



**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE**

AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

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

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

**MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)
FSC GROUP: 874**

SIN 874-1 – INTEGRATED CONSULTING SERVICES

SIN 874-7 – INTEGRATED BUSINESS PROGRAM SUPPORT SERVICES

CONTRACT: GS-10F-0106X

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

Business Size: Small, Disadvantaged, 8(a) Business

DUNS: 11-492-1872

Contract Administrator:

Paul Lombardi, plombardi@terathink.com, 703.773.6232

Contract Period: February 14, 2011 – February 13, 2016

TeraThink Corporation

11955 Freedom Dr.

Suite 780

Reston, VA 20190-5459

Phone: (703) 773-6232

Fax: (703) 773-6239

www.terathink.com

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Customer Information

1.a Awarded Special Item Numbers

874-1 - Integrated Consulting Services

Contractors shall provide expert advice and assistance in support of an agency's mission-oriented business functions. Services covered by this SIN include:

- 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

874-7 - Integrated Business Program Support Services

Contractors shall provide services to assist agencies in managing their mission-oriented business projects or programs and achieving mission performance goals. Services covered by this SIN include:

- All phases of program or project management, from planning to closeout
- Operational/administrative business support services in order to carry out program objectives

1.b Prices

TeraThink Corporation's proposed rates are for SIN 874-1, 874-1RC, 874-7, and 874-7RC. TeraThink does offer discounted rates to specific government and commercial clients. Escalation is governed by Economic Price Adjustment Clause I-FSS-969 and will be escalated at 3% per year. Rates are the same for both customer and contractor site.

Authorized MOBIS Labor Rates

Labor Category	Year 1: 02/14/11- 02/13/12	Year 2: 02/14/12- 02/13/13	Year 3 02/14/13- 02/13/14	Year 4: 02/14/14- 02/13/15	Year 5: 02/14/15- 02/13/16
<i>Subject Matter Expert II</i>	\$212.58	\$218.96	\$225.53	\$232.29	\$239.26
<i>Subject Matter Expert I</i>	\$190.88	\$196.61	\$202.51	\$208.58	\$214.84
<i>Program Director</i>	\$180.69	\$186.11	\$191.70	\$197.45	\$203.37
<i>Program Manager</i>	\$167.85	\$172.88	\$178.07	\$183.41	\$188.92
<i>Senior Manager</i>	\$166.24	\$171.23	\$176.37	\$181.66	\$187.11
<i>Manager</i>	\$145.08	\$149.43	\$153.92	\$158.53	\$163.29
<i>Principal Consultant</i>	\$131.32	\$135.26	\$139.31	\$143.49	\$147.80
<i>Senior Consultant</i>	\$123.93	\$127.64	\$131.47	\$135.42	\$139.48
<i>Consultant</i>	\$109.53	\$112.81	\$116.20	\$119.68	\$123.27
<i>Analyst</i>	\$ 90.42	\$ 93.13	\$ 95.93	\$ 98.81	\$101.77
<i>Technical Writer</i>	\$ 63.47	\$ 65.38	\$ 67.34	\$ 69.36	\$ 71.44

1.c Labor Category Qualification

The following labor categories and are in support of the applicable SIN's listed below:

874-1 – Integrated Consulting Services

TeraThink provides consultation services in support of agencies' management, organizational, and business improvement efforts. Our consultants provide first-hand knowledge of, and experience with, commercial and government best practices, broad subject-matter expertise, and a deep understanding of the federal marketplace. We deliver top-quality products and services that will help your organization become more efficient, effective, and customer driven. Examples of consultation include but are not limited to:

- o Strategic, Business and Action Planning;
- o Quality Management and Quality Assurance;
- o Cost Benefit Analysis and Product Evaluations;
- o Facilitation Services;
- o Industry Studies and Reports;
- o Risk Assessments;
- o Performance Measures and Indicators;
- o Process and Productivity Improvement and Business Process Reengineering;
- o Organizational Assessments;
- o Program Audits and Evaluations.

874-7 – Integrated Business Program Support Services

TeraThink provides services in the management, integration, and execution of programs and projects. Our Project Management Professional (PMP®) certified consultants are well versed in Project Management principles and best practices in accordance with the Program Management Institute's Project Management Body of Knowledge (PMBOK®) and bring past experiences and knowledge to assist federal agencies successfully managed project and programs. These services may include, but are not limited to:

- Program and Project Management;
- Change Management;
- Stakeholder Communication;
- Performance Monitoring and Measurement;
- Program/Project Operational Support Services;
- Development of Project Documentation;
- Establishment of Project Management Office.

Note: Degree and Experience Equivalencies – Four years of experience may be substituted for a Bachelor's degree; two years general experience plus a Bachelor's degree may be substituted for a Masters degree.

Labor Category Descriptions

Job Title: Technical Writer

SUMMARY

Responsible for writing and editing project management documentation and corresponding deliverables or artifacts. Develop and maintain project documentation, training documentation, and user guides and communicates efficiently to the end-user. When creating, updating and enhancing the documentation, the technical writer will adhere to format, content and style guidelines, giving consideration to usability and ensuring accuracy, consistency, and quality. Excellent organization, communication, and writing skills.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Include the following. Other duties may be assigned.

- Assists in collecting and organizing information required for preparation of analyses, studies, guides, reports, training materials, or any other customer deliverables and documents.
- Edits and formats documents to ensure readability and conformance with applicable standards.
- Drafts text based on source material or input from professional staff.
- Provides administrative support to engagements as needed.

EDUCATION/EXPERIENCE/CERTIFICATION/TRAINING REQUIREMENTS:

Bachelor's degree (B.A.) from four-year college or university in English Literature, Business Administration, Finance, Marketing, Accounting, Engineering, Economics, MIS, or a related discipline; one to two years experience with support of program management, process documentation, business writing, technical writing, and development of deliverables; or equivalent combination of education and experience. Proficiency of MS Word and editing functions required.

Job Title: Analyst

SUMMARY

Implements consulting and technology tools to satisfy project requirements by performing benchmark analyses, financial and statistical modeling, and interviewing clients. Applies change management initiatives, reengineers business processes to support technology, and identifies strategic synergies within project scope.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Include the following. Other duties may be assigned.

- Serves as an analytical and technical resource on engagement team by helping to formulate and define systems scope and objectives through research and fact-finding combined with a basic understanding of business systems, industry requirements, and technology implications.
- Analyzes and documents data, conducts extensive research, and integrates technical solutions.
- Performs financial and data modeling, evaluates current processes, and prepares appropriate documentation for client.
- Supports project team in various capacities, develops quality work products and deliverables.
- Provides administrative support to engagements as needed.

EDUCATION/EXPERIENCE/CERTIFICATION/TRAINING REQUIREMENTS:

Bachelor's degree (B.S./B.A.) from four-year college or university in Business Administration, Finance, Marketing, Accounting, Engineering, Economics, MIS, or a related discipline; zero to two years of relevant work experience or equivalent combination of education and experience.

Job Title: Consultant**SUMMARY**

Serves as a key analytical resource on engagement team. Actively engages consulting tools and methodologies to meet project objectives and complete program management activities. Maintains responsibility for quality assurance practices and helping to ensure completion and accuracy of system documentation.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Include the following. Other duties may be assigned.

- Serves as a junior-level analytical correspondent within an engagement team.
- Contributes to work plan development and participates in reaching engagement milestones.
- Applies data modeling, process modeling, and software design techniques to non-complex areas.
- Conducts analysis of appropriate consulting tools to satisfy program requirements and creates project deliverables.
- Formulates basic diagnoses through financial or statistical modeling, assesses appropriate alternatives, and offers conclusions to Project Manager.

EDUCATION/EXPERIENCE/CERTIFICATION/TRAINING REQUIREMENTS:

Bachelor's degree (B.S./B.A.) from four year college or university in Business Administration, Finance, Engineering, MIS, or related discipline; minimum of eighteen months of relevant work experience; including support of program management, familiarity with client issues, assistance with design issues, analysis of important project data, and development of appropriate deliverables.

Job Title: Senior Consultant**SUMMARY**

Assists in ensuring that projects meet overall program objectives by creating status reports, creating/verifying work plans, and communicating with team members.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Include the following. Other duties may be assigned.

- Serves as a mid-level analytical correspondent within an engagement team.
- Assumes responsibility for contributing to work plan development, reaching engagement milestones, and often able to work independently to support program objectives.
- Conducts analyses of appropriate consulting tools to satisfy program requirements and creates project deliverables.
- Demonstrates proper use of the key components of the TeraThink methodology/toolkit and applies to current assignment.
- Performs and oversees rigorous peer reviews on applicable work products to meet specifications/requirements of TeraThink's quality review process.
- Implements the project change control processes as identified in the TeraThink PMP.
- Documents current and to-be business processes by effectively working closely with client.
- Engages in work plan management by establishing and tracking assignments for individuals and small teams or in a multi-workforce environment.
- Proactively raises issues and risks and proposes appropriate resolutions.

EDUCATION/EXPERIENCE/CERTIFICATION/TRAINING REQUIREMENTS:

Bachelor's degree (B.S./B.A) from four year college or university; minimum of three years of work experience including development of leadership/management; change management; skill development; complex requirements generation; works closely with customers, stakeholders, and users; performing benchmark analyses; building organizational design models; creating financial cost and revenue models; and with information technology to include support of program management and familiarity with client issues, analysis of important project data, and development of appropriate deliverables.

Job Title: Principal Consultant**SUMMARY**

Key project contributor; assisting with work plan development, reaching engagement milestones, and often leading specific project tasks or teams. Other experience includes development of leadership/management skills, performing benchmark analyses, developing organizational change management strategies, and creating financial cost and revenue models.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Include the following. Other duties may be assigned.

- Demonstrates proper use of the key components of the TeraThink methodology/toolkit and applies to current assignment.
- Provides guidance and direction to junior team members.
- Performs and oversees rigorous peer reviews on applicable work products to meet specifications/requirements of TeraThink's quality review process.
- Identifies and articulates requirements and requirement gaps/defects early in project lifecycle.
- Performs and oversees rigorous testing on applicable work products to meet expected results/requirements.
- Develops and executes change management strategies and manages all change management activities.
- Utilizes industry best-practices and methodologies.
- Effectively works with clients and end users.
- Engages in work plan management by establishing and tracking assignments for individuals and small teams or in a multi-workforce environment.
- Understands project cost, schedule, and quality measures by using the TeraThink methodology.
- Develops and maintains change management artifacts and communication strategies to support customers at varying skill levels and positions.
- Proactively raises issues and risks and proposes appropriate resolutions.

EDUCATION/EXPERIENCE/CERTIFICATION/TRAINING REQUIREMENTS:

Bachelor's degree (B.S./B.A) from four year college or university; minimum of four years of work experience including continued demonstration of leadership/management; skill development; complex requirements generation; performing benchmark analyses; building organizational design models; creating financial cost and revenue models; and with information technology to include expertise with project planning software, generation of earned value metrics, support of program management organizations, assistance with design issues, data analysis, and ownership of the development of project deliverables.

Job Title: Manager

SUMMARY

Manages a single project of mid-level complexity and potentially an engagement team. Responsible for the daily operations of the project through the entire project lifecycle. Manages client expectations through establishing sound communication processes and ensures client comfort via regular status reporting.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Include the following. Other duties may be assigned.

- Establishes and maintains the project schedule.
- Instructs, directs, and monitors the work of other project staff
- Assumes responsibility for all project deliverables and the identification of risk and issue resolution including the technical solution.
- Conducts analysis of work plan completeness, prepares status reports, and supports quality control practices.
- Performs analyses of fundamental client issues, assesses appropriate alternatives, and recommends solutions.
- Communicates client expectations to project team, and escalates appropriate issues to senior level project staff.
- Performs and oversees rigorous peer reviews on applicable work products to meet specifications/requirements of TeraThink's quality review process.
- May assume regular interaction and communication with the Government Contracting Officer (CO) and/or delegated government representatives.
- Assigns appropriate resources to tasks and oversees a quality assurance process to ensure deliverable standards are met.
- May be responsible for daily operation of overall engagement management, including measuring and monitoring project schedule, work plan, project cost, and overall delivery.

EDUCATION/EXPERIENCE/CERTIFICATION/TRAINING REQUIREMENTS:

Bachelor's degree (B.S./B.A) from four-year college or university; minimum of five years of professional work experience including engagement experience in project scope and approach, focus on project delivery and technical integration, and management of project resources.

Job Title: Senior Manager**SUMMARY**

Assumes responsibility for overall project delivery and oversight of key technical enablers on projects and identification of needs for new tools. A Senior Manager assumes regular interaction and communications with the Government Contracting Officer (CO) and delegated government representatives. Maintains responsibility for managing technical solutions, delegating appropriate resources, and helping to ensure quality assurance principles are met across projects and deliverables.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Include the following. Other duties may be assigned.

- Manages overall project activities and is the primary point of contact with client executives.
- Assumes responsibility for overall project delivery and oversight of key technical enablers on projects and identification of needs for new tools.
- Responsible for applicable work products to meet specifications/requirements of TeraThink's quality review process.
- Assumes regular interaction and communications with the Government Contracting Officer (CO) and delegated government representatives.
- Responsible for reporting on project cost, schedule, and quality measures by using the TeraThink methodology.
- Responsible for project team, including planning and managing project staff and resources, including developing junior staff members.
- Maintains responsibility for managing technical solutions, delegating appropriate resources, and helping to ensure quality assurance principles are met across projects and deliverables.
- Responsible for daily operation of overall engagement management, including measuring and monitoring project schedule, work plan, project cost, and overall delivery.
- Responsible for identifying additional revenue opportunities.

EDUCATION/EXPERIENCE/CERTIFICATION/TRAINING REQUIREMENTS:

Bachelor's degree (B.S./B.A) from four-year college or university; Masters degree and/or professional certification preferred; minimum of seven years of relevant project experience, including engagement in project scope and approach, focus on project delivery and technical integration, ability to drive strategy and planning changes at executive levels, oversight of key information technology enablers, and management of project resources; or equivalent combination of education and experience.

Job Title: Program Manager**SUMMARY**

Identifies themes capable of being developed into a new project strategy, helps to ensure overall soundness of the analytical approach, and suggests alternatives. Manages resources, champions firm initiatives, and leads developments in new business enterprises through technical innovations.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Include the following. Other duties may be assigned.

- Serves as the client's engagement manager and assumes responsibility for client communications, especially communicating technical concerns and raising awareness appropriately.
- May serve as contractor's chief liaison and point of contact with the Government Contracting Officer (CO) and delegated government representatives.
- Maintains responsibility for formulating work standards, creating strategic project objectives, and managing client issues and feedback.
- Assumes accountability for supervising designated resources and enforcing quality control practices for each project.
- May be responsible for project reviews and overall contract progress and performance.
- Assumes more responsibility for identifying and obtaining additional revenue opportunities.

EDUCATION/EXPERIENCE/CERTIFICATION/TRAINING REQUIREMENTS:

Bachelor's degree (B.S./B.A) from four-year college or university, Masters degree and/or professional certification preferred; minimum of ten years of relevant experience, including project estimation, resource planning efforts, resolving project issues, executive level management, direction on client engagements, project definition and systems analysis, coordination of multiple projects and teams, creation of competitive strategies, and the integration of global technical solutions; or equivalent combination of education and experience.

Job Title: Program Director

SUMMARY

Serves in an advisory capacity, providing members of the project team and the client organization a level of quality review to help ensure projects remain on schedule and within budget. Provides management and technical review, industry insight, issue resolution, and overall quality assurance.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Include the following. Other duties may be assigned.

- Serves as contractor's chief liaison and point of contact with the Government Contracting Officer (CO) and delegated government representatives.
- Maintains responsibility for formulating work standards, creating strategic project objectives, and managing client issues and feedback.
- Maintains responsibility for project reviews and overall contract progress and performance.
- Serves in an advisory capacity, providing members of the project team and the client organization a level of quality review to help ensure projects remain on schedule and within budget.
- Provides management and technical review, industry insight, issue resolution, and overall quality assurance.

EDUCATION/EXPERIENCE/CERTIFICATION/TRAINING REQUIREMENTS:

Bachelor's degree (B.S./B.A) from four-year college or university, Masters degree and/or professional certification preferred; minimum of twelve years of relevant experience, including resolving project issues, executive level management and direction on client engagements, project definition and systems analysis, creation of competitive strategies, coordination of multiple projects and teams, creation of competitive strategies, and the integration of global technical solutions; or equivalent combination of education and experience.

Job Title: Subject Matter Expert I**SUMMARY**

Acts as expert and advisor in particular field, assisting in establishing project direction. Champions firm initiatives, and leads developments in new business enterprises through functional or technical innovations.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Include the following. Other duties may be assigned.

- Maintains responsibility for formulating work standards, creating strategic project objectives, and managing client issues and feedback.
- Provides hands-on technical and functional expertise as it relates to projects.
- Demonstrates in-depth functional or technical expertise and a thorough understanding of the practical application of relevant best practices and industry accepted methodologies.
- Provides clear guidance to project team through excellent verbal and written communication skills.
- Reviews comprehensive functional or technical documentation related to the scope of the project.
- Serves in an advisory capacity, providing members of the project team and the client organization with significant industry knowledge.
- Provide oversight and direction based on detailed knowledge of the functional and technical area that assists with the projects success.

EDUCATION/EXPERIENCE/CERTIFICATION/TRAINING REQUIREMENTS:

Bachelor's degree (B.S./B.A) from four-year college or university, Masters degree and/or professional certification preferred; minimum of twelve years of experience supporting large projects related to individuals subject matter expertise. Considered experts in either functional (financial IT systems, accounting, human capital management, supply chain management, etc) or technical (network engineering, database administration, security, etc.) domains and have extensive experience leading projects.

Job Title: Subject Matter Expert II**SUMMARY**

Acts as expert and advisor in particular field, assisting in establishing project direction. Champions firm initiatives, and leads developments in new business enterprises through functional or technical innovations.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Include the following. Other duties may be assigned.

- Maintains responsibility for formulating work standards, creating strategic project objectives, and managing client issues and feedback.
- Provides hands-on technical and functional expertise as it relates to projects.
- Demonstrates in-depth functional or technical expertise and a thorough understanding of the practical application of relevant best practices and industry accepted methodologies.
- Provides clear guidance to project team through excellent verbal and written communication skills.
- Reviews comprehensive functional or technical documentation related to the scope of the project.
- Serves in an advisory capacity, providing members of the project team and the client organization with significant industry knowledge.
- Provide oversight and direction based on detailed knowledge of the functional and technical area that assists with the projects success.

EDUCATION/EXPERIENCE/CERTIFICATION/TRAINING REQUIREMENTS:

Bachelor's degree (B.S./B.A) from four-year college or university, Masters degree and/or professional certification preferred; minimum of twelve years of experience supporting large projects related to individuals subject matter expertise. Considered experts in either functional (financial IT systems, accounting, human capital management, supply chain management, etc) or technical (network engineering, database administration, security, etc.) domains and have extensive experience leading projects.

2 Maximum Order

\$1,000.000.00

3 Minimum Order

\$100.00

4 Geographic Coverage

Domestic Only

5 Point(s) of Production

Fairfax County, Reston, VA

6 List Price Discounts

Prices provided include Net discounts. Will accept LH and FFP

7 Quantity Discounts

None

8 Prompt Payment Terms

Net 30 days

9.a Government Purchase Card at or below micro-purchase threshold

Yes

9.b Government Purchase Card above micro-purchase threshold

Will accept over \$3,000

10 Foreign Items

None

11.a Time of Delivery

To be specified in Task Order.

11.b Expedited Delivery

Contact Contractor

11.c Overnight and 2-day Delivery

Contact Contractor

11.d Urgent Requirements

Contact Contractor

12 FOB Point(s)

Destination

13.a Ordering Address(es)

TeraThink Corporation
11955 Freedom Dr.
Suite 780
Reston, VA 20190

Tel. 703.773.6232
Fax: 703.435.3555
Attn: Paul Lombardi

13.b Order 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/ordering).

14 Payment Address(es)

TeraThink Corporation
11955 Freedom Dr.
Suite 780
Reston, VA 20190

15 Warranty Provision

Not Applicable

16 Export Packing Charges

Not Applicable

17 Terms and Conditions of Government Purchase Card Acceptance

Contact Contractor

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

20.a 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

24.a Special Attributes

Not Applicable

24.b 508 Compliance Information

Not Applicable

25 Data Universal Number System (DUNS)

11-492-1872

26 Notification Regarding CCR Registration

Registered