

**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 GSAAvantage.gov.

Mission Oriented Business Integrated Services (MOBIS)

FSC Group 874

Contract Number GS-10F-0164V

SIN 874-1 Integrated Consulting Services

874-4 Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration, Learning Management, Internships

Period Covered By Contract: May 4, 2014 through May 3, 2019

Catalog current through modification number PS-0015 effective December 18, 2014



**Harkcon, Inc.
43 Town & Country Drive
Suite 119-311
Fredericksburg, VA 22405-8729
Toll Free: (800) 499-6456 - Ext. 104
Fax: 888-568-8595
www.harkcon.com**

Small Business

For more information on ordering from Federal Supply Service Schedules, click on FSS Schedules at fss.gsa.gov



CUSTOMER INFORMATION

- 1a. Table of Awarded Special Item Numbers:
874 1 Integrated Consulting Services
874 4 Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration, Learning Management, Internships
- 1b. Identification of Lowest Unit Price:
Labor Category: Analyst 2 GSA Rate: \$62.91/Hr.
- 1c. Harkcon, Inc. is offering labor categories at hourly rates.
Labor category descriptions included.
2. Maximum order: \$1,000,000
3. Minimum order: \$100.00
4. Geographic coverage: Domestic
5. Point(s) of production (city, county, and state, or foreign country): Not applicable
6. Discount from list prices or statement of net prices: See pricelist
7. Quantity Discounts: None
8. Prompt payment terms: None
- 9a. Government Purchase Cards are accepted at or below the micro-purchase threshold of \$3,000.00.
- 9b. Government Purchase Cards are not accepted above the micro-purchase threshold of \$3,000.00.
10. Foreign items: Not applicable
- 11a. Time of Delivery: To be negotiated at the task order level
- 11b. Expedited delivery: To be negotiated at the task order level
- 11c. Overnight and 2-day delivery: Contact Contractor
- 11d. Urgent Requirements: Contact Contractor
12. F.O.B. point(s): Destination
- 13a. Ordering Address:



Harkcon, Inc.
43 Town & Country Drive, Suite 119-311
Fredericksburg, VA 22405-8729

- 13b. Ordering Procedures: For supplies and services, the ordering procedures, information on blanket purchase agreements (BPA's), are found in Federal Acquisition Regulation (FAR) 8.405-3.
14. Payment address:
43 Town & Country Drive, Suite 119-311
Fredericksburg, VA 22405-8729
15. Warranty Provision: Not applicable
16. Export packing charges: Not applicable
17. Terms and conditions of Government Purchase Card acceptance (any thresholds above the micro-purchase level): Not applicable
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
- 20a. Terms and conditions for any other services:
The contractor shall not be liable for any injury to Government personnel or damage to Government property arising from the use of equipment maintained by the Contractor, unless the injury or damage is due to the fault or negligence of the Contractor.
21. List of services and distribution points: Not applicable
22. List of participating dealers: Not applicable
23. Preventive maintenance: Not applicable
- 24a. Special attributes such as environmental attributes: Not applicable
- 24b. Section 508 Compliance: Not applicable
25. Data Universal Number System (DUNS) number: 783808111
26. Notification regarding registration in Central Contract Registration (CCR) database:
Registered

Labor Categories		
Title	Description	
Analyst 2	Education*	Four-year degree from an accredited college/university or equivalent experience.
	Experience	3+ years of experience in business / management / performance consulting, process improvement, strategy, financial management, or a related field. Possession of an advanced degree may be substituted for one year of experience. Possession of a professional certification (e.g., CPT Six Sigma Green/Black Belt) may also be substituted for one year of experience.
	Description	Performs needs, functional, logical, lifecycle, and technical assessments and analyses; feasibility studies; cost-benefit studies; briefings and presentations; report writing; and post-implementation evaluations for projects.
	Certifications	None
	SIN	874-1; 874-4
Analyst 3	Education*	Four-year degree from an accredited college/university or equivalent experience.
	Experience	4+ years of experience in business / management / performance consulting, process improvement, strategy, financial management, or a related field. Possession of an advanced degree may be substituted for one year of experience. Possession of a professional certification (e.g., CPT Six Sigma Green/Black Belt) may also be substituted for one year of experience.
	Description	Performs needs, functional, logical, lifecycle, and technical assessments and analyses; feasibility studies; cost-benefit studies; briefings and presentations; report writing; and post-implementation evaluations for projects.
	Certifications	None
	SIN	874-1; 874-4
Analyst 4	Education*	Bachelor's Degree or Equivalent Experience
	Experience	5+ years
	Description	Performs needs, functional, logical, lifecycle, and technical assessments and analyses; feasibility studies; cost-benefit studies; briefings and presentations; report writing; and post-implementation evaluations for projects.
	Certifications	None
	SIN	874-1; 874-4
Managing Instructional Technologist	Education*	Master's Degree or Equivalent Experience
	Experience	7+ years
	Description	Top-level technical expert in Instructional Technology. Acts independently under general direction. Provides technical leadership on complex projects. Plans, develops, and organizes training solutions and programs. Analyzes training needs and prepares special courses and related manuals. Normally conducts training and development classes and assists in developing criteria to measure effectiveness of classes. Reviews and recommends new and evolving research, methods, and techniques related to training and developing business systems to meet program requirements.
	Certifications	None
	SIN	874-1; 874-4



Labor Categories		
Title	Description	
Principal BPR Specialist	Education*	Master's Degree or Equivalent Experience
	Experience	10+ years
	Description	Manages and conducts major business reengineering projects, including strategic plan development and implementation, and training program development and implementation. Identifies and defines gaps; and recommends and utilizes necessary methodology and resources to develop/integrate solutions, including identification and mitigation of change management issues.
	Certifications	None
	SIN	874-1; 874-4
Project Manager 2	Education*	Four-year degree from an accredited college/university.
	Experience	Five or more years of experience in business/management/performance consulting, process improvement, strategy, financial management, or a related field. Possession of an advanced degree may be substituted for one year of experience. Possession of a professional certification (e.g., CPT, PMP, Six Sigma Green/Black Belt) may also be substituted for one year of experience.
	Description	Leads and directs project personnel including, but not limited to, Team Lead(s) and Team Member(s). Manages the project schedule, budget, cost and risk management, and delivery of the project. Applies 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; interfaces with the client on project-related issues.
	Certifications	None
	SIN	874-1; 874-4
Project Manager 3	Education*	Four-year degree from an accredited college/university.
	Experience	7+ years of experience in business / management / performance consulting, process improvement, strategy, financial management, or a related field. Possession of an advanced degree may be substituted for one year of experience. Possession of a professional certification (e.g., CPT, PMP, Six Sigma Green/Black Belt) may also be substituted for one year of experience.
	Description	Leads and directs project personnel including, but not limited to, Team Lead(s) and Team Member(s). Manages the project schedule, budget, cost and risk management, and delivery of the project. Applies 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; interfaces with the client on project-related issues.
	Certifications	None
	SIN	874-1; 874-4

Labor Categories		
Title	Description	
Project Manager 4	Education*	Four-year degree from an accredited college/university.
	Experience	10+ years of experience in business / management /performance consulting, process improvement, strategy, financial management, or a related field. Possession of an advanced degree may be substituted for one year of experience. Possession of a professional certification (e.g., CPT, PMP, Six Sigma Green/Black Belt) may also be substituted for one year of experience.
	Description	Leads and directs project personnel including, but not limited to, Team Lead(s) and Team Member(s). Manages the project schedule, budget, cost and risk management, and delivery of the project. Applies 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; interfaces with the client on project-related issues.
	Certifications	None
	SIN	874-1; 874-4
Senior Instructional Technologist	Education*	Bachelor's Degree or Equivalent Experience
	Experience	5+ years
	Description	Plans, develops, and organizes training programs. Analyzes training needs and prepares special courses and related manuals. Normally conducts training and development classes and assists in developing criteria to measure the effectiveness of classes. Reviews and recommends new and evolving research, methods, and techniques related to training and developing business systems to meet program requirements.
	Certifications	None
	SIN	874-1; 874-4
Subject Matter Expert	Education*	PhD or Equivalent Specialty/Technical Experience
	Experience	20+ years
	Description	Performs as a consultant in a highly specialized functional business or technical area. Provides specific technical and/or functional business guidance, reflecting detailed, expert knowledge of a specific area or function. Develops benchmarks. Performs analyses and studies. Develops reports and makes presentations to management/client representatives.
	Certifications	None
	SIN	874-1; 874-4
Maritime Trainer Subject Matter Expert	Education*	Bachelor's Degree of Equivalent Experience
	Experience	10 years
	Description	Performs as a maritime trainer/subject matter expert with an emphasis in small boat and law enforcement operations. Provides specific technical and/or functional maritime operations advice and support, reflecting detailed, expert knowledge in maritime operations.
	Certifications	None
	SIN	874-4



**Degrees may be in any field that prepares the employee for performing the work specified. Applicable degrees may fall into any technical, business or related field*

Substitution Policy: Experience may be substituted for education as follows:

- MA/MS Degree with two additional years of experience, may substitute for a PhD,
- BA/BS Degree with four additional years of experience, may substitute for a PhD,
- BA/BS Degree with two additional years of experience, may substitute for a MA/MS Degree
- High School Diploma with four additional years of experience, may substitute for a BA/BS Degree.

Contract Price List GS-10F-0164V

SIN	Labor Category	GSA Hourly Rate
874-1; 874-4	Analyst 2	\$62.91
874-1; 874-4	Analyst 3	\$81.84
874-1; 874-4	Analyst 4	\$97.51
874-1; 874-4	Managing Instructional Technologist	\$116.40
874-1; 874-4	Principal BPR Specialist	\$131.07
874-1; 874-4	Project Manager 2	\$116.22
874-1; 874-4	Project Manager 3	\$128.36
874-1; 874-4	Project Manager 4	\$144.24
874-1; 874-4	Senior Instructional Technologist	\$84.82
874-1; 874-4	Subject Matter Expert	\$193.31
874-4	Maritime Trainer Subject Matter	\$105.28

**The Service Contract Act (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 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 wage determination number. Failure to do so may result in cancellation of the contract.