
GENERAL SERVICES ADMINISTRATION

FEDERAL SUPPLY SERVICES

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 for GSA Advantage! is: GSA Advantage.gov.

Schedule Title: Professional Services Schedule (PSS)

Schedule For: Telesto Group, LLC

Federal Supply Group: 00CORP

Service and Product Codes: R499

Contract Number: GS-10F-0005U

Contract Period: 10/16/2007 – 10/15/2022

Contractor: Telesto Group, LLC
1641 Worthington Road, Suite 140
West Palm Beach, FL 33409

Business Size: Small Business

Telephone: 609-503-4201

FAX Number: 609-651-8084

Website: <http://www.telestogroup.com>

E-mail: gsa@telestogroup.com

Contract Administrator:

NAME: Julie Hastrup
TITLE: Vice President, Operations and Delivery
ADDRESS: 1641 Worthington Road, Suite 140, West Palm Beach, FL
ZIP CODE: 08609
TELEPHONE NO: 609-503-4207 FAX NO: 609-651-8084
E-MAIL ADDRESS: gsa@telestogroup.com

CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Numbers (SINs):

SIN	SIN Descriptions
874-1	Consulting Services
874-1RC	Consulting Services – Recovery Act

1b. Identification of the lowest priced model number and lowest unit price for each special item number awarded under 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. N/A

1c. Labor Category Descriptions: Provided on page 3

2. Maximum order: \$1,000,000.00

3. Minimum order: \$100.00

4. Geographic coverage (delivery area): Domestic only

5. **Point(s) of production:** 1641 Worthington Road, Suite 140, West Palm Beach, FL
6. **Discount From List Prices or Statement of Net Price:** Prices shown in price list are net, with all discounts deducted.
7. **Quantity Discounts:** None offered
8. **Prompt Payment Terms:** Net 30 days
- 9a. **Notification That Government Purchase Cards Are Accepted Below the Micro-purchase Threshold:** Yes
- 9b. **Notification That Government Purchase Cards Are Not Accepted Above the Micro-purchase Threshold:** Yes
10. **Foreign Items:** N/A
- 11a. **Time of Delivery:** specified in task order
- 11b. **Expedited Delivery:** contact contractor
- 11c. **Overnight and 2-Day Delivery:** contact contractor
- 11d. **Urgent Requirements:** contact contractor
12. **F.O.B. point(s):** Destination
- 13a. **Ordering Address:** 1641 Worthington Road, Suite 140, West Palm Beach, FL
- 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 (fss.gsa.gov/schedules).
14. **Payment Address:** 1641 Worthington Road, Suite 140, West Palm Beach, FL
15. **Warranty Provision:** Contractor's standard commercial warranty
16. **Export Packing Charges:** N/A
17. **Terms and Conditions of Government Purchase Card Acceptance (any Thresholds Above the Micro-purchase Level).** Yes
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 etc.:** N/A
- 20a. **Terms and Conditions for any Other Services:** N/A
21. **List of Service and Distribution points:** N/A
22. **List of Participating Dealers:** N/A
23. **Preventive maintenance:** N/A
- 24a. **Environmental Attributes:** Telesto Group, LLC will comply with any applicable guidelines/regulations associated with the services provided under this GSA Schedule.
- 24b. **Section 508 Compliance:** www.telestogroup.com
25. **Data Universal Number System (DUNS) Number:** 018359609
26. **Notification regarding registration in Central Contractor Registration (CCR) Database:** Active on CCR. Cage Code: 1WST9.

27. **Service Contract Act (SCA) Statement:** The Service Contract Act (SCA) is applicable to this contract and 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 an SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and applicable wage determination (WD) number. Failure to do so may result in cancellation of the contract.

GSA AWARDED PRICING

Labor Category	Contractor Site	Customer Site
Trainer I	\$117.90	\$111.23
Trainer II	\$148.37	\$139.97
Trainer III	\$164.04	\$154.75
Developer II	\$149.97	\$141.48
Developer III	\$160.62	\$151.53
Business Process Expert II	\$165.80	\$156.42
Business Process Expert III	\$214.97	\$202.80
Program Management II	\$181.34	\$171.08

**The IFF is included in our pricing*

Additional Volume Discounts	
3 – 5 Years	12% additional
2 Years	7% additional
1 Year	5% additional
Multiple Resources	2% – 10% additional
Flex Hours	2% additional
Business Development	6% additional

AWARDED LABOR CATEGORY DESCRIPTIONS

Trainer I

Minimum/General Experience:

- 3 years of overall business or consulting experience with an ability to leverage business process skills.
- 1 year experience business process modeling experience or equivalent
- Process Modeling with Best Practices Toolsets
- Modeling Toolset Administration
- Business Process Model Creation

Functional Responsibility:

The Trainer I responsibilities include using the Modeling Toolset such as ARIS to model business processes at the direction of a workshop facilitator or similar role, creating Event Process Chain (EPC) and EPC (Column) diagrams, and basic administration of toolset in a server environment.

Ideal candidates will have a year or more experience working with the modeling toolsets to create EPC diagrams and knowledge of toolset administration. Candidates will be able to capture business processes with the toolset in a live workshop environment.

Good client interface skills are important.

Minimum Education:

BA / BS

Trainer II

Minimum/General Experience:

- 5 years of overall business or consulting. 2 years training experience
- Documentation
- Training Delivery
- Training Design and Development
- Courseware development
- Executive education development
- SAP background

Functional Responsibility:

The Trainer II responsibilities include creating training planning and design, course and courseware development, training documentation, and training delivery. Other responsibilities are the creation, capture, and analysis of training metrics.

Candidates will have two or more years' experience designing and delivering training to small and large audiences, preferably within a large government engagement. Strong presentation skills are important, as are strong skills with Microsoft Word and PowerPoint.

Minimum Education:

BA / BS

Trainer III

Minimum/General Experience:

- 9 years of overall business or consulting. 4 years training experience
- Courseware
- Executive Education
- Team Leader Experience
- SAP background

Functional Responsibility:

The Trainer III responsibilities include planning, creating, and delivering executive education, creating training strategies and plans, and course and courseware design and development. Other responsibilities are the creation, and analysis of training metrics.

Candidates will have strong leadership, mentoring, and interpersonal skills, experience presenting to executive audiences, and experience using multiple courseware development tools. Ideal candidates will possess a background in DoD supply chain logistics, and will have built training programs for a government installation of an SAP package.

Minimum Education:

BA / BS

Developer II

Minimum/General Experience:

- Minimum of 4 years hands-on experience working with SAP product module identified below
- Minimum 11 years of overall business, programming or consulting experience

Functional Responsibility:

Our Developers are part of a diverse team which is responsible for delivering large-scale, complex programs that combine business processes with technology to help our government clients achieve the highest levels of performance.

Our Developers have advanced programming knowledge in SAP development and testing, full knowledge of SAP overall, and firm understanding of SAP architecture. The Developer is involved in all phases of a life cycle implementation, including development of specifications, prototypes, design, configuration, testing, go-live, user training and post production support. The SAP Developer works closely with our functional configuration consultants to ensure accuracy and completeness of functional requirements, creates technical specifications and the development of programs according to specifications. The Developer is responsible for technical component delivery and participates in full integration testing and assumes responsibility for testing the application code from a technical perspective to verify that programs follow standards and meets technical specifications. The Developer II will actively participate in work groups and work sessions with functional and technical consultants.

Ideal candidates will have minimum 4 years working in SAP development and should have experience working on a minimum of 2 full software lifecycle developments. The consultant should have demonstrable skills of interfacing with customers and gathering requirements as necessary. The candidate needs to have depth and breadth in their core SAP expertise and experience in integration with an ERP environment. The individual should be capable of leading a mid size team with 5 – 10 resources and able to deliver solutions with limited guidance from project managers. Good writing and documentation skills are required.

Minimum Education:

BS/BA

Developer III

Minimum/General Experience:

- Minimum of 10 years hands on working experience with the SAP technical areas
- Minimum of 15 years overall consulting or business experience with an ability to leverage business process skills in an SAP environment.
- Additional 3 years of work experience can be substituted for lack of a degree
- Expertise in at least two specialties in the SAP Technical Specialties chart.
- Understanding of SAP BASIS, Security, Database, Middleware, and Infrastructure in order to coordinate problem-solving efforts.
- Understanding of SAP functional integration points

Functional Responsibility:

Our seasoned SAP professionals are part of a diverse team, which is responsible for delivering large-scale, complex programs that combine business processes with technology to help our government clients achieve the highest levels of performance. Developer III play a leadership role on the project and are involved in all phases of a life cycle implementation, including blueprinting, gap analysis, mapping, prototypes, design, configuration, testing, go-live, user training and post production support. In addition they are responsible to deliver a complex and comprehensive technical solution based upon the business needs. Utilizing their expertise our architects lead technical design reviews, debug complex problems, validate enterprise approaches, define application systems that support redesigned or improved business processes and recommend technical architectures that lead to solving the client's business problems as an integral part of the organizations' operational and functional baseline. Ideal candidates will have a minimum of 10 years working in a SAP environment as a technical development consultant, technical architect, project manager or has part played a key leadership role a project implementation team. The individual is recognized for their in depth knowledge of the SAP enterprise application and related technical areas, and is considered a subject matter expert in several technical areas and has solid implementation expertise across multiple SAP modules. In addition, the candidate must have actively worked on a minimum of 4 full life cycle implementations. Demonstrates experience with problem solving, interacting and maintaining solid relationships with Executive and Senior Client Management. The individual should also be capable of leading large sized teams of up to 40+ resources. The individual should lead other project consultants, ensure integration best practices are followed, define strategy; review deliverables for quality assurance purposes justify the business case, develop implementation plans, track progress against plans and provide expert technical SAP recommendations to the team and the client.

Minimum Education:

BS/BA; MBA/MS preferred

Business Process Expert II

Minimum/General Experience:

- 5 plus years CM experience on large scale implementations
- 1 plus years CM experience on SAP engagements
- Exposure to military projects preferred
- Proficiency with MS Office toolset: Word, Excel, PowerPoint, etc.
- Strong communication, negotiation and problem-solving skills
- Experience with configuration management or data management on large SAP programs

Functional Responsibility:

- Develop and maintain integrity of complex software, hardware and documentation throughout the project life-cycle
- Track SAP transports and verify baseline integrity
- Perform audits to ensure baselines are consistent with documentation
- Ensure version control integrity of documentation components
- Provide input to the Program Configuration Management Plan
- Train users on enterprise-wide transformation processes
- Proactively address business transformation related issues and concerns across the program
- Mentor personnel
- Prepare for and facilitate steering level reviews as may be necessary
- Provide status to Program and Senior Management
- Other responsibilities as assigned by Senior Management

Minimum Education:

BS/BA; MBA/MS preferred

Business Process Expert III

Minimum/General Experience:

- 12 years of overall business or consulting experience
- 6 years experience in a senior role for organizational change/ business transformation or management consulting
- 6 years experience integrating process and technology in an ERP environment, SAP preferred
- Exposure to military projects preferred
- Proficiency with MS Office toolset: Word, Excel, PowerPoint, etc.
- Proficiency with process mapping tools and optimization processes
- Strong communication, negotiation, and problem solving skills

Functional Responsibility:

- Facilitate business process or organizational readiness workshops
- Lead business analysis, organizational design, and performance modeling improvement activities
- Mentor client leaderships
- Align multiple teams for a common purpose
- Guide business transformation teams
- Analyze organizational performance
- Prepare and present business cases for organizational and process change initiatives
- Provide status to Program and Senior Management
- Interact with and inform Director-level personnel
- Other responsibilities as assigned by Senior Management

Minimum Education:

BA/BS; MBA/MS preferred

Program Management II

Minimum/General Experience:

- 6 years program management experience
- Minimum of 12 years of overall business or consulting experience
- Microsoft Project
- PMP Preferred
- Microsoft Office Products

Functional Responsibility:

- Program Management professionals are responsible for planning tasks, assigning, resources to the tasks, and monitoring, and tracking progress against the overall plan. The projects managed are typically medium to large in size and complexity, consisting of 16 to 40 resources
- May be responsible for multiple teams, each managed by a team leader
- Mentor and guide your team leaders as they prepare their plans and resolve project issues
- Identify trends and best practices
- Provide status to mid to senior level management

Minimum Education:

BS/BA; MBA/MS preferred