

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>.

Schedule for - Mission Oriented Business Integrated Services (MOBIS)

Federal Supply Group: 874 **Class:** R499

Contract Number: GS10F0115Y

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

Contract Period: See Block 3 on SF1449, effective through five years

Contractor: FGM, INC.
12021 SUNSET HILLS ROAD, SUITE 400,
RESTON, VA 20190 5864

Business Size: Large Business

Telephone: (703) 885-1401

Extension:

FAX Number: (703) 885-3943

Web Site: <http://www.fgm.com>

E-mail: mprocaccini@fgm.com

Contract Administration: Mark Procaccini

CUSTOMER INFORMATION:

- 1a. **Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:** 874-1/1RC
- 1b. **Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.**
- 1c. **If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.**
2. **Maximum Order:** \$1,000,000.00

(CUSTOMER INFORMATION: Continued)

3. **Minimum Order:** \$100.00
4. **Geographic Coverage (delivery Area):** Domestic and Overseas
5. **Point(s) of production (city, county, and state or foreign country):** Same as company address
6. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted). See Attachment.
7. **Quantity discounts:** None Offered
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 (Contractor insert number of days):** Specified on the Task Order
- 11b. **Expedited Delivery.** The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor
- 11c. **Overnight and 2-day delivery.** The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor
- 11d. **Urgent Requirements.** The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery: Contact Contractor
12. **F.O.B Points(s):** Destination
- 13a. **Ordering Address(es):** Same as Contractor
- 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(es):** Same as company address
15. **Warranty provision.:** Contractor’s standard commercial warranty.
16. **Export Packing Charges (if applicable):** N/A
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact Contractor

(CUSTOMER INFORMATION: Continued)

18. Terms and conditions of rental, maintenance, and repair (if applicable): N/A
19. Terms and conditions of installation (if applicable): N/A
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A
- 20a. Terms and conditions for any other services (if applicable): N/A
21. List of service and distribution points (if applicable): N/A
22. List of participating dealers (if applicable): N/A
23. Preventive maintenance (if applicable): N/A
- 24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: N/A
- 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: 18-2894535
26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered

Labor Category	Minimum Education	Minimum Experience	Awarded Rate
Systems Analyst-Associate	Bachelors	1	\$ 86.35
Systems Analyst	Bachelors	3	\$104.50
Systems Analyst-Senior/Lead	Bachelors	5	\$131.23
Functional Specialist	Bachelors	6	\$138.65
Functional Specialist-Intermediate	Masters	8	\$167.55
Functional Specialist-Senior/Lead	Masters	12	\$213.08
Management Consultant-Associate	Bachelors	2	\$127.49
Management Consultant	Bachelors	5	\$146.58
Management Consultant-Senior/Lead	Bachelors	9	\$165.36
Functional/Subject Matter Expert	Masters	12	\$196.39
Program Manager	Bachelors	14	\$202.04
Project Manager	Bachelors	12	\$142.41
Senior Task Lead	Bachelors	8	\$177.79
Task Lead	Bachelors	7	\$165.49
Consultant	Bachelors	5	\$180.42
Support Staff	HS Diploma	N/A	\$ 73.65

(CUSTOMER INFORMATION: Continued)

Labor Category Descriptions:

Systems ANALYST-Associate

Functional Responsibilities: Candidate applies analytic methodologies and principles to address client's needs. He/she supports analyst functions including data collection, interviewing, data modeling, project testing, and creation of performance measurements to support project objectives. He/she conducts activities in support of project team's objectives and works closely with more highly experienced systems analysts.

Experience & Education: Minimum of 1 year experience and Bachelors' Degree

Systems ANALYST

Functional Responsibilities: Candidate possesses demonstrated knowledge and experience applying analytic methodologies and principles to address client needs. Applies analytic techniques in the evaluation of project objectives and contributes to the implementation of strategic direction. He/she performs analyst functions including data collection, interviewing, data modeling, project testing, and creation of performance measurements to support project objectives. He/she conducts activities in support of project team's objectives and works closely with Senior/Lead Systems Analysts and project management as well as directs the activities of junior staff as necessary.

Experience & Education: Minimum of 3 years' experience and Bachelors' Degree

Systems ANALYST-Senior/Lead

Functional Responsibilities: Candidate is a senior expert with extensive knowledge and experience developing and applying analytic methodologies and principles, and is recognized as a leader within MOBIS functions. Leads the application of analytic techniques and helps define project objectives and strategic direction. Responsible for providing leadership and vision to client and project teams around the methodology. He/she is able to resolve complex problems, which require an in-depth knowledge of analytic methodologies and principles. He/she directs the activities of more junior Systems Analysts or other staff as necessary on activities related to the application of analytical techniques and methodologies. Candidate possesses demonstrated managerial and supervisory skills.

Experience & Education: Minimum of 5 years' experience and Bachelors' Degree

FUNCTIONAL SPECIALIST

Functional Responsibilities: Candidate possesses functional knowledge and experience in designated field or discipline. He/she supports assessments of organization's challenges using specialized skills and knowledge. Contributes to the execution of project or task plan and helps assess the impact of industry trends, policy or standard methodologies. Candidate conducts activities in support of the project team's objectives and works closely with senior Specialists and/or Task Leads.

Experience & Education: Minimum of 6 years' experience and Bachelors' Degree

FUNCTIONAL SPECIALIST-Intermediate

Functional Responsibilities: Candidate possesses demonstrated knowledge and experience in designated field or discipline as well as participates in the development of solutions by applying knowledge gained through similar prior engagements. Contributes to the implementation of strategy and helps assess the impact of industry trends, policy, and/or standard methodologies. He/she directs the activities of Specialists or other staff as necessary on activities related to the specified field or discipline.

Experience & Education: Minimum of 8 years' experience and Masters' Degree

FUNCTIONAL SPECIALIST-Senior/Lead

Functional Responsibilities: Candidate is a senior expert with extensive knowledge in designated field or discipline. Candidate provides insight and advice concerning task or project strategic direction and outcomes. He/she may contribute to the evaluation, analysis, and development of recommended solutions; resolves complex problems by applying principles and methods of the subject matter to specialized solutions; and possesses demonstrated ability and experience in management consulting and cross-team facilitation at the senior management level. Other areas of expertise may include, but is not limited to: business process re-engineering, statistical process control, individual and organizational assessment and evaluation, process modeling and simulation, strategic and business planning, change management, organizational development, and the development of

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leadership/management skills. Candidate directs the activities of other Functional Analysts, or other staff as necessary on activities related to the specified field or discipline.

Experience & Education: Minimum of 12 years' experience and Masters' Degree

MANAGEMENT CONSULTANT-Associate

Functional Responsibilities: Candidate possesses some knowledge and experience in developing solutions, recommendations, or outcomes across multiple tasks and/or organizations. Candidate supports the development of solutions to address an organization's challenges. He/she supports project objectives and helps assess the impact of industry trends, policy, or standard methodologies. He/she conducts activities in support of project team's objectives. Candidate works closely with senior Management Consultants or Task Leads.

Experience & Education: Minimum of 2 years' experience and Bachelors' Degree

MANAGEMENT CONSULTANT

Functional Responsibilities: Candidate possesses demonstrated knowledge, experience, and ability in the development of solutions, recommendations, or outcomes across multiple complex tasks and/or organizations. Evaluates options in the context of project objectives and contributes to the implementation of strategic direction. Supports project objectives through activities such as conducting interviews, gathering data, and developing recommendations in support of project objectives. Candidate directs the activities of Management Consultants or other staff as necessary.

Experience & Education: Minimum of 5 years' experience and Bachelors' Degree

MANAGEMENT CONSULTANT-Senior/Lead

Functional Responsibilities: Senior expert with extensive knowledge and experience in developing solutions, recommendations, or outcomes across multiple complex tasks in multiple organizations. Candidate defines project objectives and strategic direction. Is responsible for providing leadership and vision to client and project teams and serves as a key facilitator between multiple teams to achieve objectives for complex efforts. Candidate directs the activities of more junior Management Consultants or other staff as necessary.

Experience & Education: Minimum of 9 years' experience and Bachelors' Degree

FUNCTIONAL/SUBJECT MATTER EXPERT

Functional Responsibilities: Senior expert with extensive, enterprise-wide knowledge and experience in one or more designated functional and/or domain areas. Candidate provides insight and advice concerning strategic direction and applicability of up-to-date, industry standard solutions. Candidate is responsible for providing high-level vision to program/project manager or senior client leadership to influence objectives of complex efforts. The Functional/Subject Matter Expert is primarily used to provide specific expertise on projects, rather than in a managerial capacity. This expertise involves developing comprehensive methods for describing the current and/or future structure and behavior of an organization's processes, systems, personnel and organizational sub-units so they align with the organization's core goals and strategic direction. The Functional/Subject Matter Expert is typically a former high ranking military or civilian official and recognized by industry as an expert in their specific field.

Experience & Education: Minimum of 12 years' experience and Masters' Degree

PROGRAM MANAGER

Functional Responsibilities: Candidate provides oversight and executive level management to overall contract operations, often involving multiple projects/tasks and groups of personnel at multiple locations. The Program Manager maintains and manages relationships with senior level management within the customer organization. Responsible for keeping the customer apprised of overall program status, including all relevant projects and their potential impact on higher level organizational strategic vision. This may involve subject matter and unique technical knowledge. The Program Manager is responsible for managing multiple contract operations; ensuring quality standards and work performance on all task orders and projects; planning, organizing and overseeing work efforts; assigning resources and managing personnel, providing risk management, and more.

Experience & Education: Minimum of 14 years' experience and Bachelors' Degree

(CUSTOMER INFORMATION: Continued)

PROJECT MANAGER

Functional Responsibilities: Candidate performs day-to-day management of contract support operations, possibly involving multiple tasks and groups of personnel at multiple locations, on a single project. Demonstrates skills in the scope of work

encompassed by the task order; provides technical guidance to the project team in performance of the work, and reviews the quality of all work products. Organizes, directs, and coordinates the planning and production of all contract support activities. Candidate is responsible for staffing, project planning, project financials, and staff direction and oversight. Maintains and manages the client interface at the COTR levels of the client organization. Candidate assists the Program Manager, as required, in managing contract performance.

Experience & Education: Minimum of 12 years' experience and Bachelors' Degree

SENIOR TASK LEAD

Functional Responsibilities: Candidate has experience in project and task management, responsible for ensuring successful task completion within the scheduled timeframe consistent with the established scope of work to include both the technical and financial solutions. Organizes, directs, and coordinates the planning and production of all activities associated with assigned tasks.

Experience & Education: Minimum of 8 years' experience and Bachelors' Degree

TASK LEAD

Functional Responsibilities: Candidate is responsible for ensuring successful task completion within the scheduled timeframe consistent with the established scope of work, including both the technical and financial solutions. Organizes, directs, and coordinates the planning and production of all activities associated with assigned tasks.

Experience & Education: Minimum of 7 years' experience and Bachelors' Degree

CONSULTANT

Functional Responsibilities: Team member not regularly assigned to a MOBIS task who contributes to specific assignments within specified guidelines. May perform a variety of tasks that require both practical experience and theoretical, state-of-the-art, technical knowledge in a specialty area. Candidate understands overall purpose of task assignment.

Experience & Education: Minimum of 5 years' experience and a Bachelors' Degree

SUPPORT STAFF

Functional Responsibilities: Depending on the functional specialty, candidate supports the program management staff in the preparation of deliverables, internal reports, briefings, and drawings associated with the project being supported.

Experience & Education: Minimum of a HS Diploma

EXPERIENCE & DEGREE SUBSTITUTIONS

The preceding paragraphs describe the functional responsibilities, and education and experience requirements for each labor category. These requirements are a guide to the types of experience and educational background of typical personnel in each labor category.

Education and experience may be substituted for each other. Each year of relevant experience may be substituted for one year of education, and vice versa. In addition, certifications, professional licenses, and vocational technical training may be substituted for experience or education.

Degree/Experience Equivalency

Degree	Experience Equivalence	Other Equivalence
Bachelors	Associate degree +2 years relevant experience, or 4 years relevant experience	Professional certification
Masters	Bachelors +2 years relevant experience, or Associated + 4 years relevant experience	Professional license

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Doctorate	Masters + 2 years relevant experience, Bachelors + 4 years relevant experience	
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** Successful completion of higher education which has not yet resulted in a degree may be counted as 1 for 1 year's of experience for each year of college completed.*

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 CFR 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.