

General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Price List

Mission Oriented Business Integrated Services
(MOBIS)



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Contract Number: GS-10F-0097S

Contract Effective Date: December 27, 2005

Contract End Date: December 26, 2015

Business Size: HUBZone certified, EDWOSB, Small Business, Small Disadvantaged Business, Woman-owned Small Business

Special Item Numbers (SINs):

874-1, 874-1 (RC) Integrated Consulting Services

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

874-7, 874-7 (RC) Integrated Business Program Support Services

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 <http://www.gsadvantage.gov>.

Section 1. General Information

Acclaro Research Solutions, Inc. provides a broad range of management consulting services. We also provide education and training in the areas of our core competencies. Many of our consultants have national and international reputations in their respective areas of expertise and have worked with government, private industry and not for profit organizations throughout the U.S. and around the world.

Acclaro brings together the right team with the right experience and expertise to guarantee the success of your project. The Acclaro team aligns our goals with the goals of your organization to support your vision and strategy. We are committed to the success of our clients and to providing an efficacious and cost-effective solution.

Section 2. Customer Information

1a. Awarded special item numbers (SINs):

874-1 Integrated Consulting Services

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

874-7 Integrated Business Program Support Services

The following SINs are also incorporated to include recovery purchasing (for state and local governments to use GSA schedules for disaster recovery):

874-1 (RC) Integrated Consulting Services

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

874-7 (RC) Integrated Business Program Support Services

1b. Lowest price model number and lowest unit price: Not applicable.

1c. Description of corresponding commercial job titles, experience, functionality and education for those types of employees or subcontractor who will perform services: Please see Sections 3 and 4 for labor category descriptions and rates.

2. Maximum order: \$1,000,000.

The maximum task order limit for this contract is \$1,000,000. Notwithstanding this limit, ordering agencies may place, and Acclaro may accept, orders exceeding this limit in accordance with FAR 8-404. Ordering agencies are encouraged to seek price reductions for orders in excess of \$1,000,000.

3. Minimum order: \$100.

There is a \$100 minimum dollar value limitation on task orders placed under this schedule.

4. Geographic coverage: The geographic scope of this contract includes the 50 United States, the District of Columbia, and OCONUS locations.

5. Point(s) of production: Baltimore, Baltimore City, Maryland, or per the terms of each task order.
6. Discounts from list, prices or statement of net price: Negotiated per task order.
7. Quantity discounts: Negotiated per task order.
8. Prompt payment terms: Per the terms of each task order.
- 9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold: Acclaro accepts Government purchase cards for payments that are equal to or less than the micro-purchase threshold.
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Acclaro accepts Government purchase cards for payments that are greater than the micro-purchase threshold.
10. Foreign items: Not applicable.
- 11a. Time of delivery: Per the terms of each task order.
- 11b. Expedited Delivery: Not applicable.
- 11c. Overnight and 2-day delivery: Acclaro can and will offer overnight and two-day delivery for MOBIS services as needed.
- 11d. Urgent Requirements: Customers may send an e-mail to kfiedler@acclaroinc.net to meet urgent requirements.
12. F.O.B. point(s): Not applicable.
- 13a. Ordering address: Acclaro Research Solutions, Inc.
Attn: Katherine Fiedler
1101 E. 33rd St., Ste. B310
Baltimore, MD 21218
Phone: (443) 451-7221
Fax: (443) 451-7520
Email: kfiedler@acclaroresearch.com
- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at <http://gsa.gov/portal/category/100639>.

14. Payment address: Acclaro Research Solutions, Inc.
Attn: Accounts Receivable
15316 Carroll Rd.
Monkton, MD 21111
15. Warranty provision: Not applicable.
16. Export packing charges, if applicable: Not applicable.
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Please contact Acclaro for details.
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 indicating date of parts price lists and any discounts from list prices: Not applicable.
- 20a. Terms and conditions for any other services: Per the terms of each task order.
21. List of service and distribution points: Per the terms of each task order.
22. List of participating dealers: Not applicable.
23. Preventive maintenance: Not applicable.
- 24a. Special attributes such as environmental attributes: Not applicable.
- 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: Acclaro has the capability to produce 508-compliant products. The EIT standards can be found at www.Section508.gov.
25. Data Universal Number System (DUNS) number: 132081659
26. Notification regarding registration in the System for Award Management (formerly known as Central Contractor Registration (CCR)) database: Acclaro is registered in the System for Award Management (SAM) database.

Section 3. Labor Category Descriptions.

Our personnel will provide services under the MOBIS contract utilizing the following labor categories.

Labor Category: Senior Advisor

The following duties are assigned:

- ❖ Performs highly complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management or performance problems or designs new processes, models or systems as required by clients.
- ❖ Provides guidance, advice and direction to project team, typically in an advisory capacity.
- ❖ Provides guidance in the preparation of analysis, reports and/or presentations.
- ❖ Demonstrates expertise in the use of a variety of sophisticated problem-solving tools to assist in analysis and guide decision making.
- ❖ Advises clients of options and next steps.
- ❖ May define and direct technical specifications and tasks to be performed by team members, defines target dates of tasks and subtasks.
- ❖ Provides guidance and direction regarding output and ensuring the technical adequacy of the end product.
- ❖ In an advisory capacity, ensures successful completion of the project, adherence to schedule and project milestones, quality of deliverables, accuracy of analysis and reports, and customer/client satisfaction.
- ❖ Demonstrates exceptional oral and written communications skills.

Minimum/General Experience: This position requires a minimum of eighteen years of progressively responsible experience in a technical or specialty area, including at least seven years of experience as an internal or external consultant in a field related to Acclaro's practice. This position also requires demonstrated proficiency using commercial automated word processing, graphics systems, and desktop publishing systems.

Minimum Education: A graduate or professional degree from an accredited college or university in a related scientific, technical or professional field. The advanced degree may be substituted for demonstrated expertise and a national reputation as evidenced by success in publications in the scientific, professional or management literature or service on professional or academic committees or work groups.

Labor Category: Principal Consultant

The following duties are assigned:

- ❖ Performs complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management or performance problems or designs new processes, models or systems as required by clients.
- ❖ Directs preparations of analysis, reports and/or presentations.
- ❖ Uses a variety of sophisticated problem-solving tools to assist in analysis and guide decision making.
- ❖ Advises clients of options and next steps.
- ❖ Provides daily supervision and direction to staff. Defines and directs technical specifications and tasks to be performed by team members, defines target dates of tasks and subtasks.
- ❖ Provides guidance and assistance in coordinating output and ensuring the technical adequacy of the end product.
- ❖ Has responsibility for successful completion of the project, adherence to schedule and project milestones, quality of deliverables, accuracy of analysis and reports, and customer/client satisfaction.
- ❖ Demonstrates exceptional oral and written communications skills.

Minimum/General Experience: This position requires a minimum of fifteen years of progressively responsible experience in a technical or specialty area, including at least three years of experience as an internal or external consultant in a field related to Acclaro's practice. This position also requires demonstrated proficiency using commercial automated word processing, graphics systems, and desktop publishing systems.

Minimum Education: A graduate or professional degree from an accredited college or university in a related scientific, technical or professional field. The advanced degree may be substituted for demonstrated expertise and a national reputation as evidenced by success in publications in the scientific, professional or management literature.

Labor Category: Senior Consultant

The following duties are assigned:

- ❖ Performs moderately complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management or performance problems or assists with the design of new processes, models or systems as required by clients.
- ❖ Directs or assists with preparation of analysis, reports and/or presentations.
- ❖ Uses a variety of sophisticated problem-solving tools to assist in analysis and guide decision making.
- ❖ Advises clients of options and next steps.
- ❖ Depending upon the scope and complexity of the program or project, may provide project direction or assist the Principal Consultant or Project Manager for the project.
- ❖ Provides daily supervision and direction to staff.
- ❖ Defines and directs technical specifications and tasks to be performed by team members, defines target dates of tasks and subtasks or assists Principal Consultant or Project Manager with same.
- ❖ Depending upon the scope and complexity of the program or project may provide guidance and assistance in coordinating output and ensuring the technical adequacy of the end product or assist. For smaller or less complex projects, maintains responsibility for successful completion of the project, adherence to schedule and project milestones, quality of deliverables, accuracy of analysis and reports, and customer/client satisfaction.
- ❖ Demonstrates exceptional oral and written communications skills.

Minimum/General Experience: This position requires a minimum of twelve years of progressively responsible experience as an expert in a scientific, professional or technical field. The advanced degree may be substituted for demonstrated expertise and a national as evidenced by success in publications in the scientific, professional or management literature. This position also requires demonstrated proficiency using commercial automated word processing, graphics systems, and desktop publishing systems.

Minimum Education: A Master's Degree from an accredited college or university in a relevant scientific, technical, or professional field. The advanced degree may be substituted for demonstrated expertise and a national reputation as evidenced by success in publishing in the scientific, professional or management literature.

Labor Category: Project Manager

The following duties are assigned:

- ❖ Maintains primary responsibility for the management and coordination of integrated project plans including implementation schedules and resource estimates.
- ❖ Provides input to the development and implementation of short-and long-range goals, objectives, policies and procedures.
- ❖ Monitors and evaluates adherence to schedule, cost estimates, resource utilization, and provides periodic cost and productivity analyses.
- ❖ Takes appropriate corrective action to resolve any discrepancies from schedule, budget or quality of deliverables.
- ❖ Communicates regularly with customers/clients, management, project staff, vendors, and others as appropriate. Demonstrates exceptional oral and written communications skills.

Minimum/General Experience: This position requires a minimum of fifteen years of progressively responsible experience directly related to the duties and responsibilities specified. Demonstrated knowledge of project management principles, practices, techniques and tools is required. This position also requires demonstrated proficiency using commercial automated word processing, graphics systems, and desktop publishing systems.

Minimum Education: A Bachelor's degree from an accredited college or university in a relevant scientific, technical or professional field. An advanced degree and/or Project Management Certification may be substituted for three of those years of experience.

Labor Category: Consultant

The following duties are assigned:

- ❖ Generally assists project lead in the evaluation of client processes, procedures, techniques or systems, as related to management or performance problems or assists with the design of new processes, models or systems as required by clients.
- ❖ Assists with the preparation of analysis, reports and/or presentations.
- ❖ Carries out day-to-day project tasks such as interviews, data collection, synthesis and analysis.
- ❖ Contributes to successful completion of the project, adherence to schedule and project milestones, quality of deliverables, accuracy of analysis and reports and customer/client satisfaction.
- ❖ Demonstrates excellent oral and written communication skills.

Minimum/General Experience: This position requires a minimum of eight years of progressively responsible experience. Must have demonstrated the ability to work independently or under only general direction. This position also requires demonstrated proficiency using commercial automated word processing, graphics systems, and desktop publishing systems.

Minimum Education: A Bachelor's Degree in a relevant field from an accredited college or university. With a Master's Degree in an appropriate field, four years of general experience is required.

Labor Category: Senior Management Analyst

The following duties are assigned:

- ❖ Supports and assists project team members in the execution and implementation of a variety of project tasks particularly by providing analytic and technical support.
- ❖ Coordinates team activities, communication and deliverables.
- ❖ Completes research and analysis, analyzes and synthesizes information using problem-solving, evaluation and critical thinking skills.
- ❖ Assists with work breakdown structures, prepares charts, tables, graphs, and diagrams to assist in analyzing problems.
- ❖ Assists with the development of technical and project requirements.
- ❖ Provides guidance and direction for clients and other team members.

Minimum/General Experience: This position requires a minimum of four years of relevant experience. Must have demonstrated the ability to work independently or under only general direction. This position also requires demonstrated proficiency using commercial automated word processing, graphics systems, and desktop publishing systems. Good written and oral communication skills are required.

Minimum Education: A Bachelor's Degree in a relevant field from an accredited college or university. With a Master's Degree in an appropriate field, two years of experience is required.

Labor Category: Management Analyst

The following duties are assigned:

- ❖ Supports and assists project team members in the execution and implementation of a variety of project tasks particularly by providing analytic and technical support.
- ❖ Completes research and analysis, gathers analyzes and synthesizes information using evaluation and critical thinking skills.
- ❖ Assists with work breakdown structures, prepares charts, tables, graphs, and diagrams to assist in analyzing problems.
- ❖ Assists with the development of technical and project requirements.

Minimum/General Experience: This position requires a minimum of three years of relevant experience. Must have demonstrated the ability to work independently or under only general direction. This position also requires demonstrated proficiency using commercial automated word processing, graphics systems, and desktop publishing systems. Good written and oral communication skills are required.

Minimum Education: A Bachelor's Degree in a relevant field from an accredited college or university. With a Master's Degree in an appropriate field, one year of experience is required.

Labor Category: Senior Instructional Designer

The following duties are assigned:

- ❖ Generally responsible for design and production of training and materials for traditional classroom, online or hybrid training products. May serve as lead to other instructional designers in completion of these tasks.
- ❖ Identifies learning objectives and prepares course material and exercises as appropriate to assist learners in meeting learning objectives.
- ❖ Completes training needs assessments as required and prepares course necessary to fill identified training needs.
- ❖ Prepares assessments of learning outcomes, analyzes and reports on learning results attained.
- ❖ Contributes to successful completion of the project, adherence to schedule and project milestones, quality of deliverables, accuracy of course materials and customer/client satisfaction.
- ❖ Demonstrates excellent oral and written communication skills.
- ❖ Coordinates the efforts of other, less senior, instructional designers.

Minimum/General Experience: This position requires a minimum of five years of progressively responsible experience. Must have demonstrated the ability to work independently or under only general direction. This position also requires demonstrated proficiency using commercial automated word processing, graphics systems, and desktop publishing systems and familiarity with Learning Management Systems.

Minimum Education: A Bachelor's Degree in a relevant field from an accredited college or university. With a Master's Degree in an appropriate field, one year of general experience is required.

Labor Category: Instructional Designer

The following duties are assigned:

- ❖ Generally responsible for design and production of training and materials for traditional classroom, online or hybrid training products.
- ❖ Identifies learning objectives and prepares course material and exercises as appropriate to assist learners in meeting learning objectives.
- ❖ Completes training needs assessments as required and prepares course necessary to fill identified training needs.
- ❖ Prepares assessments of learning outcomes, analyzes and reports on learning results attained.
- ❖ Contributes to successful completion of the project, adherence to schedule and project milestones, quality of deliverables, accuracy of course materials and customer/client satisfaction.
- ❖ Demonstrates excellent oral and written communication skills.

Minimum/General Experience: This position requires a minimum of three years of progressively responsible experience. Must have demonstrated ability to work independently or under only general direction. This position also requires demonstrated proficiency using commercial automated word processing, graphics systems, and desktop publishing systems and familiarity with Learning Management Systems.

Minimum Education: A Bachelor's Degree in a relevant field from an accredited college or university. With a Master's Degree in an appropriate field, one year of general experience is required.

Labor Category: Senior Database Developer

The following duties are assigned:

- ❖ Performs moderately complex evaluations of requirements associated with the collection, organization, analysis and reporting of data and information.
- ❖ Designs new processes, models or systems for the collection, organization, analysis and reporting of information as required by clients.
- ❖ Develops data models, data dictionaries and/or other specifications to guide the development and implementation of processes, models or systems.
- ❖ Uses a variety of sophisticated problem-solving tools to assist in analysis and guide decision making.
- ❖ Advises clients of options and next steps.
- ❖ Depending upon the scope and complexity of the program or project, may provide project direction or assist the Principal Consultant or Project Manager for the project.
- ❖ Provides daily supervision and direction to assigned staff.

Minimum/General Experience: This position requires a minimum of five years of progressively responsible experience in database design and development. This position also requires demonstrated proficiency using commercial automated word processing and database management systems.

Minimum Education: A Bachelor's degree in a related field is preferred, and with a Bachelor's degree, only three years of experience is required.

Labor Category: Database Developer

The following duties are assigned:

- ❖ Performs moderately complex evaluations of requirements associated with the collection, organization, analysis and reporting of data and information.
- ❖ Designs new processes, models or systems for the collection, organization, analysis and reporting of information as required by clients.
- ❖ Develops data models, data dictionaries and/or other specifications to guide the development and implementation of processes, models or systems.
- ❖ Uses a variety of sophisticated problem-solving tools to assist in analysis and guide decision making.
- ❖ Advises clients of options and next steps.
- ❖ Depending upon the scope and complexity of the program or project, may provide project direction or assist the Principal Consultant or Project Manager for the project.
- ❖ Provides daily supervision and direction to assigned staff.

Minimum/General Experience: This position requires one year of experience in database development and administration. This position also requires demonstrated proficiency using commercial automated word processing and database management systems.

Minimum Education: A Bachelor's degree in a related field is preferred, and with a Bachelor's degree, no experience is required.

Labor Category: Data Analyst

The following duties are assigned:

- ❖ Supports and assists project team members in the execution and implementation of a variety of project tasks particularly by providing statistical, analytic and technical support.
- ❖ Completes research and analysis, gathers analyzes and synthesizes information using evaluation, statistical analysis, and analytic and critical thinking skills.
- ❖ Assists with work breakdown structures, prepares statistical reports, checks for data integrity and completeness, charts, tables, graphs, and diagrams to assist in analyzing problems.
- ❖ Assists with the development of technical and project requirements.

Minimum/General Experience: This position requires a minimum of three years of relevant experience. Must have demonstrated the ability to work independently or under only general direction. This position also requires demonstrated proficiency using commercial automated word processing, graphics systems, and desktop publishing systems. Good written and oral communication skills are required.

Minimum Education: A Bachelor's Degree in a relevant field from an accredited college or university. With a Master's Degree in an appropriate field, one year of experience is required.

Labor Category: Technical Writer

The following duties are assigned:

- ❖ Responsible for development and or editing of written material for reports, questionnaires, surveys, assessments, psychometric instruments and promotional and marketing material.
- ❖ Develops charts, tables, illustrations and a variety of graphical elements to support, clarify and elucidate the written material.
- ❖ Assists with the preparation of analysis and/or presentation.
- ❖ Demonstrates exceptional oral and written communications skills.

Minimum/General Experience: This position requires a minimum of two years of experience; requires exceptional proficiency with the written word; must have demonstrated the ability to work independently or under only general direction. Proficiency with English language is required. Additional languages, particularly Spanish, are a plus. This position also requires demonstrated proficiency using commercial automated word processing, graphics systems, and desktop publishing systems.

Minimum Education: A Bachelor's Degree in a relevant field from an accredited college or university. A Master's Degree may be substituted for the required work experience.

Labor Category: Administrative Assistant

The following duties are assigned:

- ❖ Directly supports programs and projects by maintaining files and documents including schedule, deliverables, report, and other files; prepares correspondence, schedules and coordinates travel.
- ❖ Assists in the preparation of and supports the development of contract deliverables and reports by developing and updating graphic presentations to improve the quality and enhance the usability of these documents.
- ❖ Performs high level secretarial work under the general supervision of manager. Types and proofreads correspondence, reports, and documentation.
- ❖ Maintains filing system for projects, programs or department.
- ❖ Answers telephones, responds to routine questions/requests, schedules meetings, distributes mail and other documents and makes travel arrangements.

Minimum/General Experience: Requires a high school diploma and a minimum of three years of experience in office administration and developing graphic/artistic presentations for publications and documents (preferably technical documentation). At minimum, one year of specialized experience and demonstrated proficiency using commercial automated word processing, graphics systems, and desktop publishing systems. Must have demonstrated the ability to work independently or under only general direction. Good written and oral communication skills are required.

Minimum Education: Requires a high school diploma and three years of experience. An Associate's Degree or certification in a related field may be substituted for two years of experience.

Section 4. Labor Category Rates.

SIN 874-1, Integrated Consulting Services

Labor Category	Commercial Rate	Government Discount Offered	GSA Schedule Rate
Senior Advisor	250.00	4%	240.00
Principal Consultant	150.00	4%	144.00
Senior Consultant	135.00	4%	129.60
Project Manager	135.00	4%	129.60
Consultant	112.50	4%	108.00
Senior Management Analyst	100.00	4%	96.00
Management Analyst	85.00	4%	81.60
Senior Instructional Designer	95.00	4%	91.20
Instructional Designer	75.00	4%	72.00
Senior Database Developer	95.00	4%	91.20
Database Developer	75.00	4%	72.00
Data Analyst	85.00	4%	81.60
Technical Writer	60.00	4%	57.60
Administrative Assistant	40.00	4%	38.40

SIN 874-1 (RC), Integrated Consulting Services

Labor Category	Commercial Rate	Government Discount Offered	GSA Schedule Rate
Senior Advisor	250.00	4%	240.00
Principal Consultant	150.00	4%	144.00
Senior Consultant	135.00	4%	129.60
Project Manager	135.00	4%	129.60
Consultant	112.50	4%	108.00
Senior Management Analyst	100.00	4%	96.00
Management Analyst	85.00	4%	81.60

Senior Instructional Designer	95.00	4%	91.20
Instructional Designer	75.00	4%	72.00
Senior Database Developer	95.00	4%	91.20
Database Developer	75.00	4%	72.00
Data Analyst	85.00	4%	81.60
Technical Writer	60.00	4%	57.60
Administrative Assistant	40.00	4%	38.40

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

Labor Category	Commercial Rate	Government Discount Offered	GSA Schedule Rate
Senior Advisor	250.00	4%	240.00
Principal Consultant	150.00	4%	144.00
Senior Consultant	135.00	4%	129.60
Project Manager	135.00	4%	129.60
Consultant	112.50	4%	108.00
Senior Management Analyst	100.00	4%	96.00
Management Analyst	85.00	4%	81.60
Senior Instructional Designer	95.00	4%	91.20
Instructional Designer	75.00	4%	72.00
Senior Database Developer	95.00	4%	91.20
Database Developer	75.00	4%	72.00
Data Analyst	85.00	4%	81.60
Technical Writer	60.00	4%	57.60
Administrative Assistant	40.00	4%	38.40

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

Labor Category	Commercial Rate	Government Discount Offered	GSA Schedule Rate
Senior Advisor	250.00	4%	240.00
Principal Consultant	150.00	4%	144.00
Senior Consultant	135.00	4%	129.60
Project Manager	135.00	4%	129.60
Consultant	112.50	4%	108.00
Senior Management Analyst	100.00	4%	96.00
Management Analyst	85.00	4%	81.60
Senior Instructional Designer	95.00	4%	91.20
Instructional Designer	75.00	4%	72.00
Senior Database Developer	95.00	4%	91.20
Database Developer	75.00	4%	72.00
Data Analyst	85.00	4%	81.60
Technical Writer	60.00	4%	57.60
Administrative Assistant	40.00	4%	38.40

SIN 874-7, Integrated Business Program Support Services

Labor Category	Commercial Rate	Government Discount Offered	GSA Schedule Rate
Senior Advisor	250.00	4%	240.00
Principal Consultant	150.00	4%	144.00
Senior Consultant	135.00	4%	129.60
Project Manager	135.00	4%	129.60
Consultant	112.50	4%	108.00
Senior Management Analyst	100.00	4%	96.00
Management Analyst	85.00	4%	81.60
Senior Instructional Designer	95.00	4%	91.20

Instructional Designer	75.00	4%	72.00
Senior Database Developer	95.00	4%	91.20
Database Developer	75.00	4%	72.00
Data Analyst	85.00	4%	81.60
Technical Writer	60.00	4%	57.60
Administrative Assistant	40.00	4%	38.40

SIN 874-7 (RC), Integrated Business Program Support Services

Labor Category	Commercial Rate	Government Discount Offered	GSA Schedule Rate
Senior Advisor	250.00	4%	240.00
Principal Consultant	150.00	4%	144.00
Senior Consultant	135.00	4%	129.60
Project Manager	135.00	4%	129.60
Consultant	112.50	4%	108.00
Senior Management Analyst	100.00	4%	96.00
Management Analyst	85.00	4%	81.60
Senior Instructional Designer	95.00	4%	91.20
Instructional Designer	75.00	4%	72.00
Senior Database Developer	95.00	4%	91.20
Database Developer	75.00	4%	72.00
Data Analyst	85.00	4%	81.60
Technical Writer	60.00	4%	57.60
Administrative Assistant	40.00	4%	38.40

Training Courses Available

Course Title	Commercial Rate	Government Discount Offered	GSA Schedule Rate
Executive Overview: ISO 9001	\$2,500.00	4%	\$2,400.00

SCA Matrix

SCA Eligible Contract Labor Category	SCA Equivalent Code-Title	WD Number
Senior Instructional Designer	15095 – Technical Instructor/Course Developer	05-2103
Instructional Designer	15095 – Technical Instructor/Course Developer	05-2103
Technical Writer	30461 – Technical Writer I	05-2103
Administrative Assistant	01112 – General Clerk II	05-2103

SCA Applicability Statement

The SCA is applicable to this contract and it includes SCA applicable labor categories. The prices for the indicated SCA labor categories are based on the U.S Department of Labor Wage Determination number identified in the 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.