copier Rental	Monthly	\$1,407.03

Polycom Sound station Premier with Mics	Conference	\$365.11
Telephone	Conference	\$1,947.28
Conference Meeting space for up to 100 guests	Conference	\$1,460.46
Catering		\$4,137.97
Table Rental	6' round table seats 10-12	\$10.95
Chairs with Resin	Each	\$3.65
Targeted Email List	Per List	\$4,259.68
In-Person Focus Group	Per Group	\$3,803.29
Online Focus Group	Per Group	\$2,799.22
TV Spot Buy	30 seconds	\$171,108.87
Radio Spot Buy	60 Seconds	\$1,482.94

Other Direct Costs (OCDs) SIN 541-1000- Prices are ceiling amounts and actual costs will be determined at the task order level