



GENERAL SERVICES ADMINISTRATION

Federal Acquisition 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 is available through **GSA Advantage!**[™], a menu-driven database system. The INTERNET address for **GSA Advantage!**[™] is: <http://www.GSAAdvantage.gov>.

Mission Oriented Business Integrated Services (MOBIS)
Federal Supply Group: 874 Class: R499

Contract Number: GS-10F-0105Y

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.gsa.gov/schedules-ordering>

Contract Period: December 12, 2011 – December 11, 2016

Contractor: BroadPoint Technologies, Inc. **Business Size:** Large Business
7501 Wisconsin Ave, Suite 720
Bethesda, MD 20814-6532
Telephone: (301) 634-2401
FAX Number: (301) 634-2441
Web Site: www.broadpoint.net/federal

Contract Administration: Todd Hager **E-mail:** thager@broadpoint.net

CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s):

| Special Item Number (SIN) | Description | Pricing |
|---------------------------|---|------------|
| 874-1 | Integrated Consulting Service | See Page 5 |
| 874-1RC | Consulting Services – Recovery Purchasing | See Page 5 |

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. Not Applicable

1c. Descriptions of all corresponding commercial job titles with experience, functional responsibility and education are provided beginning on page 6.



2. Maximum Order: \$1,000,000.00
3. Minimum Order: \$100.00
4. Geographic Coverage (delivery area): Domestic only
5. Point(s) of production: BroadPoint Technologies, Inc.
7617 Arlington Road
Bethesda, MD 20814 6129
6. Prices Shown Herein are Net (discount deducted)
7. Quantity discounts: None
8. Prompt payment terms: Net 30 days
- 9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold:
Yes
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: will accept over \$3,000
10. Foreign items (list items by country of origin): None
- 11a. Time of Delivery: BroadPoint Technologies, Inc. shall deliver or perform services in accordance with the terms negotiated in an agency's order. BroadPoint Technologies, Inc. will not propose in excess of its standard commercial delivery or performance times to agencies without giving notice to the Ordering Officer of its intent to do so.
- 11b. Expedited Delivery: Consult with Contractor
- 11c. Overnight/2-Day Delivery: Consult with Contractor
- 11d. Urgent Requirements: Consult with Contractor
12. F.O.B Points(s): Destination
- 13a. Ordering Address: BroadPoint Technologies, Inc.
7617 Arlington Road
Bethesda, MD 20814 6129



- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
14. Payment address: BroadPoint Technologies, Inc.
7617 Arlington Road
Bethesda, MD 20814 6129
15. Warranty provision: Standard Warranty.
16. Export Packing Charges (if applicable): Not Applicable
17. Terms and conditions of Government purchase card acceptance: Contact BroadPoint Technologies, Inc. for terms and conditions of Government Purchase Card acceptance.
18. Terms and conditions of rental, maintenance, and repair (if applicable): Not applicable
19. Terms and conditions of installation (if applicable): Not Applicable
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): Not applicable
- 20a. Terms and conditions for any other services (if applicable): Not Applicable
21. List of service and distribution points (if applicable): Not Applicable
22. List of participating dealers (if applicable): Not Applicable
23. Preventive maintenance (if applicable): Not Applicable
- 24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: 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 (e.g. contactor's website or other location.) The EIT standards can be found at: www.Section508.gov
25. Data Universal Numbering System (DUNS) number: 10-3154832
26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered



CONTRACTOR INFORMATION

BroadPoint Technologies was founded 10 years ago and is a certified small business supporting numerous government and commercial organizations by providing management consulting services, quality assurance and program management support.

Our functional expertise includes strong qualifications and staff credentials in financial services, citizen engagement and healthcare business processes. We also support those business areas that integrate with financial operations such executive management decision tools. Our deep and broad government experience provides a strong knowledge and experience base for full understanding of the numerous and complex federal laws and regulations - those that relate to business operations, stewardship, talent management and financial management. In addition, our projects include work with federal fee-for-service clients.

Our services include:

- Functional subject matter expertise and business requirements development
- Federal Financials, budgets, loans, grants, payables, receivables and Business Intelligence
- Obligations analysis and trusted advisory services
- Quality assurance and quality improvement such as BPR, operations analysis and system audits
- Program and project management, including Program Management Office operations
- Document and policy development and maintenance
- Training

Our professional philosophy is to be a trusted partner and not just another “support contractor.” We work collaboratively with both our government clients and other contractors to obtain the best performance and cost effective solutions to meet government challenges. Our organization is designed to be flat and responsive. This means fast resolution of any issues, the ability to quickly ramp up or fill staff vacancies, rapid approvals for contractual actions, and involvement of our senior leadership in deliverable quality and client relations.



**GSA Pricing for
874-1 - Consulting Services
874-1RC - Consulting Services – Recovery Purchasing**

| <u>Contractor-Site</u> | 12/12/2011 | 12/12/2012 | 12/12/2013 | 12/12/2014 | 12/12/2015 |
|--------------------------------|------------|------------|------------|------------|------------|
| | – | – | – | – | – |
| | 12/11/2012 | 12/11/2013 | 12/11/2014 | 12/11/2015 | 12/11/2016 |
| Program Manager | \$228.42 | \$235.27 | \$242.33 | \$249.60 | \$257.09 |
| Project Manager | \$173.44 | \$178.64 | \$184.00 | \$189.52 | \$195.21 |
| Senior Business Analyst | \$163.81 | \$168.72 | \$173.79 | \$179.00 | \$184.37 |
| Business Analyst | \$145.82 | \$150.19 | \$154.70 | \$159.34 | \$164.12 |
| Subject Matter Expert | \$216.80 | \$223.30 | \$230.00 | \$236.90 | \$244.01 |

| <u>Government-Site</u> | 12/12/2011 | 12/12/2012 | 12/12/2013 | 12/12/2014 | 12/12/2015 |
|--------------------------------|------------|------------|------------|------------|------------|
| | – | – | – | – | – |
| | 12/11/2012 | 12/11/2013 | 12/11/2014 | 12/11/2015 | 12/11/2016 |
| Program Manager | \$224.18 | \$230.91 | \$237.83 | \$244.97 | \$252.32 |
| Project Manager | \$170.48 | \$175.59 | \$180.86 | \$186.29 | \$191.88 |
| Senior Business Analyst | \$161.01 | \$165.84 | \$170.82 | \$175.94 | \$181.22 |
| Business Analyst | \$142.97 | \$147.26 | \$151.68 | \$156.23 | \$160.91 |
| Subject Matter Expert | \$213.10 | \$219.49 | \$226.08 | \$232.86 | \$239.85 |



Program Manager

Principal Duties: Responsible for business process consulting services including but not limited to new business, client relationships, corporate infrastructure and personnel. Provides direction to line managers and is responsible for strategic initiatives regarding engagements, projects and support. This role serves as key liaison between customer and partner C-level management.

Minimum Education: BA/BS or higher in Business Administration, Accounting, Economics or Mathematics.

Experience: Minimum of ten (10) years management experience in the following areas: delegation, team development, personnel development and performance management. Skilled in business analysis methodologies, including: process re-engineering, project management and quality assurance approaches. Will be directly involved in the management of bid and contract processes and will be responsible for managing projects with diverse teams including employees and subcontractors. Must possess a strong understanding of line of business or industry and related business processes.

Project Manager

Principal Duties: Directs the performance of a variety of related projects, which may be organized by technology, program, or client focusing on government operational processes. Oversees the development and/or application marketing, and resource allocation within program client base. Responsible for developing new business and the management of client relationships. Responsible for the technical, contractual, and administrative aspects of the engagement. Represents the company and works with the customer to meet all project obligations. Organizes project tasks and assigns tasks to available resources. Monitors task activity to ensure successful completion of tasks while managing risk factors and risk mitigation plans. Assesses resource requirements and leveling. Identifies project risks and works with customer management to resolve issues. Responsible for overseeing the process design and implementation, testing, execution and performance during the adoption of the business process changes.

Minimum Education: BA/BS or higher in Business Administration, Accounting, Economics or Mathematics.

Experience: Minimum of six (6) years' experience managing business process projects for government clients, leading and developing project teams including employees and subcontractors, and overseeing government business process analysis work and related deliverables. Must possess a strong understanding of line of business or industry and related business processes.



Senior Business Analyst

Principal Duties: Provides senior functional guidance in the analysis, design, implementation and application of government business process. Responsible for identifying and documenting all specific functional requirements associated with implementing the business analysis modifications. Develops a comprehensive functional description of current and future system and process requirements through structured interviews, fit/gap sessions, focus groups, documentation review and other data gathering techniques. Interfaces with team to identify specific requirements and risks. Works directly with client functional staff members to identify specific requirements to ensure that the final analysis incorporates required functionality. Applies Business Process Re-engineering to design, develop, and test the applicable process changes necessary to complete work. Possesses a strong knowledge of line of business or industry methodologies and operational processes.

Experience: Minimum of six (6) years' experience providing business process analysis to government clients.

Minimum Education: BA/BS or higher in Business Administration, Accounting, Economics or Mathematics.

Business Analyst

Principal Duties: Provides analysis, design, implementation and application of government business process. Responsible for identifying and documenting all specific functional requirements associated with implementing the business analysis modifications. Assists in providing a comprehensive functional description of current and future system and process requirements through structured interviews, fit/gap sessions, focus groups, documentation review and other data gathering techniques. Interfaces with team to identify specific requirements and risks. Works directly with client functional staff members to identify specific requirements to ensure that the final analysis incorporates required functionality. Applies Business Process Re-engineering to design, develop, and test the applicable process changes necessary to complete work. Possesses a strong knowledge of line of business or industry methodologies and operational processes.

Experience: Minimum of four (4) years' experience providing business process analysis to government clients.

Minimum Education: BA/BS or higher in Business Administration, Accounting, Economics or Mathematics.



Subject Matter Expert

Principal Duties: Provides expert guidance in the analysis, design, implementation and application of government business process. Responsible for identifying and documenting all specific functional requirements associated with implementing the business analysis modifications. Engaged in the comprehensive functional description of current and future system and process requirements through structured interviews, fit/gap sessions, focus groups, documentation review and other data gathering techniques. Interfaces with team to identify specific requirements and risks. Works directly with client functional staff members to identify specific requirements to ensure that the final analysis incorporates required functionality. Applies Business Process Re-engineering to design, develop, and test the applicable process changes necessary to complete work. Possesses very strong knowledge of line of business or industry methodologies and operational processes.

Experience: Minimum of six (6) years' experience providing business process analysis to government clients.

Minimum Education: BA/BS or higher in Business Administration, Accounting, Economics or Mathematics.

Degree Substitution Equivalency

| <u>Equivalent Degree</u> | <u>Experience</u> |
|--------------------------|--|
| Associate's | 2 years relevant experience |
| Bachelor's | Associate's degree + 2 years relevant experience or 4 years relevant experience |
| Master's | Bachelor's plus 2 years relevant experience or Associate's degree + 4 years relevant experience or 6 years relevant experience |
| PhD | Master's + 2 years relevant experience, or Bachelor's + 4 years relevant experience or 8 years relevant experience |

Service Contract Act: The Service Contract Act (SCA) is applicable to this contract as it applies to the entire Mission Oriented Business Integrated Services (MOBIS) Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and / or when the contractor adds SCA labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

