

**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.



SCHEDULE NUMBER **874**

SCHEDULE NAME **MISSION ORIENTED BUSINESS INTEGRATED SERVICES
(MOBIS)**

SIN(S): 874-1, 874-1RC, 874-2, 874-2RC, 874-6, 874-6RC, 874-7 &
874-7RC

CONTRACT NUMBER: GS-10F-0055W

CONTRACT PERIOD: DECEMBER 5, 2009 - DECEMBER 4, 2014

CONTRACTOR: ENTERPRISE SOLUTIONS GROUP, INC.
11 WARREN RD., SUITE 13A
COCKEYSVILLE, MD 21030

Point of Contact: Savas Karas
e-mail: savas.karas@enterprisesolutionsgroup.com
Tel: 410-628-4800 ext. 117
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Web: www.enterprisesolutionsgroup.com

Business Size: Small Business Concern

About the Company:

Enterprise Solutions Group, Inc. solves business problems through the implementation of real world solutions. We accomplish this by leveraging a variety of skills and expertise developed through years of experience. Our collective experience across many industries allows us to pull from a wealth of resources in solving your organization's challenges. Today, ESG is at the forefront in helping clients improve and integrate business processes and systems while reducing costs and mitigating business risks. By bringing together the best consultants and technologists, we help clients flourish in this changing world: we are their partners in success!

CUSTOMER INFORMATION

1a	Awarded SIN:	874-1, 874-1RC, 874-2, 874-2RC, 874-6, 874-6RC, 874-7 & 874-7RC
1b	Lowest Priced Item	
2	Maximum Order:	All SINS:: \$1,000,000
3	Minimum Order:	All SINS: \$100
4	Scope of Delivery:	CONUS, Alaska, Hawaii, Puerto Rico, Virgin Islands, Guam, Europe, Asia, Australia, Africa, North America, South America, Antarctica
5	Point of Production:	Cockeysville, MD
6	Discounts:	See attached price list. Prices shown are net of discount.
7	Volume Discounts:	None
8	Prompt Payment:	None – Net 30 Days
9a	Government Purchase Cards	Government Purchase Cards must be accepted at or below the micro-purchase threshold.
9b		Contract will not accept the Government Commercial Credit Card above the micro-purchase threshold, with no additional discount extended to the government for its use.
10	Foreign Items:	None
11	Delivery Time:	
	a. Normal:	As agreed upon with ordering activity.
	b. Expedited	As agreed upon with ordering activity.
	c. Overnight & 2-day delivery	As agreed upon with ordering activity.
	d. Urgent Requirements	As agreed upon with ordering activity.
12	FOB:	Destination
13	Ordering Address:	11 Warren Rd., Suite 13A Cockeysville, MD 21030
	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:	11 Warren Rd., Suite 13A Cockeysville, MD 21030
15	Warranty:	Standard Commercial Warranty
16	Export packing charges, if applicable:	N/A
17	Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):	N/A
18	Terms and conditions of rental, maintenance, and repair (if applicable):	N/A

- 19 **Terms and conditions of installation (if applicable).** N/A
- 20 **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable).** N/A
- 20a **Terms and conditions for any other services (if applicable).** N/A
- 21 **List of service and distribution points (if applicable):** N/A
- 22 **List of participating dealers (if applicable):** N/A
- 23 **Preventive maintenance (if applicable):** N/A
- 24a **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** N/A
- 24b **Section 508 Compliance for EIT:** N/A
- 25 **DUNS Number:** 091198577
- 26 **CCR Registration:** Yes (Cage: 5GND3)

See Pricing on Next Page



Labor Rates

Labor Category	Hourly Rate (including IFF)
Business Analyst	\$ 162.22
Program Manager	\$ 231.74
Project Manager	\$ 209.03
Subject Matter Expert	\$ 257.69

Labor Category Descriptions

BUSINESS ANALYST

Minimum/General Experience: Bachelor's Degree from an accredited college or university in Economics, Business, Accounting, Finance, or related discipline.

Functional Responsibility: Provides business management planning and execution support. Applies their strong analytical and technical skills to assist in implementing business solutions. Demonstrates knowledge of theories, principles, and practices of business management, including: time value analyses, cash flow analyses, cost/benefit and ROI analyses; is also able to conduct other complex operational analyses. Provides expertise and support in conducting a full range of investment analyses activities, including: market surveys, cost analyses, benefits and economic analyses, risk analyses, requirements definitions, schedule development, and tradeoff studies. Classifies and summarizes business and financial data for the preparation and submission of reports on a recurring basis.

Minimum Education: At least five (5) years of experience as an analyst or demonstrating proven experience in analyst type functions in a business-related subject area; at least three (3) years included in these five (5) years must be in business or financial management experience in analyzing entity accounting, budgeting, auditing or related tasks.

PROGRAM MANAGER

Minimum/General Experience: At least 10 years experience in related programs and projects, with at least six (6) of these years in supervision or oversight; and at least two (2) of these years as a Program Manager on projects that were delivered on time, under or on budget, and that delivered promised business value.

Functional Responsibility: The Program Manager is responsible for the overall contract and serves as the single point of contact for Enterprise Solutions Group, Inc. (ESG) with the client regarding the contract; performs overall management for contract support operations; organizes, directs, and coordinates the planning and

production of all contract activities, projects, and support activities- including subcontractors. Oversees the development of or develops work breakdown structures, charts, tables, graphs, major milestone calendars, and diagrams to assist in analyzing problems and in making recommendations. The Program Director must also demonstrate excellent written and verbal communication skills; and must establish and, if necessary, alters corporate management structure relative to direct effective and efficient contract support activities. The Program Manager will be capable of negotiating and making binding decisions on behalf of ESG.

Minimum Education: Master's Degree from an accredited college or university in Accounting, Business Administration, Economics, Finance, Information Systems or other related discipline.

PROJECT MANAGER

Minimum/General Experience: At least eight (8) years experience in related programs and projects, with at least two (2) of these years having been a Project Manager with a demonstrated leadership role in projects that were delivered on time; under or on budget; and delivered the promised business value.

Functional Responsibility: The Project Manager is assigned the day-to-day and week-to-week management of a specific project and the work as described and assigned under a specific Task Order; identifies issues and risks and recommends possible issue and risk mitigation strategies associated with the project. The Project Manager is also responsible for ensuring that all of the work performed under a particular Statement of Work (SOW) are within scope, consistent with requirements, and delivered both on time and on budget; may provide solutions to improve efficiency; monitors important and relevant issues and resolutions as part of day-to-day, week-to-week, and as necessary, status reports. The Project Manager will also demonstrate excellent writing and oral communication skills.

Minimum Education: Bachelor's Degree from an accredited college or university in Accounting, Business Administration, Economics, Finance, Information Systems, or other related discipline

SENIOR SUBJECT MATTER EXPERT

Minimum/General Experience: At least 10 years of relevant industry or subject matter expertise and experience in the discipline required of the client and the client's project objective(s).

Functional Responsibility: Expertise related to a specific discipline as required by the client, such as (but not inclusive): healthcare; education; social services; human resources; local, state and/or federal government; Business; Business process re-engineering; Economics; Accounting; training; and Information Systems (both software and hardware). Demonstrated and documented expertise in the formulation of specifications and in the execution of technical initiatives, strategies, and solutions relative to the project's subject matter and in accomplishing the stated goals of the project's mission. Is able to define requirements; perform analyses; develop plans; apply and implement best practice and alternative solutions; risk mitigation strategies; and action plans.

Minimum Education: Bachelor's Degree from an accredited college or university in the specific discipline required by the client and relative to the specific project's subject matter (a Master's Degree will be preferred).