



GENERAL SERVICES ADMINISTRATION  
AUTHORIZED FEDERAL SUPPLY SERVICE SCHEDULE/PRICELIST  
*MISSION ORIENTED BUSINESS INTEGRATED SERVICES  
(MOBIS)*

FSC GROUP 87, CLASS 874

<u>Special Item Number</u>	<u>Services</u>
874-1 & 874-1RC	Integrated Consulting Services
874-6 & 874-6RC	Acquisition Management Support

Contractor:

EDO PROFESSIONAL SERVICES, INC.  
12975 WORLDGATE DRIVE  
HERNDON, VA 20170-6008

Business Size: Large

Cage Code: 1F9R6

(719) 637-5720 FAX (719) 637-4109  
Email: [bryan.campbell@exelisinc.com](mailto:bryan.campbell@exelisinc.com)  
Web Address: <http://www.exelisinc.com>

Contract Number: GS-10F-0081K  
Supplement Number: 013

Contract Period: *January 1, 2000 through December 31, 2019  
Through Modification PA0027 dated 1-22-15*



Products and ordering information in this Authorized FSS Schedule/Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal Supply Service's Home Page via the Internet at <http://www.fss.gsa.gov/>.

## TABLE OF CONTENTS

ABOUT EDO PROFESSIONAL SERVICES, INC. .... 3

SECTION 1 CUSTOMER INFORMATION ..... 5

SECTION 2 ADDITIONAL TERMS AND CONDITIONS..... 8

SECTION 3 DESCRIPTION OF SERVICES ..... 12

SECTION 4 LABOR CATEGORY DESCRIPTIONS..... 13

SECTION 5 PRICELIST ..... 18

SECTION 6 BRANCH OFFICE LOCATIONS..... 19

Revision	Date of Revision	Reason for Change
1	08-20-2003	Change in Rates for IFF Adjustment
2	12-08-2004	Company Name Change
3	12-14-2004	Option Extension Exercised
4	12-29-2004	Added Labor Categories
5	01-27-2010	Option Extension Exercised
6	06-10-2011	Relocation
7	10-31-2011	Change of Parent Company
8	05-11-2012	Change of EDO Point of Contact
9	07-29-2014	Update/Remove SINs 874-2 and 872-3
10	12-16-2014	Update Labor Category Descriptions
11	01-06-2015	Update Min Order New Date
12	01-22-2015	Update DUNS
13	02-03-2015	Update Per Mod 23 – GSA Email

## ABOUT EDO PROFESSIONAL SERVICES, INC.

EDO Professional Services, Inc., (EDO), formerly Advanced Engineering & Research Associates, Inc., (AERA), provides high quality technical solutions that save our Government and commercial customers time and money. Founded in 1988, EDO is now a nationwide technology company with core competencies in Systems Engineering, Acquisition Logistics, Interactive Multimedia, Information Technology, and Facilities Engineering. Through our commitment to excellence, EDO has gained national recognition in propulsion engineering, Interactive Electronic Technical Manuals (IETMs), Computer-Based Training (CBT), and Digital Storage Systems. On December 27, 2007 EDO Corporation, our parent company, was acquired by ITT Corporation. On October 31, 2011, ITT Corporation ("ITT") executed a tax-free spin-off that separated ITT into three independent, publicly-traded companies (the "Transaction"). The three new stand-alone companies are: (1) Exelis Inc., doing business as "ITT Exelis" – formerly ITT's Defense & Information Solutions business; (2) Xylem Inc. – formerly ITT's RCM, Water and Wastewater and Flow Control businesses; and (3) ITT Corporation – continuing as a diversified global manufacturer of highly engineered industrial products and solutions. Our new parent company is Exelis Inc.

EDO grew from five professionals in 1988 to nearly 700 employees in 2005. Along the way, our reputation has grown as well. We're known for our high-quality high-tech solutions... a fresh and innovative approach to solving problems... quality, reliability, and customer service... and value with a genuine responsiveness to customer needs. To earn that reputation, we've focused on ensuring that we have the right people and technology to guarantee customer satisfaction. Perhaps that's why our customers forge long-term partnerships with us. In fact, more than 80% of our business is from repeat customers.

EDO used the DELTEK accounting system that was developed specifically for Government contracting. Our system was first approved by DCAA on December 18, 1992. DCAA has completed incurred cost audits through calendar year 2006. EDO is went under the ITT Disclosure in 2010, and the accounting system of JAMIS is now used.

EDO was organized by core competency into three business units: Interactive Multimedia, Systems Engineering (including Acquisition Logistics), and Information Technology (including Facilities Engineering), and although integrated within Exelis Inc. continues to provide these core competencies.

**Systems Engineering/Acquisition Logistics.** EDO has the most extensive capabilities in marine and aviation propulsion and auxiliary systems available including Reliability and Maintainability (R&M) support, technical manual development, test and evaluation and specifications development. EDO's logistics management and engineering expertise range through procurement, 5000.1-2 documentation, resource analysis, economic impacts/total ownership costs, NDI/COTS integration, and environmental analysis.

**Interactive Multimedia.** EDO's supports both commercial and Government clients in the design, development and implementation of high-end Computer Based Training (CBT) and Electronic Performance Support Systems (EPSS). This interactive multimedia has helped our clients to reduce the cost of training while increasing productivity and performance.

***Information Technology and Facilities Engineering.*** EDO provides complete design, development and operational support for Internet systems, LAN/WAN, document management systems and digital storage systems. We offer a smooth, risk-free migration path to open system computing while delivering enterprise-wide computing in a distributed environment that protects your investments in existing hardware and software. EDO helps large pharmaceutical plants and manufacturing facilities access information more efficiently and economically. Our solutions help reduce the time to market by ensuring that everyone in your facility has easy and immediate access to critical facilities information.

## SECTION 1 CUSTOMER INFORMATION

### 1. SPECIAL ITEM NUMBERS (SINs)

This Contract covers the following special item numbers, as fully described in Section 3 of this Schedule/Pricelist:

*874-1 Integrated Consulting Services*  
*874-6 Acquisition Management Support*

*LABOR CATEGORIES* available for each SIN are listed and described in Section 4 of this Schedule/Pricelist.

*PRICES* for each labor category by contract year are listed in Section 5 of this Schedule/Pricelist.

Lowest price model. Not Applicable

2. **MAXIMUM ORDER.** The maximum dollar value of any order placed under this Schedule/Pricelist is \$1,000,000. Requirements that exceed this amount may be processed in accordance with I-FSS-125 (see Section 2).

3. **MINIMUM ORDER.** The minimum dollar value of any order placed under this Schedule/Pricelist is \$100.

4. **GEOGRAPHIC SCOPE OF CONTRACT.** The geographic scope of this contract is the 48 contiguous states, the District of Columbia, Alaska, Hawaii and the Commonwealth of Puerto Rico. The geographic scope is the same for all items offered under this Schedule/Pricelist.

5. **POINTS OF PRODUCTION.** Services under this Schedule/Pricelist are available at any EDO office listed in Section 6, at client site within thirty (30) miles of any EDO office, or at any client location within the geographic scope on a TDY basis.

6. **DISCOUNTS FROM LIST PRICES.** EDO may negotiate discounts on orders that exceed the maximum order value.

7. **QUANTITY DISCOUNTS.** EDO may negotiate discounts on orders that exceed the maximum order value and exceed a twelve (12) month performance period.

8. **PROMPT PAYMENT TERMS.** EDO's terms are net 30 days.

9. **ACCEPTANCE OF GOVERNMENT PURCHASE CARDS.**

- a. EDO will accept Government purchase cards for orders below the micropurchase threshold (\$2,500).
- b. EDO may accept purchase cards for orders that exceed the micropurchase threshold.

10. **FOREIGN ITEMS.** None.

11. **DELIVERY INFORMATION**

- a. Time of delivery: Per individual order.
- b. Expedited delivery: Not applicable.
- c. Overnight and 2-day delivery: Not applicable.
- d. Urgent Requirements: Not applicable.

12. **F.O.B. POINTS.** Destination

13. **ORDERING ADDRESS.**

Orders should be addressed to:

EDO Professional Services, Inc.  
c/o Exelis Inc.  
4450 E. Fountain Blvd,  
Colorado Springs, CO 80916  
Attention: GSA MOBIS Contract Administrator

14. **PAYMENT ADDRESS.**

EXELIS INC  
AR IS DIVISION  
27126 Network Place  
Chicago, IL 60673-1271

15. **WARRANTY PROVISION.** Per individual order.

16. **EXPORT PACKING CHARGES.** Not applicable.

17. **TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE.** EDO will negotiate acceptance of Government purchase cards for orders that exceed the micropurchase threshold on a delivery order basis.

18. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR.** Not applicable.

19. **TERMS AND CONDITIONS OF INSTALLATION.** Not applicable.

20. **TERMS AND CONDITIONS OF REPAIR PARTS.** Not applicable.

- 20a. **TERMS AND CONDITIONS FOR ANY OTHER SERVICES.** Per individual order.
- 21. **LIST OF SERVICE AND DISTRIBUTION POINTS.** Not applicable.
- 22. **LIST OF PARTICIPATING DEALERS.** Not applicable.
- 23. **PREVENTIVE MAINTENANCE.** Not applicable.
- 24. **ENVIRONMENTAL ATTRIBUTES.** Not applicable.
- 25. **DATA UNIVERSAL NUMBER SYSTEM (DUNS) NUMBER.** 36-443-3839
- 26. **SAM.gov REGISTRATION DATABASE.** EDO is registered in this database.
- 27. **FINAL PRICING.** The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

## **SECTION 2 ADDITIONAL TERMS AND CONDITIONS**

1. **TYPES OF ORDERS.** Both Firm Fixed Price orders and Labor Hour Task orders (Time and Material) may be placed under this Schedule/Pricelist.

2. **F.O.B. POINT.** Destination.

3. **OTHER DIRECT COSTS (ODCs).** EDO charges for ODCs such as direct materials, reproduction, long distance telephone, postage/overnight delivery, computer usage time, and travel. Travel costs will be charged in accordance with the Federal Travel Regulations (FTR). DCAA-approved G&A rate applies to all ODCs.

Computer time is included in the labor rates and will not be billed separately.

4. **INDUSTRIAL FUNDING FEE.** The Industrial Funding Fee is included in the rates shown in Section 5 below.

5. **REQUIREMENTS EXCEEDING THE MAXIMUM ORDER (I-FSS-125 OCT 1997).**

(a) In accordance with FAR 8.404, before placing an order that exceeds the maximum order threshold, ordering offices shall—

(1) Based upon the initial evaluation, generally seek price reductions from the schedule contractor(s) appearing to provide the best value (considering price and other factors); and

(2) After price reductions have been sought, place the order with the schedule contractor that provides the best value and results in the lowest overall cost alternative (see FAR 8.404(a)). If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

(b) Vendors may:

(1) offer a new lower price for this requirement (the Price Reduction clause is not applicable to orders placed over the maximum order in 52.216-19, Order Limitations).

(2) offer the lowest price available under the contract; or

(3) decline the order (orders must be returned in accordance with 52.216-19).

(c) A delivery order that exceeds the maximum order may be placed with the Contractor selected in accordance with FAR 8.404. The order will be placed under the contract.

(d) Sales for orders that exceed the Maximum Order shall be reported in accordance with GSAR 552.238-72.

6. **ORDERING PROCEDURES FOR SERVICES**

FAR 8.402 contemplates that GSA may occasionally find it necessary to establish special ordering procedures for individual Federal Supply Schedules or for some Special Item Numbers (SINs) within a Schedule. GSA has established special ordering procedures for services that are priced on Schedule at hourly rates. These special ordering procedures take precedence over the procedures in FAR 8.404.

The GSA has determined that the rates for services contained in the contractor's price list applicable to this schedule are fair and reasonable. However, the ordering office using this contract is responsible for considering the level of effort and mix of labor proposed to perform specific task being ordered and for making a determination that the total firm-fixed price or ceiling price is fair and reasonable.

When ordering services, ordering offices shall –

*I. Prepare a Request for Quotes*

A. A performance-based statement of work that outlines, at a minimum, the work to be performed, location of work, period of performance, deliverable schedule, applicable standards, acceptance criteria, and any special requirements (i.e., security clearances, travel, special knowledge, etc.) should be prepared.

B. A request for quotes should be prepared which includes the performance-based statement of work and requests the contractors to submit either a firm-fixed price or a ceiling price to provide the services outlined in the statement of work. A firm-fixed price order shall be requested, unless the ordering office makes a determination that it is not possible at the time of placing the order to estimate accurately the extent or duration of the work or to anticipate cost with any reasonable degree of confidence. When such a determination is made, a labor hour or time-and-materials quote may be requested. The firm-fixed price shall be based on the hourly rates in the schedule contract and shall consider the mix of labor categories and level of effort required to perform the services described in the statement of work. The firm-fixed price of the order should also include any travel costs or other incidental costs related to performance of the services ordered, unless the order provides for reimbursement of travel costs at the rates provided in the Federal Travel or Joint Travel Regulations. A ceiling price must be established for labor-hour and time-and-materials orders.

C. The request for quotes may request the contractors, if necessary or appropriate, to submit a project plan for performing the task and information on the contractor's experience and/or past performance performing similar tasks.

D. The request for quotes shall notify the contractors what basis will be used for selecting the contractor to receive the order. The notice shall include the basis for determining whether the contractors are technically qualified and provide an explanation regarding the intended use of any experience and/or past performance information in determining technical acceptability of responses.

*II. Transmit the Request for Quotes to Contractors*

A. Based upon an initial evaluation of catalogs and price lists, the ordering office should identify the contractors that appear to offer the best value (considering the scope of services offered, hourly rates and other factors such as contractors' locations, as appropriate).

B. The request for quotes should be provided to three (3) contractors if the proposed order is estimated to exceed the micro-purchase threshold, but not exceed the maximum order threshold. For proposed orders exceeding the maximum order threshold, the request for quotes should be provided to additional contractors that offer services that will meet the agency's needs. Ordering offices should strive to minimize the contractors' costs associated with responding to requests for quotes for specific orders. Requests should be tailored to the minimum level necessary for adequate evaluation and selection for order placement. Oral presentations should be considered, when possible.

*III. Evaluate quotes and select the contractor to receive the order.* After responses have been evaluated against the factors identified in the request for quotes, the order should be placed with the schedule contractor that represents the best value and results in the lowest overall cost alternative (considering price, special qualifications, administrative costs, etc.) to meet the Government's needs.

The establishment of Federal Supply Schedule Blanket Purchase Agreements (BPAs) for recurring services is permitted when the procedures outlined herein are followed. All BPAs for services must define the services that may be ordered under the BPA, along with delivery or performance time frames, billing procedures, etc. The potential volume of orders under BPAs, regardless of the size of individual orders, may offer the ordering office the opportunity to secure volume discounts. When establishing BPAs ordering offices shall -

Inform contractors in the request for quotes (based on the agency's requirement) if a single BPA or multiple BPAs will be established, and indicate the basis that will be used for selecting the contractors to be awarded the BPAs.

A. **SINGLE BPA:** Generally, a single BPA should be established when the ordering office can define the tasks to be ordered under the BPA and establish a firm-fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for service arises. The schedule contractor that represents the best value and results in the lowest overall cost alternative to meet the agency's needs should be awarded the BPA.

B. **MULTIPLE BPAs:** When the ordering office determines multiple BPAs are needed to meet its requirements, the ordering office should determine which contractors can meet any technical qualifications before establishing the BPAs. When multiple BPAs are established, the authorized users must follow the procedures in II.B above, and then place the order with the Schedule contractor that represents the best value and results in the lowest overall cost alternative to meet the agency's needs.

*IV. Review BPAs periodically.* Such reviews shall be conducted at least annually. The purpose of the review is to determine whether the BPA still represents the best value (considering

price, special qualifications, etc.) and results in the lowest overall cost alternative to meet the agency's needs.

V. The ordering office should give preference to small business concerns when two or more contractors can provide the services at the same firm-fixed price or ceiling price.

VI. When the ordering office's requirement involves both products as well as professional services, the ordering office should total the prices for the products and the firm-fixed price for the services and select the contractor that represents the greatest value in terms of meeting the agency's total needs.

VII. The ordering office, at a minimum, should document orders by identifying the contractor the services were purchased from, the services purchased, and the amount paid. If other than a firm-fixed price order is placed, such documentation should include the basis for the determination to use a labor-hour or time-and-materials order. For agency requirements in excess of the micro-purchase threshold, the order file should document the evaluation of Schedule contractors' quotes that formed the basis for the selection of the contractor that received the order and the rationale for any trade-offs made in making the selection.

7. **PROCEDURES FOR FIXED PRICES ON GSA SCHEDULE.** The ordering procedures set forth at FAR 8.404 should be used for those services based on fixed prices.

8. **SPECIAL PROVISIONS FOR TASK ORDERS.** Agencies may incorporate provisions in their task order that are essential to their requirements (e.g., security clearances, hazardous substances, special handling, key personnel, etc.). These provisions, when required, will be included in individual task orders. Any cost necessary for the contractor to comply with the provision(s) will be included in the task order proposal, unless otherwise prohibited by law.

## **SECTION 3 DESCRIPTION OF SERVICES**

### **1. SPECIAL ITEM NUMBERS (SINs)**

EDO offers Management, Organizational and Business Improvement Services under each of the following SINs.

#### ***874-1 INTEGRATED CONSULTING SERVICES***

Services required under this SIN shall include providing expert advice, assistance, guidance or counseling in support of agencies' management, organizational and business improvement efforts. This may also include studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts. Examples of consultation include but are not limited to:

- Management or strategy consulting, including research, evaluations, studies, analyses, scenarios/simulations, reports, business policy and regulation development assistance, strategy formulation, and expert witness services
- Facilitation and related decision support services
- Survey services, using a variety of methodologies, including survey planning, design, and development;
- survey administration;
- Data validation and analysis;
- Reporting, and stakeholder briefings
- Advisory and assistance services in accordance with FAR 37.203

#### ***874-6 ACQUISITION MANAGEMENT SUPPORT***

Services required under this SIN shall include acquisition planning assistance, including market research and recommending procurement strategy:

- Acquisition document development, including cost/price estimates, quality assurance surveillance plans, statements of work, synopses, solicitations, price negotiation memoranda, etc.:
- Expert assistance in supporting proposal evaluations, including price/cost analysis or technical proposal analysis:
- Contract administration support services, including assistance with reviewing contractor performance, developing contract modifications, and investigating reports of contract discrepancies:
- Contract close-out assistance;
- Competitive Sourcing support, including OMB Circular A-76 studies, strategic sourcing studies, privatization studies, public-private partnerships, and Federal Activities Inventory Reform (FAIR) Act studies.

**SECTION 4**

**LABOR CATEGORY DESCRIPTIONS**

SKILL LEVEL	LABOR CATEGORY	EDUCATION	EXPERIENCE	RESPONSIBILITIES
Level IV	<b>Principal Analyst</b>	Bachelor's Degree	20+ years of project-related experience.	Plans, conducts, supervises, and/or manages complex projects or multiple projects. Typically trains and supervises lower level personnel. Has substantial latitude for unsupervised decision and action. Typically has overall responsibility for project technical direction, as well as financial and technical management.
Level III		Bachelor's Degree	18+ - 20 years of project-related experience.	
Level II		Bachelor's Degree	16+ - 18 years of project-related experience.	
Level I		Bachelor's Degree	15-16 years of experience.	
	<b>Program Manager</b>	Bachelor's Degree	10+ years of project-related experience <i>including</i> at least two years experience managing projects and staff comparable scope in to the effort assigned.	Plans, supervises, manages, and may participate technically in projects within the operating unit. Typically supervises multiple senior and mid level project managers and staff. Has authority for unsupervised technical and financial decision and action.

SKILL LEVEL	LABOR CATEGORY	EDUCATION	EXPERIENCE	RESPONSIBILITIES
Level II	<b>Senior Analyst</b>	Bachelor's Degree	10+ - 15 years of project-related experience.	Plans, conducts, supervises, and/or manages more complex projects. Typically trains and supervises lower level personnel. Has substantial latitude for unsupervised decision and action. May have has overall responsibility for project technical direction, as well as financial and technical management.
Level I		Bachelor's Degree	7+ - 10 years of project-related experience.	May plan, conduct, supervise, and/or manage most tasks under minimum supervision, conferring with supervisor on unusual matters. Assignments are broad in nature requiring originality and ingenuity. May train or supervise lower level personnel. Has substantial latitude for unsupervised decision and action. May have overall responsibility for project financial and technical management.
Level II	<b>Analyst</b>	Bachelor's Degree	5+ - 7 years of project-related experience.	Performs varied and difficult tasks under minimum supervision, conferring with supervisor on unusual matters. Assignments may be routine or may be broad in nature requiring originality and ingenuity. May be assisted by or may supervise more junior personnel. Has some latitude for unsupervised decision and action.
Level I		Bachelor's Degree	3+ - 5 years of project-related experience.	
	<b>Junior Analyst</b>	Bachelor's Degree	0 - 3 years of experience.	Performs assigned tasks that are varied and that may be somewhat difficult in character, but usually involve limited responsibility. Work may be routine. Instructions are typically detailed.
	<b>Database Administrator</b>	Bachelor's Degree	Minimum 3 years of project-related experience.	Performs varied and difficult tasks under minimum supervision, conferring with supervisor on unusual matters. Assignments may be routine or may be broad in nature requiring originality and ingenuity. May be assisted by or may supervise more junior personnel. Has some latitude for unsupervised decision and action.
Level II	<b>Support Staff</b>	H.S. Diploma	3+ years of experience.	Performs assigned administrative support tasks. Assignments may be routine or may be broad in nature requiring originality and ingenuity. May be assisted by or may supervise more junior administrative personnel. Has some latitude for unsupervised decision and action.
Level I		H.S. Diploma	0 -- 3 years of experience.	Performs assigned administrative technical support tasks under immediate supervision. Work is typically routine and instructions are detailed.

SKILL LEVEL	LABOR CATEGORY	EDUCATION	EXPERIENCE	RESPONSIBILITIES
	Expert Consultant	Bachelor's Degree	7+ years of project-related experience <i>plus</i> recognized expertise in a technical field via technically unique project work or innovation, published papers, advanced degrees, awards, etc.	Plans, conducts, and technically directs complex projects involving the origination, application, and/or analysis of new or innovative techniques and approaches. Provides technical leadership, inspiration, and consultation to professional co-workers. May represent the Company in outside technical fora.
	Senior Executive Consultant	Master's Degree	25+ years of progressive senior level management and high-level organizational experience and support.	Develops and applies advanced methods for business process reengineering, organizational performance support, team training development, and strategic planning services. Interfaces with top level government officials. Will perform high-level analytical/operational MOBIS implementation consulting as well as provide facilitation and training services.
	Executive Consultant	Master's Degree	20+ years of high-level technical and organizational support experience.	Performs multiple complex projects and MOBIS-related tasks. Conducts technical research using system dynamics modeling, organizational performance studies, strategic planning, and business process reengineering.
	Senior Managing Consultant	Master's Degree	15+ years of progressive management experience to include extensive supervisory and project management experience.	Serves as senior level MOBIS managing team member, responsible for the performance and production of MOBIS facilitation, implementation, and general organizational performance requirements.
	Managing Consultant	Bachelor's Degree	15+ years of management experience within the industry.	Works within the Management Consulting team to oversee and facilitate regular MOBIS requirements. Conducts Organizational performance support, as well as provides multimedia and documentation support.
	Senior Consultant	Bachelor's Degree	10+ years of relevant management and organizational experience within the industry.	Serves as high-level functional member of MOBIS consulting team. Responsible for team performance, tracking and senior level analytical assignments.
Level III	Consultant III	Bachelor's Degree	9+ years of relevant MOBIS implementation experience.	Member of MOBIS implementation consulting team performing mid-level analytical tasks and technical team assignments.

SKILL LEVEL	LABOR CATEGORY	EDUCATION	EXPERIENCE	RESPONSIBILITIES
Level II	Consultant II	Bachelor's Degree	7+ years of relevant MOBIS implementation experience.	Member of MOBIS implementation consulting team performing mid-level analytical tasks and technical team assignments.
Level I	Consultant I	Bachelor's Degree	5+ years of relevant MOBIS implementation experience.	Member of MOBIS implementation consulting team performing mid-level analytical tasks and technical team assignments.
Level III	Production Specialist III	H.S. Diploma	7+ Years of organizational support and systems support integration.	Provides support to MOBIS team members as main operational and functional data collection source. Serves as primary document control authority, and handles multiple MOBIS related tasks.
Level II	Production Specialist II	H.S. Diploma	5+ Years of organizational support and systems support integration.	Provides support to MOBIS team members as main operational and functional data collection source. Serves as primary document control authority, and handles multiple MOBIS related tasks.
Level I	Production Specialist I	H.S. Diploma	3+ Years of organizational support and systems support integration.	Provides support to MOBIS team members as main operational and functional data collection source. Serves as primary document control authority, and handles multiple MOBIS related tasks.

**NOTES:**

1. For all categories, a Master's degree may be substituted for TWO years of experience.
2. For all categories, a doctoral degree may be substituted for an additional TWO years of experience.
3. For all categories, TWO ADDITIONAL years of directly related job experience may be substituted for each year of college not attended.
4. Additional experience to be substituted for education must be in the area of the individual's assigned project responsibility.

**SECTION 5 – PRICELIST**

	Year 16	Year 17	Year 18	Year 19	Year 20
Labor Category	01/01/15 12/31/15	01/01/16 12/31/16	01/01/17 12/31/17	01/01/18 12/31/18	01/01/19 12/31/19
Principal Analyst IV	\$211.11	\$215.34	\$219.64	\$224.04	\$228.52
Principal Analyst III	\$185.60	\$189.31	\$193.10	\$196.96	\$200.90
Principal Analyst II	\$158.14	\$161.30	\$164.53	\$167.82	\$171.17
Principal Analyst I	\$146.53	\$149.46	\$152.45	\$155.50	\$158.61
Program Manager	\$135.54	\$138.25	\$141.02	\$143.84	\$146.72
Senior Analyst II	\$117.97	\$120.33	\$122.74	\$125.19	\$127.70
Senior Analyst I	\$101.89	\$103.93	\$106.00	\$108.12	\$110.29
Analyst II	\$91.87	\$93.70	\$95.58	\$97.49	\$99.44
Analyst I	\$82.83	\$84.48	\$86.17	\$87.90	\$89.66
Junior Analyst	\$64.00	\$65.28	\$66.59	\$67.92	\$69.28
Database Administrator	\$66.59	\$67.92	\$69.28	\$70.67	\$72.08
Support Staff II	\$54.95	\$56.05	\$57.17	\$58.32	\$59.48
Support Staff I ***	\$39.91	\$40.71	\$41.52	\$42.35	\$43.20
Expert Consultant	\$219.97	\$224.37	\$228.86	\$233.43	\$238.10
Sr. Executive Consultant	\$263.68	\$268.96	\$274.33	\$279.82	\$285.42
Executive Consultant	\$212.62	\$216.87	\$221.21	\$225.63	\$230.15
Sr. Managing Consultant	\$191.36	\$195.19	\$199.09	\$203.07	\$207.14
Managing Consultant	\$158.57	\$161.74	\$164.97	\$168.27	\$171.64
Senior Consultant	\$153.83	\$156.91	\$160.05	\$163.25	\$166.52
Consultant III	\$142.50	\$145.35	\$148.25	\$151.22	\$154.24
Consultant II	\$131.64	\$134.27	\$136.96	\$139.70	\$142.49
Consultant I	\$109.59	\$111.78	\$114.02	\$116.30	\$118.62
Production Specialist III ***	\$89.85	\$91.65	\$93.48	\$95.35	\$97.26
Production Specialist II ***	\$71.47	\$72.90	\$74.36	\$75.84	\$77.36
Production Specialist I ***	\$57.43	\$58.58	\$59.75	\$60.94	\$62.16

**\*\*\* Indicated SCA eligible categories. See SCA Matrix following the price list for additional information regarding these labor categories.**

**SCA Matrix**

Labor Category	SCA Labor Category	Labor Category Code	Wage Determination Number
Support Staff I	Administrative Assistant	01020	2005-2393 rev#14
Production Specialist III	Technical Writer III	30463	2005-2103 rev#13 2005-2543 rev#15
Production Specialist II	Technical Writer II	30462	2005-2103 rev#13 2005-2543 rev#15
Production Specialist I	Technical Writer I	30461	2005-2103 rev#13 2005-2543 rev#15

\*\*\*The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the (\*\*\*) SCA labor categories are based on the U.S. Department Numbers) identified in the SCA matrix. The prices offered are based on the preponderance of where work is performed and should the contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly."

**SECTION 6  
BRANCH OFFICE LOCATIONS**

12975 Worldgate Drive  
Herndon, VA 20170-6008  
Voice: (703) 387-5100  
Fax: (703) 682-4265

One Crescent Drive  
Philadelphia, PA 19112  
Voice: (215) 218-7400  
Fax: (215) 218-7401

520 Skyview Drive  
Panama City Beach, FL 32408  
Voice: (850) 636-2700  
Fax: (850) 636-2701

46591 Expedition Drive  
Bldg. VI, Suite 400  
Lexington Park, MD 20653  
Voice: (240) 725-7401  
Fax: (240) 725-7403

3276 Rosecrans Street  
1<sup>st</sup> Floor  
San Diego, CA 92110  
Voice: (619) 553-0021  
Fax: (619) 553-2438