

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

Schedule for - MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)

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

Contract Number: GS-10F-0132V

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

Contract Period: April 02, 2009 through April 01, 2019

Pricelist current as of November 2014

Contractor: JPI
2270 Kraft Drive, Suite 1850
Blacksburg, VA 24060-5130

Contract Negotiator: Doug Garnett-Deakin, 540-443-9245, doug.garnett-deakin@jpidev.com

Contract Administrator: Kirsten Slagle, 540-443-9236, kirsten.slagle@jpidev.com

Business Size: Small, HUBZone Business

Telephone: (540) 443-9240

Extension:

FAX Number: (540) 301-6418

Web Site: www.jpidev.com

CUSTOMER INFORMATION:

- 1a. **Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:** 874-1 & 874-1RC (Integrated Consulting Services) and 874-7 & 874-7RC (Integrated Business Program Support Services).
- 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
3. **Minimum Order:** \$100.00
4. **Geographic Coverage (delivery Area):** Worldwide
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:** Offers an additional 3% discount to contracts totaling \$1,000,000.00 or greater
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
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:** 143692858
26. **Notification regarding registration in Central Contractor Registration (CCR) database:** Registered

JPI Price List

MOBIS SIN	Labor Category	JPI Rate
874-1	Expert / Strategic Consultant 5	\$215.03
874-1 / 874-7	Functional Analyst 1	\$188.45
874-1 / 874-7	Program Manager	\$168.15
874-1 / 874-7	Management Consultant	\$148.78
874-1 / 874-7	Senior Consultant	\$142.41
874-1 / 874-7	Senior Functional Management Consultant 1	\$141.05
874-1	Strategic Consultant 3	\$131.42
874-1 / 874-7	Consultant 3	\$127.85
874-1 / 874-7	Consultant 2	\$123.64
874-1 / 874-7	Consultant 1	\$120.49
874-1	Expert Consultant 2	\$119.30
874-1 / 874-7	Project Manager	\$108.32
874-1	Creative Consultant 4	\$103.86
874-1	Writer / Editor 3	\$97.86
874-1	Creative Designer 2	\$79.12
874-1 / 874-7	Assistant Project Manager	\$73.26
874-1 / 874-7	Project Analyst 2	\$55.52

SCA Applicability Statement: JPI confirms that the SCA is applicable to this contract as it applies to the entire 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 JPI adds SCA labor categories / employees to the contract through the modification process, JPI 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. JPI understands that the failure to do so may result in cancellation of the contract.

JPI MOBIS Labor Categories

Expert / Strategic Consultant 5

Minimum General Experience:

This position requires a minimum of fifteen (15) years of experience and a Master's Degree in the field or in a related area. Familiar with a variety of concepts, practices, and procedures.

Job Description / Functional Responsibility:

Provides expert-level domain and functional consulting, analysis, and methodological and design support to complex MOBIS projects. Has extensive knowledge in an area of specialization that is necessary for effective implementation of the MOBIS.

Education / Experience:

Master's Degree with fifteen (15) years of experience or PhD with thirteen (13) years of experience.

Functional Analyst 1

Minimum General Experience:

This position requires a minimum of seven (7) years of experience, of which at least six (6) years must be specialized in the particular discipline called for in the work. Specialized experience must be in the desired specialized work stream (e.g., large-scale program management, governance development, strategic planning, continuous process improvement, etc.) Must demonstrate the ability to work independently or under only general direction.

Job Description / Functional Responsibility:

Works directly with client or client teams on large-scale projects in a subject matter expert capacity. Works within a specialized area as defined by the task order and skills of the functional analyst. Usually works with a large support staff and provides daily supervision and direction to a team to carry out functional work. Performs functional allocation to identify required tasks and their interrelationships.

Education / Experience:

Bachelor's Degree with seven (7) years of experience (6 in specialized area), Master's Degree with five (5) years of experience or four (4) in specialized area, or PhD with three (3) years of experience, or two (2) in specialized area.

Program Manager

Minimum General Experience:

This position requires a combination of ten (10) years of information technology experience, including three (3) years of experience in management or supervisory capacity, plus three (3) years of experience in the functional area of the project to be managed.

Job Description / Functional Responsibility:

Coordinates and monitors the scheduling, pricing, and technical performance of programs. Responsibilities also include aiding in the negotiation of contracts and contractual changes and coordinating preparations of proposals, plans, specifications, and financial conditions of contracts. Develops master plans and schedules, formulates solutions to address program problems, and directs work of resources assigned to program from various projects. Primary point of contact for the customer and oversees all work and takes corrective action as necessary to ensure projects are completed on time and within budget. May serve as technical lead for the project.

Education / Experience:

Bachelor's Degree with ten (10) years of experience, Master's Degree with eight (8) years of experience, and PhD with six (6) years of experience.

Management Consultant

Minimum General Experience:

This position requires ten (10) years of experience in the field or in a related area. Progressive senior-level management and organizational experience.

Job Description / Functional Responsibility:

Responsible for the management and performance of major contract programs requiring multi-discipline services and interorganizational cooperation of departments. Manages and directs all phases of a program from inception to completion to assure all technical, schedule, delivery, and cost requirements are met. Communicates with customer to resolve technical and contractual issues. Oversees the development of design concepts and test criteria. Reviews program schedules and potential impacts. Directs proposal preparation, management plans, budgets, and schedules for program. Directs the integration of a program management team, reviews progress and evaluates results.

Education / Experience:

Bachelor's Degree with ten (10) years of experience, Master's Degree with eight (8) years of experience, or PhD with six (6) years of experience.

Senior Consultant

Minimum General Experience:

This position requires seven (7) years of experience in the field or in a related area. Familiar with a variety of concepts, practices, and procedures.

Job Description / Functional Responsibility:

Responsible for the management and performance of large contract programs requiring multi-discipline services. Manages and directs phases of program from inception to completion to assure all technical, schedule, delivery, and cost requirements are met. Communicates with customer to resolve technical and contractual issues. Oversees the development of design concepts and test criteria. Assists client in achieving all stated objectives and for ensuring quality and accuracy of deliverables.

Education / Experience:

Bachelor's Degree with seven (7) years of experience, Master's Degree with five (5) years of experience, or PhD with three (3) years of experience.

Senior Functional Management Consultant 1

Minimum General Experience:

This position requires a minimum of five (5) or more years of experience in business consulting, process improvement, strategy, financial management, or a related field.

Job Description / Functional Responsibility:

Provides specialized experience in process analysis and redesign, financial management, performance measurement and management, strategy, risk management, organization design/workforce planning or a related functional business field. Contributes to research and design activities. Advises on methodology and team structure while coordinating analyses with other project personnel. Applies technical and analytical approaches to address client issues related to process assessment, strategy and change management for process improvement, organization transformation, and/or other related areas.

Education / Experience:

Bachelor's Degree with five (5) years of experience or Master's with three (3) years of experience.

Strategic Consultant 3

Minimum General Experience:

This position requires seven (7) years of experience in the field or in a related area. Familiar with a variety of concepts, practices, and procedures.

Job Description / Functional Responsibility:

Responsible for the design, development, and technical execution of MOBIS projects. Applies sophisticated strategic or management systems analysis methods to define and develop solutions to complex strategic communications or management issues. Responsible for determining project objectives and selecting or performing / overseeing conceptual and methodological design for the MOBIS project execution. Conducts or directs the most technical aspects of the MOBIS project. Provides direction to members of the project team.

Education / Experience:

Bachelor's Degree with seven (7) years of experience, Master's Degree with five (5) years of experience, or PhD with three (3) years of experience.

Consultant 3

Minimum General Experience:

This position requires nine (9) years of experience in the field or in a related area. Familiar with a variety of concepts, practices, and procedures.

Job Description / Functional Responsibility:

Provides high level facilitation and/or program management and process improvement support services. Provides leadership in the definition of program specifications. Responsible for meeting project schedule and performance objectives. Implements operational mission, and conducts requirements and information analysis, as well as cost-benefit analysis. Assists client in achieving all stated objectives and for ensuring quality and accuracy of deliverables. Coordinates the work efforts of multiple projects surrounding a common program objective to ensure timely problem resolution and total customer satisfaction. May report to senior consultant and manage junior consultants.

Education / Experience:

Bachelor's degree with nine (9) years of experience, Master's Degree with seven (7) years of experience, or PhD with five (5) years of experience.

Consultant 2

Minimum General Experience:

This position requires seven (7) years of experience in the field or in a related area. Familiar with a variety of concepts, practices, and procedures.

Job Description / Functional Responsibility:

Recognized authority across multiple areas of expertise. Provides leadership at a high technical and programmatic level for teams to accomplish customer sponsored projects, including new program development. Leadership comprises problem definition, identification of avenues of approach, identification of applicable resources, and execution of tasks within the project.

Education / Experience:

Bachelor's Degree with seven (7) years of experience, Master's Degree with five (5) years of experience, or PhD with three (3) years of experience.

Consultant 1

Minimum General Experience:

This position requires five (5) years of experience in the field or in a related area. Familiar with a variety of concepts, practices, and procedures.

Job Description / Functional Responsibility:

Provides facilitation and program management support services. Assists in meeting project schedule and performance objectives as defined by program manager or senior consultant. Prepare status reports for upper management review. Track project staffing, budget, prioritization, and other personnel matters.

Education / Experience:

Bachelor's degree with five (5) years of experience or Master's Degree with three (3) years of experience.

Expert Consultant 2

Minimum General Experience:

This position requires six (6) years of experience in the field or in a related area. Familiar with a variety of concepts, practices, and procedures.

Job Description / Functional Responsibility:

Provides expert-level domain and functional consulting, analysis, and methodological and design support to complex MOBIS projects. Has extensive experience in an area of specialization that is necessary for effective implementation of the MOBIS.

Education / Experience:

Bachelor's Degree with six (6) years of experience, Master's Degree with four (4) years of experience, or PhD with two (2) years of experience.

Project Manager

Minimum General Experience:

Eight (8) years of progressive experience managing and delivering complex projects.

Job Description / Functional Responsibility:

Manages and coordinates the implementation of program objectives throughout all phases of a system's or program's life cycle. Directs the staff to ensure conformance with work requirements associated with accounting, resource allocations, internal management controls, business process improvements, performance measurements, contract deliverables, and all other requirements of the customer's statement of work. Coordinates the work efforts of multiple projects surrounding a common program objective to ensure timely problem resolution, realization of economies of scale and total customer satisfaction. Reviews deliverables for quality, completeness, and adherence to design concepts and user requirements.

Education / Experience:

Bachelor's Degree with eight (8) years of experience, Master's Degree with six (6) years of experience, or PhD with four (4) years of experience.

Creative Consultant 4

Minimum General Experience:

This position requires eight (8) years of experience in the field or in a related area. Familiar with a variety of concepts, practices, and procedures.

Job Description / Functional Responsibility:

Provides expert independent services and leadership in specialized technical areas in support of MOBIS projects. Collaborates with consultants and project management personnel in the development of solutions to be utilized in conjunction with strategic communication of change management services. Provides advice on state-of-the-art solutions for business improvement. Estimates project time and costs.

Education / Experience:

Bachelor's Degree with eight (8) years of experience, Master's Degree with six (6) years of experience, or PhD with four (4) years of experience.

Writer / Editor 3Minimum General Experience:

This position requires four (4) years of experience in the field or in a related area. Familiar with a variety of concepts, practices, and procedures.

Job Description / Functional Responsibility:

Develops, writes, and edits materials for manuals, reports, studies, customization of training materials, and other types of documentation for varied audiences. Develops high-visibility, multi-faceted documents. Uses guidelines such as program objectives and identified audience needs, researches, writes, edits, and designs a variety of technical and promotional / project specific materials. Researches appropriate subject-matter literature and proof ready copy of regulation / guideline manuals for accuracy of interpretation and grammar.

Education / Experience:

Bachelor's Degree with four (4) years of experience or Master's Degree with two (2) years of experience.

Creative Designer 2Minimum General Experience:

This position requires four (4) years of experience in the field or in a related area. Familiar with a variety of concepts, practices, and procedures.

Job Description / Functional Responsibility:

Determines the look and feel of the entire web site or other media. Creates original graphics and icons. Implements web design parameters, style guides, and visual standards. Establishes and produces graphic material for use in advertising and promotion of online services and other products.

Education / Experience:

Bachelor's Degree with four (4) years of experience or Master's Degree with two (2) years of experience.

Assistant Project ManagerMinimum General Experience:

Three (3) years of experience assisting a Project/Program Manager in the management of a contract, project, or task. Requires knowledge of and experience using specialized financial and project tracking software systems in addition to commercial and off-the-shelf office automation software packages.

Job Description / Functional Responsibility:

Provide management assistance in project coordination and execution. Assist the Project / Program manager with project schedules, deadlines, budgets, resource assignments and monitors progress of project. Prepare status reports for upper management to review. Track project staffing, budget, prioritization and other personnel matters.

Education / Experience:

Associate's Degree with four (4) years of experience, Bachelor's Degree with three (3) years of experience, Master's Degree with one (1) year of experience, or five (5) years of experience in lieu of a degree.

Project Analyst 2

Minimum General Experience:

No minimum requirements for experience.

Job Description / Functional Responsibility:

Assists with setting up and maintaining the project management infrastructure including, but not limited to, management and reporting, contractual tracking and reporting, status reporting, human resources and quality management processes, and other related project management activities. May prepare status reports, update project plans, and prepare client billings.

Education / Experience:

Holds high school diploma or equivalent.

The minimum education and experience will be met when the educational equivalencies in the tables below are considered.

Additional educational achievements in excess of requirements can be substituted for experience requirements:

Required Education	Actual Education Obtained	Additional Years of Experience Credited the JPI Employee
MA/MS	Ph.D.	2
BA/BS	Ph.D.	4
BA/BS	MA/MS	2
Associate	BA/BS	1
HS/GED	BA/BS	2

Additional experience in excess of requirements can be substituted for educational requirements:

Actual Education	Required Education	Additional Years of Experience Needed for Educational Requirements Equivalency
HS/GED	BA/BS	4
HS/GED	MA/MS	6
HS/GED	Ph.D.	No equivalency
Associate	BA/BS	2
Associate	MA/MS	4
BA/BS	MA/MS	2
BA/BS	Ph.D.	4
MA/MS	Ph.D.	2