



MEB CONSULTING, LLC

GS-10F-0033P

GENERAL SERVICES ADMINISTRATION

Authorized Federal Supply Service Schedule Price List
Schedule Title: Management, Organizational &
Business Improvement Services (MOBIS)

MEB CONSULTING, LLC

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Contract Number: GS-10F-0033P

Contract Period.: October 20, 2003 through October 19, 2008

General Description of Services Offered

SIN 874-1 Consulting Services

SIN 874-2 Facilitation Services

General Services Administration Federal Supply Service

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. Government buyers can access the Federal Supply Services homepage via the internet at <http://www.fss.gsa.gov/>

Corporate Overview

Our Focus

MEBC Consulting (MEBC) is a specialist consulting organization that is focused on the optimization of your supply chain. Every individual in our team has had multiple years managing corporate supply chains and implementing supply chain optimization processes and software. As an organization we are relentlessly focused on cutting through to the important issues you face to provide action orientated programs that we can implement to improve the operation of your supply chain. And we do it fast!

History

MEBC was founded in July of 2002 by 3 principals who have been employed or consulted at more than 50 of the Fortune 200. MEBC is focused on providing value-added supply chain and customer relationship management solutions to both DoD and commercial clients. MEBC was started by individuals who ran enterprise profit chains, purchased and sold planning & optimization software, and implemented solutions for their respective companies. Our consulting practice currently has thirteen professionals with plans to increase headcount beyond twenty by 2004.

Real World Experience

When you do business with a consulting company the value you derive is directly proportional to the experience of the consultant assigned to you. MEBC specializes in only hiring individuals with real world experience in managing their own supply chains before they moved into the consulting world. We insist that they have gotten their hands dirty in the past. Our entire team has implemented not only business process change, but also plumbed in the software and systems to support the process. In short, we can support you in making the strategic supply chain decisions all the way through to delivery and roll out to the final solutions.

In our combined experience we have implemented solutions for some of the largest companies in the world. Those solutions have ranged from simple demand management systems through sales and operations planning processes to deploying collaboration solutions between some of the largest retailers and manufacturers in the world on a global basis.

MEBC personnel:

- Have been instrumental in launching the DLA BSM Program
- Established collaborative planning forecasting and replenishment (CPFR) initiatives in the Consumer Package Goods Industry
- Are frequent speakers at numerous industry forums (e.g., UCCNET, Supply Chain Council, VICS, CLM)
- Delivered Supply Chain Planning solutions across multiple industry segments (e.g., CPG, Industrial, Electronics, Medical, A&D)

MEB Consulting Can Optimize Your Supply Chain

There are a lot of sub-optimized supply chains out there. Typically as a result of business process non-compliance, unused system functionality, the second phase of a project that was never started, unsuccessful change management or software never mobilized. A vision unfinished and left myopic. In a tightened economy there is a need to exert as much efficiency as possible from supply chains, but without raiding the cupboard for funds. Fast realization of an ROI provides a self-funded process to begin, or complete the optimization of your supply chain.

Some of our successes:

MEBC's Principals have significant experience across a wide spectrum of industries. These experiences include both the DoD Market Place (DLA, USAF, Lockheed Martin, FDIC, Boeing A&M) and leading Fortune 500 companies such as: Kellogg's, Johnson & Johnson, Proctor & Gamble, Sears, HEB, Avon, Unilever, H. J. Heinz, Lexmark, McDonalds, L'Oreal, Campbell's, GNX, Coca-Cola, Pepsi-Cola, General Public Utilities (First Energy), and Pacific Gas & Electric

Consulting Services (SIN 874-1)

MEBC provides the following consulting services within the framework of MOBIS:

Supply Chain and Customer Relationship Management Assessments

- Simulate and predict outputs of supply chain planning and customer relationship management systems based on alternative business rules strategies.
- Evaluate potential effectiveness and operational implications of planning and execution system capabilities that are not currently deployed in your organization.
- Define software, hardware, data and knowledge management requirements for simulation environment.

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- Conduct education and capabilities workshops regarding system capabilities, configuration choices and method and business rule options.
- Define simulation solution architecture based on GOTS and COTS components, data mapping and scripting and integration requirements.

Supply Chain Solution Architecture

- What specific process modifications or additions are required for rapid ROI?
- Precisely what are the detailed Business Requirements?
- What is the best way for my organization to accomplish process redesign or reengineering?
- What software components are best for your organization?

Software & Professional Service Selection

- How can my company create a process for selection that obtains the best software for the best price and at the same time obtain organizational “Buy-In”?
- How do I secure the best pricing and resources from consulting partners ?
- How does your organization get beyond the marketing, and fully understand what it is we are actually buying?

Implementation Services

- We have senior professionals that “Have Been There and Done it” many times over with software solutions such as Manugistics, i2, Logility and SAP

Project Mobilization and Planning

- What is the right delivery methodology to deploy?
- What skills and roles are required to be mobilized and staffed to ensure project success?
- How might I be able to identify and secure the best value assistance?

MEBC provides consulting services to both Government and Commercial organizations across a broad range of planning and execution functions, including:

- Demand Planning
- Sales and Operations Planning
- Collaborative Environments
- Inventory Management and Replenishment
- Vendor Managed Inventory (VMI)
- Capacity and Production Planning
- Transportation Planning
- Customer and Supplier Management

Facilitation Services (SIN 874-2)

MEBC provides a broad range of facilitation services. The primary objectives of these services are to assist our clients to achieve their organizational and business objectives in the most effective manner possible. MEBC principals and consultants are experts at facilitation and are routinely called upon to lead or participate in discussions and decision-making in a broad range of situations, including:

- “As-Is” process and solution mapping
- GOTS and COTS system capabilities and business process best practices
- Future state business process vision and definition
- “To-Be” process and solution requirements definition
- Consensus-based recommendations and decision-making
- Change management

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SECTION 1

TERMS AND CONDITIONS

1a. Special Item Numbers:

- **SIN 874-1:** Consulting Services See Section 2 for Labor Descriptions and Section 3 for Pricing
- **SIN 874-2:** Facilitation Services See Section 2 for Labor Descriptions and Section 3 for Pricing

1b. Unit Pricing: see Section 3 below.

1c. Labor Category Descriptions: see Section 2 below.

2. Maximum Order: \$1,000,000.00 Orders exceeding the maximum order threshold may be placed in accordance with clause I-FSS-125, “Requirements Exceeding the Maximum Order (SEP 1999)”

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3. **Minimum Order: \$300.00**
4. **Geographic Coverage (delivery area):** Domestic Delivery
5. **Point(s) of Production** (city, county, and State or foreign country): United States
6. **Statement on Net Price:** Prices listed herein are net.
7. **Quantity Discounts:** N/A
8. **Prompt Payment Terms:** N/A
- 9a. **Acceptance of Government purchase cards below micro-purchase threshold:** MEB Consulting, LLC accepts Government purchase cards below the micro-purchase threshold.
- 9b. **Acceptance of Government purchase cards above micro-purchase threshold:** MEB Consulting, LLC accepts Government purchase cards above the micro-purchase threshold.
10. **Foreign Items:** N/A
- 11a. **Time of Delivery:** To be negotiated per each delivery order between contracting agency and contractor.
- 11b. **Expedited Delivery:** To be negotiated per each delivery order between contracting agency and contractor.
- 11c. **Overnight and 2-day Delivery:** N/A
- 11d. **Urgent Requirements:** N/A
12. **F.O.B. Point(s):** Destination
- 13a. **Ordering Address(s):**

MEB Consulting, LLC
112A Love Rd
1st Floor, Unit H
Reading PA. 19607
Attn: Mark Brown
P: 610-775-3002
F: 610-898-0911
Email: mebrown@mebcllc.com
- 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.

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14. Payment Address(s):

MEB Consulting LLC
112A Love Rd
1st Floor, Unit H
Reading PA. 19607
Attn: Mark Brown
P: 610-775-3002
F: 610-898-0911
Email: mebrown@mebcllc.com

15. Warranty Provision: N/A

16. Export Packing Charges: N/A

17. Terms and conditions of Government purchase card acceptance: (any thresholds above the micro-purchase level). Ordering agencies are to follow their own credit card payment procedures.

18. Terms and conditions of rental, maintenance, and repair: N/A

19. Terms and conditions of installation: N/A

20a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: N/A

20b. 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. Special attributes such as Environmental Attributes: N/A

24b. Section 508 Compliance: N/A for the SINS offered.

25. Data Universal Number System (DUNS): 12-6006431

- MEB Consulting, LLC is registered in the Central Contractor Registration (CCR) database.

26. Uncompensated Overtime: N/A

SECTION 2

MEBC LABOR CATEGORY DESCRIPTIONS MOBIS (874-1, 874-2)

Principal Consultant

Experience & Education

- Fifteen (15) years of experience in the following principal areas: Strategy, Project Management, Information Systems, Process Redesign, Reengineering, Solution Design, Solution Integration/Development, Organizational Design, Commercial Off the Shelf (COTS) Software Implementations, and Change Management.
- Demonstrated experience leading teams of consultants and organizations through complex projects and business transformations.
- **Minimum Education:** Masters of Business Administration or equivalent advanced degree

Responsibilities & Functions

- A Principal has overall responsibility for the client engagement and is responsible for solution delivery, scope and financial management of client engagements.
- The principal is a recognized expert in Supply Chain and/or Customer Relationship Management processes and Commercial Off the Shelf (COTS) software.
- Principals provide thought leadership to engagement teams and collaboratively work with those teams to deliver leading edge solutions for their clients.

Business Architect

Experience & Education

- Twelve (12) years of experience focused in managing and consulting for organizations in the Supply Chain and Customer Relationship Management field.
- Demonstrated experience managing clients and teams of consultants through Supply Chain and Customer Relationship Management business transformations.
- Proven ability to effectively communicate across all levels of an organization.
- **Minimum Education:** Masters of Business Administration or equivalent advanced degree

Responsibilities & Functions

- Responsible for providing project leadership, change management and best practices to assist clients in achieving business transformation objectives for their Supply Chain and Customer Relationship Management operations.
- Prepares and conducts workshops with the client (business and IT staff) to identify the systems with which the new process will interact.
- Responsible for creating the Concept of Operations (CONOPS) of the proposed process.

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- Manage the definition of the business process and the integration to existing systems and processes.

Solution Architect

Experience & Education

- Twelve (12) years business experience with a least 5 years in consulting or Commercial Off the Shelf (COTS) software industry.
- Demonstrated experience in project management leading consulting teams in designing, integrating, developing, testing and implementing COTS in the Supply Chain and Customer Relationship Management functions.
- **Minimum Education:** BS degree or equivalent

Responsibilities & Functions

- Responsible for providing project management and leadership for the Solution Delivery component of a COTS implementation project in the Supply Chain or Customer Relationship Management function.
- While working with the client and consulting team members the Solution Architect is responsible for designing and implementing best fit COTS solution components that are most optimal for achieving client goals and identified standards.

Senior Solution Consultant

Experience & Education

- Six to eight (6-8) years business experience with at least 3 years in consulting or in the Commercial Off the Shelf (COTS) software industry.
- Demonstrated experience implementing COTS and/or participating in Supply Chain or Customer Relationship Management business transformation projects.
- **Minimum Education:** BS degree or its equivalent

Responsibilities & Functions

- Senior Solution Consultants support the Solution and Business Architect in the delivery of COTS centric business solutions by applying their broad management skills and specialized functional expertise in delivery of industry leading solutions to clients.
- Senior Solution Consultants provide subject matter expertise to clients in areas such as process or business process design, COTS software configuration, integration, testing, and delivery, development of Return on Investment (ROI) calculations based on achieving the goals defined within the project.
- The Senior Solution Consultant is qualified to perform tasks such as: managing and designing the work plan for project teams, managing the work teams, conceptual design of
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business architecture, design and implementation of Change Management, as well as the design, development and delivery of training curriculum.

- Serve as a principal COTS Implementation resource with activities ranging from managing work teams to performing configuration & integration activities, analysis of the business impact the new process will have on the operation of the business, recommending policy changes that will enhance the effectiveness of the new solutions to meet ROI goals.

Solution Consultant

Experience & Education

- Five (5) years business experience with a least 2 years in consulting or in the Commercial Off the Shelf (COTS) software industry.
- Demonstrated experience implementing COTS and/or participating in Supply Chain or Customer Relationship Management business transformation projects.
- **Minimum Education:** BS degree or its equivalent

Responsibilities & Functions

- Solution Consultants support the Solution and Business Architect in the delivery of COTS centric business solutions by applying their broad management skills and specialized functional expertise in delivering industry leading solutions to clients.
- Solution Consultants provide subject matter expertise to clients in areas such as process or business process design, COTS software configuration, integration, testing, and delivery.
- The Solution Consultant is qualified to perform tasks such as: managing the work activities of project teams, conceptual design of business architecture, the design and implementation of Change Management, as well as the design, development and delivery of training curriculum.
- Serve as a principal COTS Implementation resource with activities ranging from managing work teams to performing configuration & integration activities.

Senior Analyst

Experience & Education

- Possess three to six years (3-6) years of experience in information systems implementations, business process redesign, or data analysis.
- **Minimum Education:** BS degree or its equivalent

Responsibilities & Functions

- The Senior Analyst uses their core analytical and technical skills to assist teams in implementing business transformations and/or COTS Solutions.
- The Senior Analyst is capable of supporting clients in a post implementation environment by providing updated business process definitions, re-applying and updating training materials and conducting post implementation training sessions for users of the new business processes.
- The Senior Analyst is qualified to perform tasks such as: perform project management support tasks, provide technical and business process support to implementation teams and user teams in post implementation environment, document current and “To Be” business processes and adjust new processes to accommodate required changes in the business, produce database extracts and conduct data analysis, identify and document functional and/or technical requirements for Information Systems, assist in COTS solution configuration, integration , testing and deployment activities.

Analyst

Experience & Education

- Possess one to three years (1-3) years of experience in information systems implementations, business process redesign, or data analysis.
- **Minimum Education:** BS degree or its equivalent

Responsibilities & Functions

- The Analyst uses their core analytical and technical skills to assist teams in implementing business transformations and/or COTS Solutions.
- The Analyst is qualified to perform tasks such as: perform project management support tasks, provide technical support to implementation teams, document current and “To Be” business processes, produce database extracts and conduct data analysis, identify and document functional and/or technical requirements for Information Systems, assist in COTS solution configuration, integration , testing and deployment activities.

SECTION 3
MEB CONSULTING LABOR RATES for SINs 874-1 and 874-2

		Contract Year 1	Contract Year 2	Contract Year 3	Contract Year 4	Contract Year 5
Job Code	Job Title	GSA Hourly Rate				
PR1	<u>Principal</u>	\$ 254.36	\$ 263.26	\$ 272.48	\$ 282.01	\$ 291.88
BA1	<u>Business Architect</u>	\$ 209.47	\$ 216.80	\$ 224.39	\$ 232.24	\$ 240.37
SA1	<u>Solution Architect</u>	\$ 187.03	\$ 193.58	\$ 200.35	\$ 207.36	\$ 214.62
SRSC1	<u>Senior Solution Consultant</u>	\$ 166.24	\$ 172.06	\$ 178.08	\$ 184.31	\$ 190.76
SC1	<u>Solution Consultant</u>	\$ 149.62	\$ 154.86	\$ 160.28	\$ 165.89	\$ 171.69
SRAN1	<u>Senior Analyst</u>	\$ 124.68	124.68	\$ 129.04	\$ 133.56	\$ 138.23
AN1	<u>Analyst</u>	\$ 100.99	\$ 104.52	\$ 108.18	\$ 111.97	\$ 115.89