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! ® is: GSAAdvantage.gov.

Schedule Title: Professional Services Schedule (PPS)

Standard Industrial Group: 00CORP

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

Contract # GS-10F-0055W

Contract Period: December 5, 2014 – December 4, 2019

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Enterprise Solutions Group, Inc.
111 Warren Road, Suite 13 A
Cockeysville, Md. 21030-4931
Phone: (410) 628-4800
Fax: (410) 628-1950
http://www.EnterpriseSolutionsGroup.com
Contractor Administrator: Savas Karas
Email: Savas.Karas@EnterpriseSolutionsGroup.com
Corporate Overview:

Founded in 1994, Enterprise Solutions Group, Inc. (ESG) is a business solutions company, headquartered in Cockeysville, MD. ESG’s results-oriented professionals, ranging from Certified Public Accountants, to Certified Managerial Accountants, to C-level executives, to attorneys, provide excellence through understanding business needs and developing practical solutions to management and technology needs. A boutique consulting firm with global clients, ESG has provided consulting services to organizations and governments around the globe. ESG has demonstrable experience with assisting organizations transform their business practices, technology, and staff.

Focused on the issues affecting businesses today, ESG utilizes the integration of business process reengineering techniques and information technology optimization to improve organizational performance. ESG collaborates with stakeholders to evaluate business processes and identify improvements to streamline operations. ESG is an expert in seamlessly integrating workflow technologies into large, complex organizations to enable the most efficient business process operations possible. ESG uses this integrated process and technology approach to resolve complex business, customer service and compliance issues.

ESG assists organizations in meeting their mission statement in the most cost effective and timely manner possible. ESG has extensive experience assisting organizations effectively deploy new corporate strategies throughout the organization, and maximizing the speed, responsiveness, and flexibility of operations. ESG uses technical expertise, practical applications and best-of-breed solutions to meet changing consumer, economic and technical demands.

Recognized as one of the “consulting firms of distinction”, Enterprise Solutions Group brings international experience to local projects. Comprised of five integrated practices, ESG offers its clients business process, information technology, financial analysis, project management, and legal and compliance solutions. ESG is proud to provide clients with proven solutions to meet the challenges of their industry, to navigate organizational change, and to solve problems through subject matter expertise, leadership and innovative thinking.

CUSTOMER INFORMATION:

1. Table of awarded special item number(s) (SIN): 874-1, 874-1RC, 874-6, 874-6RC, 874-7 & 874-7RC

2. Business Size: Small

3. Description of all corresponding commercial job titles, experience, functional responsibility and education for all employees or subcontractors who perform services.
<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Definition</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1 Business Analyst</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>2 Program Manager</strong></td>
<td>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</td>
</tr>
</tbody>
</table>
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.

### 3 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

### 4 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).

4. Maximum order: $1,000,000.00

5. Minimum order: $100.00


7. Point(s) of production (city, county, and State or foreign county): Cockeysville, Baltimore County, Maryland 21030-4931.

8. Discount from list prices or statement of net price: GSA prices are NET prices.

9. Quantity discounts: None offered.

10. Prompt payment terms: None.

11. (a) Notification whether Government purchase cards are accepted or not accepted at or below the micro-purchase threshold: Accepted.

11. (b) Notification whether Government purchase cards are accepted or not accepted above the micro purchase threshold: Accepted.

12. Foreign items (list items by country or origin): N/A

13. (a) Time of delivery: Delivery time to be specified on individual Delivery/Task Orders.

13. (b) Expedited delivery: Contact Contractor.

13. (c) Overnight and 2-day delivery: Contact Contractor.

13. (d) Urgent Requirements: In accordance with I-FSS-140-B URGENT REQUIREMENTS (Jan 1994), when the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3
workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract. Agencies may also contact the contractor’s representative to affect a faster delivery.

14. F.O.B. point(s): Origin

15. (a) Ordering address: Enterprise Solutions Group, Inc.
111 Warren Road, Suite 13A
Cockeysville, Md. 21030-4931

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

16. Payment address: Enterprise Solutions Group, Inc.
111 Warren Road, Suite 13A
Cockeysville, Md. 21030-4931

17. Warranty provision: N/A

18. Export packing charges, if applicable: N/A

19. Terms and conditions of Government purchase care acceptance (any thresholds above the micro-purchase level): Contact contractor.

20. Terms and conditions of rental, maintenance, and repair (if applicable): N/A

21. Terms and conditions of installation (if application): N/A

22. (a) Terms and conditions of repair parts indicating date of parts price lists and any discounts for list prices (if applicable): N/A

22. (b) Terms and conditions for any other services (if applicable): N/A

23. List of service and distribution points (if applicable): N/A

24. List of participating dealers (if applicable): N/A

25. Preventive maintenance (if applicable): N/A

26. (a) Special attributes such as environmental attributes (e.g., recycled content, energy efficiency and/or reduced pollutants): N/A
26. (b) 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/

27. Data Universal Number System (DUNS) number: 09-1198577

28. SAM Registration is current and active through: April 18, 2018

GSA Schedule Price List

Prices are shown by labor category and the pertaining contract period.

<table>
<thead>
<tr>
<th>Labor Category Number and Title</th>
<th>Hourly Rates with Industrial Funding Fee (IFF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Business Analyst</td>
<td>$162.22</td>
</tr>
<tr>
<td>2 Program Manager</td>
<td>$231.74</td>
</tr>
<tr>
<td>3 Project Manager</td>
<td>$209.03</td>
</tr>
<tr>
<td>4 Subject Matter Expert</td>
<td>$257.69</td>
</tr>
</tbody>
</table>

“The Service Contract Act (SCA) is applicable to this contract and as it applies to the entire 00CORP – 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 29CRF 5413.300), 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 applicable wage determination (WD) number. Failure to do so may result in cancellation of the contract.”