



## Authorized Federal Supply Schedule Pricelist for Raytheon Mission Oriented Business Integrated Services (MOBIS)

General Services Administration, Federal Supply Schedule  
Contract No.: GS-10F-0099N  
Expiration Date: January 1, 2013

Online access to contract ordering information, terms and conditions; up-to-date pricing; and the option to create an electronic delivery order is available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage! is <http://www.GSAAvantage.gov>.

**Raytheon**

## Raytheon Mission Oriented Business Integrated Services (MOBIS) Schedule



As America builds new models of government, federal agencies depend increasingly on leading-edge solutions to fulfill evolving mission objectives. Raytheon understands government's most difficult challenges. We deliver innovative solutions that empower agencies to exceed mission requirements. We embrace each agency's vision and provide the foundation that enables mission success.

For further questions, e-mail: [mobis@raytheon.com](mailto:mobis@raytheon.com)

**GENERAL SERVICE ADMINISTRATION**  
**Federal Supply Service**  
**Authorized Federal Supply Schedule Price List**

On line access to contract ordering information, terms and conditions, up to date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu driven database system.

The INTERNET address GSA Advantage! is: [GSAAdvantage.gov](http://GSAAdvantage.gov).

**Federal Supply Schedule 874 – Mission Oriented  
Business Integrated Services**

**Raytheon Company**

12160 Sunrise Valley Drive

Reston, VA 20191

Phone: 703.295.1513

Fax: 703.295.1519

e-mail: [mobis@raytheon.com](mailto:mobis@raytheon.com)

[www.raytheon.com](http://www.raytheon.com)

Contract Number: GS-10F-0099N

Contract Period: January 2, 2008 – January 1, 2013

Business Size – Large

For more information on ordering from the Federal Supply Schedules (FSS),  
click on the FSS button at: [fss.gsa.gov](http://fss.gsa.gov).

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[mobis@raytheon.com](mailto:mobis@raytheon.com)

## Customer Information

### 1a. Special Item Numbers (SINs)

SIN 874-1 – Consulting Services

SIN 874-3 – Survey Services

SIN 874-5 – Support Products

SIN 874-6 – Privatization Support Services and Documentation (A-76)

SIN 874-7 – Program Integration and Project Management Services

*\* Disaster Recovery Purchasing is available for all SINs*

### 1b. Labor Rates

See table on page 6

### 1c. Labor Category Descriptions

See page 4

### 2. Maximum Order

\$1,000,000 per order. Orders exceeding the maximum order threshold may be placed in accordance with FAR 8.404

### 3. Minimum Order

\$300.00

### 4. Geographic Coverage

Domestic and overseas

### 5. Points of Production(s)

To be specified in the individual delivery/task order.

### 6. Discount From List Prices

As negotiated and mutually agreed to for each individual task/delivery order.

### 7. Quantity Discounts

As negotiated and mutually agreed to for each individual task/delivery order.

### 8. Prompt Payment Terms

Net 30 days

### 9a. Acceptance of Government Purchase Cards Below Micro-Purchase Threshold

Raytheon accepts government purchase cards at or below the micro-purchase threshold of \$2,500.

### 9b. Acceptance of Government Purchase Cards Above Micro-Purchase Threshold

Raytheon accepts government purchase cards above the micro-purchase threshold.

### 10. Foreign Items

None

### 11a. Time of delivery

As negotiated and mutually agreed upon for each individual delivery/task order.

### 11b. Expedited Delivery

To be negotiated per each delivery order.

### 11c. Overnight and Two-day Delivery

To be negotiated per each delivery order.

### 11d. Urgent Requirements

Contact Raytheon for urgent requirements.

### 12. FOB Points

Destination

### 13a. Ordering Address

Raytheon Company  
12220 Sunrise Valley Drive  
Reston, VA 20191

Attn: Raytheon GSA Schedules PMO

Phone: 703.295.1513

Fax: 703.295.1519

e-mail: [mobis@raytheon.com](mailto:mobis@raytheon.com)

Or specified on individual task/delivery order proposals.

### 13b. Ordering Procedures

For supplies and services, the ordering procedures, information on blanket purchase agreements (BPAs), and a sample BPA can be found at the GSA/FSS homepage at: [fss.gsa.gov/schedules](http://fss.gsa.gov/schedules).

All orders must indicate the SINs to be utilized.

**14. Payment Address**

Raytheon Company  
P.O. Box 414183  
Boston, MA 02241-4183

**15. Warranty Provision**

Raytheon's services will be performed by competent personnel with pertinent experience in the field of Mission Oriented Business Integrated Services (MOBIS). No warranty for data that is licensed, or has been provided at no charge, shall be provided other than that it is the data as used by Raytheon and corrections will be provided to the extent they are available. The warranties expressed herein are in lieu of all other warranties, expressed or implied, including, but not limited to, warranties of merchantability or fitness for a particular purpose. This warranty excludes consequential and indirect damages.

**16. Export Packing Charges**

Not applicable

**17. Terms and Conditions of Government Purchase Card Acceptance**

None

**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**

Not applicable

**21. List of Service and Distribution Points**

Not applicable

**22. List of Participating Dealers**

Not applicable

**23. Preventive Maintenance**

Not applicable

**24a. Environmental Attributes**

Not applicable

**24b. Section 508 Compliance**

Compliance information is available on Electronic and Information Technology (EIT) supplies and services. The EIT standards can be found at: [www.Section508.gov](http://www.Section508.gov).

**25. Data Universal Number System (DUNS) Number**

Specific DUNS numbers will be provided for each individual delivery/task order.

**27. Notification Regarding Registration in Central Contractor Registration (CCR) Database**

Raytheon is registered in the CCR database.

## MOBIS SIN Descriptions

### 874 1 MOBIS Consulting Services

Contractors shall provide 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: Strategic, business and action planning; systems alignment; cycle time; high performance work; process and productivity improvement; leadership systems; performance measures and indicators; program audits, and evaluations; and organizational assessments.

### 874 3 Survey Services

Services shall provide expert consultation, assistance, and deliverables associated with all aspects of surveying within the context of MOBIS. Contractors shall assist with, and/or perform all phases of the survey process to include, but not limited to: planning survey design; sampling, survey development; pretest/pilot surveying; defining and refining the agenda; survey database administration; assessing reliability and validity of data; determining proper survey data collection methodology; administering surveys using various types of data collection methods; and analyses of quantitative and qualitative survey data. Production of reports to include, but not limited to: description and summary of results with associated graphs, charts, and tables; description of data collection and survey administration methods; discussion of sample characteristics and the representative nature of data; analysis of non-response; and briefings of results to include discussion of recommendations and potential follow-up actions.

### 874 5 Support Products

Support products are those items used in support of services offered in SINS 1 through 4, 6, 7 and 99. They can include: workbooks, training manuals, slides, videotapes, CDs, DVDs, software programs, etc. Any support products offered must be supplied in conjunction with services offered herein. Support products should not be a significant part of the task.

### 874 6 Competitive Sourcing Support

Services provide support in conducting OMB Circular A-76 Commercial Activities studies, strategic sourcing studies, privatization studies, public-private partnerships, Federal Activities Inventory Reform Act, and other competitive sourcing projects or efforts. Services include but are not limited to study planning and assessments, development of Performance Work Statements (PWS), development of Quality Assurance Surveillance Plans (QASP), performance of management studies to determine the Government's Most Efficient Organization (MEO), development of in-house Government cost estimates, comparisons of in-house bids to proposed contractor prices, and Administrative Appeal Process support, MEO or contract implementation support as a result of a privatization study, and MEO performance reviews.

### 874 7 Program Integration and Project Management

Services include management or integration of programs and projects to include, but not limited to: program management, program oversight, project management and program integration of a limited duration. A variety of functions may be utilized to support program integration or project management tasks.

## Raytheon Labor Category Descriptions

*Note: Two years of experience is equivalent to one full-time year of education in an institute of higher learning and vice versa.*

### **Support Staff I**

**Description:** Provides administrative support to management consultants, including meeting/conference coordination, survey support, recording of discussion content, and preparation of deliverables.

**Minimal Education Level:** High school diploma/or general equivalency diploma (GED)

**Minimum Years of Experience:** Two

### **Support Staff II**

**Description:** Performs moderately complex administrative duties and assists in specific tasks of a more complex nature. Supports management consultants with services to include meeting/conference coordination, survey support, recording of discussion content, and preparation of deliverables. Requires excellent verbal and written communications skills.

**Minimal Education Level:** Bachelor's degree or equivalent

**Minimum Years of Experience:** Two

### **Management Support I**

**Description:** Provides technical support to management consultants, including logistics, coordination, research and preparation of reports and deliverables. Able to work independently with minimal supervision.

**Minimal Education Level:** Bachelor's degree or equivalent

**Minimum Years of Experience:** Two

### **Management Support II**

**Description:** Provides support services for a wide range of mission oriented business integration efforts. May perform the task of junior team member, project team support, researcher, or other similar roles. Effective documentation skills. Capable of communicating potential recommendations or solutions.

**Minimal Education Level:** Bachelor's degree or equivalent

**Minimum Years of Experience:** Four

### **Management Consultant I**

**Description:** Assists or leads mission oriented business integrated service projects including strategic consulting, surveys, training, facilitation, and program management and business improvement. Possesses problem-solving and resolution capabilities. Drafts and reviews deliverables. Determines customer requirements and translates these requirements into organizational plans.

**Minimal Education Level:** Bachelor's degree or equivalent

**Minimum Years of Experience:** Two

### **Management Consultant II**

**Description:** Assists or leads mission oriented business integrated service projects including strategic consulting, surveys, training, facilitation, and program management and business improvement. Possesses problem-solving and resolution capabilities. Drafts and reviews deliverables. Determines customer requirements and translates these requirements into organizational plans.

**Minimal Education Level:** Bachelor's degree or equivalent

**Minimum Years of Experience:** Four

### **Management Consultant III**

**Description:** Assists or leads mission oriented business integrated service projects including strategic consulting, surveys, business process reengineering activities, change management, training, facilitation, and program management. Possesses strong problem-solving and resolution capabilities. Drafts and reviews deliverables. May perform the tasks of the junior manager, sub-team lead, system analyst, business analyst, or other similar roles. Possesses leadership skills and ability to coach team members. Ensures the logical and systematic conversion of customer requirements into total solutions.

**Minimal Education Level:** Bachelor's degree or equivalent

**Minimum Years of Experience:** Six

# Raytheon MOBIS Schedule

## **Management Consultant IV**

**Description:** Assists or leads mission oriented business integrated service projects including strategic consulting, surveys, business process reengineering activities, change management, training, facilitation, and program management. Possesses strong problem-solving and resolution capabilities. Drafts and reviews deliverables. May perform the tasks of the manager, team lead, senior system analyst, senior business analyst, or other similar roles. Provides team leadership. Knowledgeable about state-of-the-art or emerging technologies and organizational policies. Works independently or under very general direction on complex issues.

**Minimal Education Level:** Bachelor's degree or equivalent

**Minimum Years of Experience:** Eight

## **Management Consultant V**

**Description:** Provides business leadership and strategic skills for projects in mission oriented business integrated efforts including strategic consulting, surveys, business process reengineering activities, change management, training, facilitation, and program management. Possesses strong problem-solving and resolution capabilities. May perform the tasks of the project manager, senior manager, team lead, or other similar roles. Establishes priorities, standards, procedures, and work plans. Develops mechanisms for monitoring project progress and for intervention and problem solving with project team, line managers, and customers. Knowledgeable of state-of-the-art or emerging technologies and methodologies. Company subject matter expert in a technical or professional field. Determines customer requirements and translates these requirements into organizational plans. Develops long-range objectives and strategic plans.

**Minimal Education Level:** Bachelor's degree or equivalent

**Minimum Years of Experience:** 10

## **Management Consultant VI**

**Description:** Provides business leadership and strategic skills for projects in mission oriented business integrated efforts including strategic consulting, surveys, business process reengineering activities, change management, training, facilitation, and program management. Possesses strong problem-solving and resolution capabilities. May perform the tasks of the program manager, project manager, senior manager, subject matter expert, team lead, or other similar roles. Establishes priorities, standards, procedures, and work plans. Develops mechanisms for monitoring project progress and for intervention and problem solving with the project team, line managers, and customers. Knowledgeable of state-of-the-art or emerging technologies and methodologies. Company subject matter expert in a technical or professional field. Capable of managing multiple projects. Determines customer requirements and translates these requirements into organizational plans. Develops long-range objectives and strategic plans.

**Minimal Education Level:** Bachelor's degree or equivalent

**Minimum Years of Experience:** 12

## Raytheon Services and Products Price List

Raytheon Hourly Rates (Raytheon and Customer Site) (SINs 874-1, 3, 6 and 7)

<b>Raytheon Site Hourly Rates</b>					
<b>Including 0.75% Industrial Funding Fee (IFF)</b>					
	<b>1/2/08-1/1/09</b>	<b>1/2/09-1/1/10</b>	<b>1/2/10-1/1/11</b>	<b>1/2/11-1/1/12</b>	<b>1/2/12-1/1/13</b>
Support Staff I	\$67.93	\$70.64	\$73.47	\$76.41	\$79.47
Support Staff II	\$81.84	\$85.11	\$88.52	\$92.06	\$95.74
Management Support I	\$96.10	\$99.95	\$103.94	\$108.10	\$112.43
Management Support II	\$111.60	\$116.07	\$120.71	\$125.54	\$130.56
Management Consultant I	\$128.97	\$134.13	\$139.49	\$145.07	\$150.87
Management Consultant II	\$150.14	\$156.15	\$162.39	\$168.89	\$175.64
Management Consultant III	\$175.92	\$182.96	\$190.27	\$197.88	\$205.80
Management Consultant IV	\$208.15	\$216.48	\$225.14	\$234.14	\$243.51
Management Consultant V	\$240.38	\$250.00	\$260.00	\$270.40	\$281.21
Management Consultant VI	\$301.23	\$313.28	\$325.82	\$338.85	\$352.40

<b>Customer Site Hourly Rates</b>					
<b>Including 0.75% Industrial Funding Fee (IFF)</b>					
	<b>1/2/08-1/1/09</b>	<b>1/2/09-1/1/10</b>	<b>1/2/10-1/1/11</b>	<b>1/2/11-1/1/12</b>	<b>1/2/12-1/1/13</b>
Support Staff I	\$50.13	\$52.13	\$54.22	\$56.39	\$58.64
Support Staff II	\$59.20	\$61.57	\$64.03	\$66.60	\$69.26
Management Support I	\$67.18	\$69.87	\$72.66	\$75.57	\$78.59
Management Support II	\$75.23	\$78.24	\$81.37	\$84.62	\$88.01
Management Consultant I	\$82.14	\$85.43	\$88.84	\$92.40	\$96.09
Management Consultant II	\$96.83	\$100.70	\$104.73	\$108.92	\$113.28
Management Consultant III	\$118.93	\$123.68	\$128.63	\$133.77	\$139.13
Management Consultant IV	\$134.94	\$140.34	\$145.95	\$151.79	\$157.86
Management Consultant V	\$158.65	\$164.99	\$171.59	\$178.46	\$185.59
Management Consultant VI	\$185.44	\$192.86	\$200.57	\$208.60	\$216.94

Raytheon will accept either labor hour or firm fixed price task orders.

Any travel required will be in addition to the labor rates. Travel will be reimbursed in accordance with Joint Travel Regulations (JTR) and will be burdened with G&A.

# Raytheon MOBIS Schedule

## Raytheon Support Products Pricing (SIN 874-5)

Support Product	Quantity	1/2/08-1/1/09	1/2/09-1/1/10	1/2/10-1/1/11	1/2/11-1/1/12	1/2/12-1/1/13
Copies (B/W)	1 page	\$0.11	\$0.12	\$0.12	\$0.13	\$0.13
Copies (color)	1 page	\$1.40	\$1.46	\$1.51	\$1.58	\$1.64
Overhead Transparencies (B/W)	1 page	\$0.44	\$0.45	\$0.47	\$0.49	\$0.51
Overhead Transparencies (color)	1 page	\$2.11	\$2.19	\$2.28	\$2.37	\$2.46
CD-Rs	1	\$5.27	\$5.48	\$5.70	\$5.93	\$6.17
CD-RW (Re-recordable)	1	\$8.78	\$9.13	\$9.49	\$9.87	\$10.27
CD-Rs (with color labels)	1	\$10.53	\$10.95	\$11.39	\$11.84	\$12.32
CD-RW (Re-recordable with color labels)	1	\$14.04	\$14.60	\$15.18	\$15.79	\$16.42
Next Day Delivery	1 pound	\$8.78	\$9.13	\$9.49	\$9.87	\$10.27

All products are shipped FOB destination.

Support product pricing includes 0.75% Industrial Funding Fee (IFF).



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12220 Sunrise Valley Drive  
Reston, VA 20191  
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**Raytheon**

*Customer Success Is Our Mission*