



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 for GSA Advantage! is: GSAAdvantage.gov.

Schedule Title: Mission Oriented Business Integrated Services (MOBIS)
FSC Group, Part, and Section or Standard Industrial Group (as applicable):
FSC Class(es)/Product code(s) and/or Service Codes (as applicable):

Contract number: GS-10F-0070L

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

Contract period: December 1, 2000 through November 30, 2015

Shipleys Associates, Inc.

**532 North 900 West
Kaysville, UT 84037
888-772-WINS (9467)
801-544-9787 phone
801-544-9152 fax**

Business size: Large

CUSTOMER INFORMATION

- 1a. Awarded special item numbers:
 - 874-1/-RC Integrated Consulting Services
 - 874-4/4RC Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration, Learning Management, Internships
 - 874-5/5RC Ancillary Supplies and/or Services
 - 874-6/6RC Acquisition Management Support
 - 874-7/7RC Integrated Business Program Support Services
- 1b. Lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. All products contained herein are at the lowest price offered.
- 1c. Hourly rates and descriptions of categories are listed on page:
 2. Maximum order. \$1,000,000
 3. Minimum order. \$100.00
 4. Geographic coverage (delivery area). International. All prices are FOB destination for CONUS orders. Orders outside CONUS will be shipped at the agency's expense.
 5. Point of production (city, county, and State or foreign country). N/A
 6. Discount from list prices or statement of net price. Prices shown herein are net (discount deducted).
 7. Quantity discounts. As stated for each SIN
 8. Prompt payment terms. No additional discounts for prompt payment.
 - 9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold.
 - 9b. Government purchase cards are accepted above the micro-purchase threshold.
 10. Foreign items (list items by country of origin). None
 - 11a. Time of delivery. (Contractor insert number of days.) Specific timing determined by ordering agency.
 - 11b. Expedited Delivery. Specific timing determined by ordering agency.
 - 11c. Overnight and 2-day delivery. N/A
 - 11d. Urgent Requirements. Specific timing determined by ordering agency.
 12. F.O.B. point: N/A
 - 13a. Ordering address. Shipley Associates, 532 North 900 West, Kaysville, UT 84037
 - 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.
 14. Payment address. Shipley Associates, 532 North 900 West, Kaysville, UT 84037
 15. Warranty provision: Standard Commercial
 16. Export packing charges, if applicable: Actual costs
 17. Government purchase cards are accepted.
 18. through 25. N/A
 25. Data Universal Number System (DUNS) number. 96-966-8219

26. Notification regarding registration in Central Contractor Registration (CCR) database.
Registered as Shipley Business Development Services, Inc.
27. Uncompensated Overtime is not used at Shipley Associates.

CORPORATE INFORMATION

Shiplely Associates Management, Organizational, and Business Improvement Services (MOBIS) integrates training and consulting services to ensure success for today's acquisitions and establishes the infrastructure necessary for long-term success.

- Established in 1972 with more than 200 associates and consultants worldwide
- Privately owned. Headquarters in Kaysville, UT, with international licensees

GENERAL INFORMATION

SIN 874-1/1RC Integrated Consulting Services

Shiplely Associates has advised and led thousands of Government and industry professionals in creating Requests for Proposals (RFPs), responding to RFPs, and evaluating proposal responses. Through MOBIS, Federal agencies are able to draw on Shiplely's 40 plus years of combined Government buyers and industry sellers perspectives to obtain objective, practical acquisition system consulting and training services. Shiplely's process consulting can assist GSA's customers in adopting commercial best practices to their acquisition streamlining efforts. We can help align processes and programs with the latest Federal procurement initiatives, including:

- Best-value and performance-based contracting
- Past performance/past experience evaluation
- Electronic media RFP and proposal implementations
- Procurement Integrity Act constraints
- Integrated Product Development and Integrated Product Team application
- Integrated Master Plan and Integrated Master Schedule implementation
- Risk assessment and quality management

SIN 874-4/4RC Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration, Learning Management, Internships

Shiplely provides both off-the-shelf and customized off-the-shelf (tailored) professional development and acquisition program training. Over the past three decades, our instructors have trained thousands of Government and industry personnel in all phases of professional development and acquisition program management, and strategic proposal development.

Leaders need to be highly adaptive in today's rapidly changing and increasingly diverse workplace. Adaptive Leadership, Project Excellence, Team Building, and Change

Leadership are just a few of the training workshops that teach skills, techniques, and motivation for higher levels of performance.

Through specialized training and coaching, personnel and organizations achieve real performance improvement, better leadership abilities, and improved teamwork culture. Personnel are better equipped to meet higher expectations for team effectiveness, productivity, and leadership. Shipley training gives Government personnel insight into best practices used to develop interpersonal and team skills and to support commercial proposals for Federal acquisitions. Standard training courses tailored for Government personnel are:

- Capturing Federal Business
- Winning Executive Summaries
- Managing Federal Proposals
- Managing Federal Proposals/Writing Federal Proposals Combination
- Managing Color Team Reviews
- Winning in the Cost Volume
- Winning Through Oral Proposals
- Writing Federal Proposals
- Business/Technical Writing
- Business/Technical Presentations
- Writing Effective RFPs
- Price to Win

SIN 874-5/5RC Ancillary Supplies and/or Services

Training manuals, workbooks, guides, tools, and templates are complimentary when we deliver consulting training. Our award-winning *Proposal Guide* and our *Capture Guide* give Government users a reference for best practices for RFP proposal document preparation.

Shipley's experience spans the production of custom (tailored) manuals for applying best-in-industry and government practices in acquisition process. Shipley's keen understanding of existing internal processes is with best-in-practice to streamline internal procedures, adding efficiency to your operations.

SIN 874-6/6RC Acquisition Management Support

Shipley offers GSA MOBIS contract users a full range of both OMB A-76 Study and Public-Private comp support. For over a decade, Shipley has accumulated an unparalleled record of successfully helping Government agencies and military organizations win Public-Private workload competitions.

874-7/7RC Integrated Business Program Support Services

Shipley's best expertise is in acquisition management and program/process integration. We offer the Government comprehensive lists of services in management and integration of

Government programs and project management. Shipley personnel include former Government and/or industry leaders and managers with many years of experience leading Government acquisitions. Many of these people helped define initiatives in Government that are important competitive acquisition policies and procedures today. Shipley support services include:

- Program Management
- Program Integration
- Program Scheduling
- Project Management
- Program Oversight/Documentation

Service Contract Act Statement

Shipley Business Development Services, Inc. (D.B.A.) Shipley Associates acknowledges that the Service Contract Act (SCA) is applicable to this contract as it applies to the entire MOBIS Schedule and all services provided. While no specific SCA labor categories have been identified, this contract still maintains the provisions and protections for SCA eligible labor categories and the Contractor will ensure that all employees that fall under the provisions of the SCA will be compensated in accordance with the applicable wage determination(s) for the location(s) in which work is performed. 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 the applicable wage determination number. Failure to do so may result in cancellation of the contract.

PRICING

SIN 874-1/1RC, 874-6/6RC, and 874-7/7RC, Integrated Consulting Services; Acquisition Management Support; Integrated Business Program Support Services (Labor Categories effective for all SINs)

Labor Category	Quantity/ Volume	GSA Pricing (note 1)
Senior Process Designer	Minimum \$100 per consulting order	\$196.50
Senior Executive		\$185.00
Senior Consultant		\$166.00
Process Designer		\$157.00
Systems Designer Development Specialist		\$117.50
Process Document Specialist		\$92.50
Technical Consultant		\$133.00
Administrative Consultant		\$90.00
Capture Manager/ Senior Proposal Manager/ Senior Strategist		\$177.00
Proposal Manager/Deputy Proposal Manager		\$157.00
Subject Matter Expert (IMP/IMS, Cost, Risk, etc.)		\$157.00
Orals Coaching/ Presentations Coach		\$157.00
Volume Manager/Book Boss		\$132.00
Proposal Writer (Section Lead)		\$133.00
Proposal Coordinator		\$113.00
Document Bursting Specialist (note 4)		\$114.00
Editor/Desktop Publisher		\$89.00
Graphic Illustrator		\$89.00
Graphic Specialist	\$89.00	

SIN 874-4/4RC, Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration, Learning Management, Internships

Course Title	GSA Pricing	Unit of Issue
Capturing Federal Business	\$12,087.00	2 day
	\$13,954.00	3 day
Winning Executive Summaries	\$5,554.00	1 day
Managing Federal Proposals	\$12,087.00	2 day
Managing Federal Proposals/Writing Federal Proposals Combination	\$16,287.00	4 day
	\$20,021.00	5 day
Managing Color Team Reviews	\$10,687.00	2 day
Winning in the Cost Volume	\$10,687.00	2 day
	\$12,554.00	3 day
Winning Through Oral Proposals	\$10,687.00	2 day
Writing Federal Proposals	\$10,687.00	2 day
Business/Technical Writing	\$4,750.00	1 day
	\$6,750.00	2 day
Business/Technical Presentations	\$4,750.00	1 day
	\$6,750.00	2 day
Writing Effective RFPs	\$3,193.00	1 day
	\$6,386.00	2 day
Price to Win	\$12,555.00	2 day

SIN 874-5/5RC, Support Products

Commercial Item	GSA Pricing	Unit of Issue
Proposal Guide	\$74.95	copy
Business Development-Capability Maturity Model	\$56.95	copy
Capture Guide	\$127.95	copy
Proposal Guide/Capture Guide Bundle	\$166.60	bundle

Notes:

1. A 20% premium is added for consulting categories requiring special access clearances (does not apply to training services)
2. Training rates are for up to 20 participants per workshop, unless otherwise noted, and includes materials for each participant.
3. Workshops are conducted during normal working days and hours. Premiums are added for:
 - \$1,000 per workshop delivered on Saturday or Sunday
 - \$500 per day if workshop is designed to be longer than 8 hours per day
 - \$1,500 per workshop requiring international travel
4. Document bursting requires scoping of assignment to provide realistic costing due to complexity of documents and desired deliverables.
5. Client will pay actual and reasonable travel costs and materials shipping costs in addition to prices listed.