

COVER PAGE

Contractor: MGT OF AMERICA, INC.
2123 Centre Pointe Blvd
Tallahassee, FL 32317

Telephone: (850) 386-3191

FAX Number: (850) 385-4501

Web Site: www.mgtofamerica.com

Contract Administration: Michelle Juarez

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Schedule for – MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)

Federal Supply Group: 874 (SIN 874-1: Consulting Services)

Class: R499

Business Size: Large Business

Contract Number: GS-10F-0039U

Contract Period: November 13, 2007 through November 12, 2012

AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

Schedule for – MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)

Federal Supply Group: 874 Class: R499

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For more information on ordering from Federal Supply Schedules

click on the FSS Schedules button at <http://www.fss.gsa.gov>

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CUSTOMER INFORMATION:

- 1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers: 874-1, 874-1RC. Pricing is located in the Labor Categories section of this document.
- 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. Administrative support is \$38/hour.
- 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: \$1,000,000.00
3. Minimum Order: \$300.00
4. Geographic Coverage (delivery Area): Domestic only
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 Attachment.
7. **Quantity discounts:** None Offered
8. **Prompt payment terms:** Net 30 days
- 9a. **Notification that Government purchase cards are accepted at or below the micro-purchase threshold:** Yes
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** will accept over \$2,500
10. **Foreign items (list items by country of origin):** None
- 11a. **Time of Delivery (Contractor insert number of days):** 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 delivery 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 effect a faster delivery:** Contact Contractor
12. **F.O.B Points(s):** Destination
- 13a. **Ordering Address(es):** Same as company address
- 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(es):** MGT of America, Inc. 2123 Center Pointe Blvd. Tallahassee FL 32317
15. **Warranty provision.:** Contractor's standard commercial 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):** None
- 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/.**
Not applicable
- 25. Data Universal Numbering System (DUNS) number:** 02-0967659
- 26. Notification regarding registration in Central Contractor Registration (CCR) database:**
Registered

AWARDED SIN NUMBER

MGT is qualified for SIN 874-1: Consulting Services.

Contractors shall provide expert advice, assistance, guidance or counseling in support of agencies' mission oriented business functions. This may include studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts. Examples of consultation include but are not limited to: strategic, business and action planning; high performance work; process and productivity improvement; systems alignment; leadership systems; organizational assessments; cycle time; performance measures and indicators; program audits, evaluations, and customized training.

COMPANY OVERVIEW

MGT of America, Inc. (MGT) is a national management research and consulting firm with offices across the country. MGT was founded and incorporated in Tallahassee, Florida, in 1974 and Tallahassee remains our corporate headquarters. Our firm's staff exceeds 100 professionals experienced in a wide range of disciplines. For over 30 years, MGT has assisted public sector clients find solutions to the challenges they face. Our clients include state and local governments, school systems, and colleges and universities in 49 states and five foreign countries.

In addition to our employees, MGT enjoys a large network of subcontractor relationships cultivated over 33 years. MGT has strategic alliances with not only some of the nation's leading researchers in their field of expertise, but accomplished practitioners and established national associations and non-profits as well. In the spirit of adhering to subcontracting requirements for small and disadvantaged businesses, MGT will subcontract with the perfect business or person when appropriate. With the high quality of the work demanded by MGT and delivered to the customer, we will work with subcontractors to ensure the best outcome possible for the customer.

MGT has a corporate dedication to excellence which results in highly detailed project work plans, clearly stated objectives and activities, and concise recommendations. As proof that this comprehensive approach works, the majority of our business is generated from repeat clients and client referrals.

At MGT, we specialize in finding solutions to the problems that governments face. With practice areas encompassing state and local government, K-12 public education, higher education, not-for-profit agencies and associations, there are not many issues confronting governments that we haven't addressed before. Whether it's assessing management, organization, and performance; reengineering business processes; developing information technology plans; evaluating compensation and classification structures; creating effective strategic planning processes, or assessing disparity in public sector procurement, our professionals can help.

The mission of MGT is to provide the most creative yet practical solutions to the challenges our clients face in the public sector environment. These solutions help the public and private organizations and institutions with which we work to more effectively and efficiently meet their goals and serve their constituents. We are committed to providing customized models, objective research, creative recommendations, and quality products in a timely manner that respond to each client's unique needs. Our mission goes beyond the ordinary by affirming our organization's commitment to improving the quality of life for the people served by our clients.

Our mission reflects a social conscience that gives added meaning to the quality products and services we provide to our customers. We also see our corporate responsibility as improving the lives of the citizens, employees, students, and others served by the organizations and institutions with which we work. MGT models this philosophy within our own organization by encouraging community involvement, seeking challenging and creative projects, and supporting a cooperative and rewarding work environment for all our employees.

MGT's range of expertise closely matches opportunities provided under GSA's MOBIS. MGT provides management, organizational and business improvement services so that agencies can improve their mission performance, increase customer satisfaction, and transform their operations.

MGT has provided expert advice, assistance, guidance or counseling in support of agencies' management, organizational, and business improvement efforts to over 1,700 customers in the last 33 years. We have provided expert facilitation and decision support services to agencies engaging in collaboration efforts,

working groups, or integrated product, process, or self-directed teams. We understand that agencies bringing together diverse teams and/or groups with common and divergent interests may require a neutral party to assist them. We are able to do all requirements under a facilitation contract, including defining agendas, providing logistical and conference support, conducting difficult meetings and focusing participants on consensus-driven results, recording all discussions and preparing draft and final reports for dissemination.

MGT can provide expert consultation, assistance, and deliverables associated with all aspects of surveying within the context of MOBIS. We have extensive experience in all phases of the survey process, including planning survey designs, determining proper data collection methodology, sampling techniques, database administration, survey pre-testing and administration with everything from paper to web-based solutions, assessment of the reliability and validity of the data, and analyses of survey data and presentation of results in a variety of mediums.

All MGT projects – over 3,000 of them – have provided us with extensive experience in project management. From managing our own contracts and projects, to providing on-site project management and integration support, MGT can add value to the design, development and implementation of any public-purpose project.

LABOR CATEGORIES

MGT of America, Inc.
Contract # GS-10F-0039U

Labor Category	BASE PERIOD				
	2007	2008	2009	2010	2011
All pricing includes 0.75% IFF	Year 1	Year 2	Year 3	Year 4	Year 5
Senior Partner	\$232.75	\$240.78	\$249.09	\$257.68	\$266.57
Partner	\$223.25	\$230.95	\$238.92	\$247.16	\$255.69
Principal	\$204.25	\$211.30	\$218.59	\$226.13	\$233.93
Senior Associate	\$185.25	\$191.64	\$198.25	\$205.09	\$212.17
Senior Consultant	\$161.50	\$167.07	\$172.84	\$178.80	\$184.97
Consultant	\$142.50	\$147.42	\$152.50	\$157.76	\$163.21
Analyst	\$95.00	\$98.28	\$101.67	\$105.18	\$108.80
Researcher	\$61.75	\$63.88	\$66.08	\$68.36	\$70.72
Administrative Support	\$38.00	\$39.31	\$40.67	\$42.07	\$43.52

LABOR DESCRIPTIONS

<p>Senior Partner</p>	<p>A senior partner organizes, plans, and effectively completes assignments without supervision. A senior partner plans and directs projects, initiates marketing efforts, markets the firm, and supervises partners, principals, and staff. A senior partner participates in the management of the firm and may commit the firm’s resources to serve clients. A senior partner has significant direct investments in the firm.</p> <p>Education: Doctorate or equivalent professional experience in area of specialty and must possess technical knowledge in the practice area specialization.</p> <p>Work Experience: Requires 20+ years of consulting experience or equivalent government experience; experience in project management at the Project Manager level; superior communication (written and verbal), organizational, interpersonal, technical, leadership, and marketing skills; a thorough understanding of the financial structure of the firm and detailed knowledge of the specific project planning and management procedures of the practice area.</p>
<p>Partner</p>	<p>A partner organizes, plans, and effectively completes assignments without direct supervision. A partner plans and directs projects, initiates marketing efforts, and participates in marketing the firm. Partners serve on firm-wide committees and supervise principals and project staff. A partner has substantial direct investment in the firm.</p> <p>Education: Doctorate or equivalent professional experience in area of specialty and must possess technical knowledge in the practice area specialization.</p> <p>Work Experience: Requires 15-20 years of consulting experience or equivalent government experience; experience in project management at the Project Manager level; superior communication (written and verbal), organizational, interpersonal, technical, leadership, and marketing skills; a thorough understanding of the financial structure of the firm and detailed knowledge of the specific project planning and management procedures of the practice area.</p>
<p>Principal</p>	<p>A principal organizes, plans, and effectively completes assignments without direct supervision. A principal plans and directs projects, supervises project staff, initiates marketing efforts, and participates in marketing the firm. A principal has minimal direct investment in the firm.</p> <p>Education: Doctorate or equivalent professional experience in area of specialty and must possess technical knowledge in the practice area specialization.</p> <p>Work Experience: Requires 10-15 years of consulting experience or equivalent government experience; experience in project management at the Project Manager level; superior communication (written and verbal), organizational, interpersonal, technical, leadership, and marketing skills; a thorough understanding of the financial structure of the firm and detailed knowledge of the specific project planning and management procedures of the practice area.</p>
<p>Senior Associate</p>	<p>A senior associate organizes, plans, and effectively completes assignments with some supervision by a principal, partner or senior partner. A senior associate</p>

	<p>plans and directs projects, supervises project staff, initiates marketing efforts, and participates in marketing the firm.</p> <p>Education: Doctorate or equivalent professional experience in area of specialty and must possess technical knowledge in the practice area specialization.</p> <p>Work Experience: Requires 10-15 years of consulting experience or equivalent government experience; experience in project management at the Project Manager level; superior communication (written and verbal), organizational, interpersonal, technical, leadership, and marketing skills; a basic understanding of the financial structure of the firm and detailed knowledge of the specific project planning and management procedures of the practice area.</p>
Senior Consultant	<p>A senior consultant organizes, plans, and effectively completes assignments with some supervision by a senior associate, principal, partner or senior partner. A senior consultant plans and directs projects, supervises project staff, and participates in marketing the firm.</p> <p>Education: Doctorate or equivalent professional experience in area of specialty and must possess technical knowledge in the practice area specialization.</p> <p>Work Experience: Requires at least ten years of consulting experience or equivalent government experience; experience in project management at the Project Manager level; superior communication (written and verbal), organizational, interpersonal, technical, leadership, and marketing skills; a basic understanding of the financial structure of the firm and detailed knowledge of the specific project planning and management procedures of the practice area.</p>
Consultant	<p>A consultant assists project directors in supervising lower level staff in assembling and preparing of information, conducting work tasks, and directing research activities. A consultant is responsible for training and supervising lower level staff, managing research activities, reviewing and assisting in the writing of reports and proposals.</p> <p>Education: Graduation from an accredited college or university; preference for a graduate level degree in a subject area pertinent to the consulting assignments.</p> <p>Work Experience: Four years of experience in research or management related work. A Master's Degree may be substituted for one year and a Doctorate for two years.</p>
Analyst	<p>An analyst performs research duties, gathers information, and prepares reports. The analyst is responsible for gathering information or data, analyzing the data and information, and assisting in the preparation of reports relative to specific projects.</p> <p>Education: Graduation from an accredited college or university with preferred degree in such fields as business, education, computers, health, liberal arts, mathematics, or closely related fields.</p> <p>Work Experience: Requires two years of experience in research or management related work. Master's degree may be substituted for one year experience and a doctorate may be substituted for two years experience.</p>

Researcher	<p>A researcher gathers information and data. The researcher is responsible for gathering, compiling, and preparing information or data for specific projects.</p> <p>Education: Bachelors degree from an accredited college or university with a preferred degree in such fields as business, computers, education, liberal arts, mathematics or a closely related field.</p> <p>Work Experience: One year and up to and including two years in research or management related work preferred</p>
Administrative Support	<p>Administrative support includes office assistants and word processors. They provide experienced clerical support for the entire office staff. They are responsible for word processing reports and other documents, report production, answering the telephone, and other office duties.</p> <p>Education: High school, GED, or specialized vocational training in word processing and general office procedures.</p> <p>Work Experience: Requires over three months and up to and including six months</p>