

## **GENERAL SERVICES ADMINISTRATION Federal Supply Service**

### *Authorized Federal Supply Schedule Pricelist*

Online 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 Management, Organizational and Business Improvement Services (MOBIS)**

#### **Blackstone Technology Group**

**Contract No:** [GS-10F-0176U](#)

**FSC Group:** [874](#)

**FSC Class:** [R499](#)

**Special Item No:** [874-1](#), [874-1RC](#), [874-7](#), [874-7RC](#)

**Contract Period:** [April 1, 2008 – March 31, 2018](#)

**Prices Effective** April 1, 2013

**Price List Current through Modification P0001, dated March 27, 2013**

**Prices shown herein are net (discount deducted)**

**Business Size:** [Large Business](#)

#### **Contact Information Main Office:**

Blackstone Technology Group  
150 California Street, 9<sup>th</sup> Floor  
San Francisco, CA 94111  
Phone: (415) 837-1400  
Fax: (415) 837-1474

#### **Contact Information Government Practice Office:**

Blackstone Technology Group  
4601 N Fairfax Drive, Suite 1010  
Arlington, VA 22203  
Phone: (703) 812-9700  
Fax: (703) 812-4619

#### **Service Contract Act (SCA) Statement**

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire 874: 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.

**TO ACCESS MORE INFORMATION ON THE BLACKSTONE TECHNOLOGY GROUP'S GOVERNMENT PRACTICE, PLEASE ACCESS OUR WEBSITE AT [HTTP://WWW.BSTONETECH.COM](http://www.bstonetech.com)**

## CUSTOMER INFORMATION

**1a. Awarded Special Item Numbers:**

<b>Special Item Number</b>	<b>Page Number</b>
874-1/874-1RC Integrated Consulting Service	Page 5
874-7/874-7RC Integrated Business Program Support Services	Page 5

**1b. Identification of the lowest priced model number and the lowest unit price for that model for each special item number awarded:** Not applicable

**1.c. 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:** Please see Appendix 1

**2. Maximum Order:** \$1,000,000

**3. Minimum Order:** \$100.00

**4. Geographic Coverage (delivery area):** Domestic and Overseas

**5. Point(s) of Production:** Arlington, VA or as required by individual orders

**6. Discount from list prices or Statement of Net Price:** All prices listed herein are net, please see Appendix 1

**7. Quantity Discounts:** Not applicable

**8. Prompt Payment Terms:** Net 30 days

**9a. Government Purchase Cards:** No

**9b. Discount for Payment by Government Purchase Card:** No

**10. Foreign Items:** None

- 11a. **Time of Delivery:** As specified in each Task Order
- 11b. **Expedited Delivery:** Not applicable
- 11c. **Overnight and 2-Day Delivery:** Not applicable
- 11d. **Urgent Requirements:** As ordered
  
- 12. **FOB Destination:** Destination
- 13. **Ordering Information:** Blackstone Technology Group  
Attention: Don Page  
150 California Street, 9<sup>th</sup> Floor  
San Francisco, CA 94111  
E-mail: [dpage@bstonetech.com](mailto:dpage@bstonetech.com)  
Phone: (703) 812-9700  
Fax: (703) 812-4619
- 14. **Payment Address:** Blackstone Technology Group  
Attention: Deanna Herman  
150 California Street, 9<sup>th</sup> Floor  
San Francisco, CA 94111
  
- 15. **Warranty Provision:** Blackstone Technology Group's standard commercial warranty
- 16. **Export Packing Charges:** Not applicable
- 17. **Terms and Conditions of Government Purchase Card Acceptance:** In accordance with government purchase card guidelines.
- 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 Indicating Date of Parts Price and Any Discounts from List Prices:** Not applicable
- 20a. **Terms and Conditions of any other services:** Not applicable
- 21. **List of Service and Distribution Points:** Not applicable
- 22. **List of Participating Dealers:** Not applicable
- 23. **Preventative Maintenance:** Not applicable
- 24a. **Special Attributes such as 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:** Not applicable
- 25. **Data Universal Numbering System (DUNS) Number:** 11-2074757
- 26. **Notification regarding registration in Central Contractor Registration (CCR) database:** Registered

## APPENDIX 1: Blackstone Technology Group GSA SCHEDULE PRICE LIST, LABOR CATEGORIES & LABOR CATEGORY DESCRIPTIONS

**874-1/874-1RC Integrated Consulting Service**  
**874-7/874-7RC Integrated Business Program Support Services**

**Labor Categories applicable to all SINs:**

MOBIS Labor Category	Duties/Responsibilities	Minimum Education	Minimum Experience	Minimum Training
SME	Senior expert with extensive, knowledge and experience in one or more designated functional and/or domain areas. Provides advice on strategy development based on experience and industry standards. Responsible for providing leadership to program/project manager or senior executives to address complex problems. The Subject Matter Expert is primarily utilized on projects for their specific expertise, not in a program/project management role.	B.S or B.A. in relevant field	12 years of relevant experience	N/A
Director	Senior executive responsible for providing strategic direction, vision, leadership, and program management to the team. Contributes to organizational direction through regular involvement with senior level client leadership and team members. Maintains productive and effective client relationship with the most senior levels of the client organization	B.S or B.A. in relevant field	11 years of relevant experience	N/A
Associate Director	Contributes to organizational direction through regular involvement with senior level client leadership and team members. Maintains client relationships with the client organization.	B.S or B.A. in relevant field	10 years of relevant experience	N/A

MOBIS Labor Category	Duties/Responsibilities	Minimum Education	Minimum Experience	Minimum Training
Senior Manager	Provides oversight to overall contract execution involving multiple projects/tasks. The Senior Manager maintains and manages relationships with senior managers within the client organization, and is responsible for overall program status, including all relevant projects and their potential impact on other client engagements. The Senior Manager is responsible for managing multiple contract operations; providing quality assurance guidance on all task orders and projects; managing work performance, resources, personnel, and contract execution. .	B.S or B.A. in relevant field	9 years of relevant experience	N/A
Manager	Performs daily management of contract operations, involving multiple tasks and groups. Demonstrates skills in the scope of work encompassed by the task order; provides direction to the project team, and reviews the quality of all work products. Organizes, directs, and coordinates the planning and production of all contract related activities. Responsible for staffing, project planning, project financials, and staff direction and oversight. The Project Manager maintains and manages the client interface at the COTR levels of the client organization. Assists the Program Manager as required in managing contract performance.	B.S or B.A. in relevant field	7 years of relevant experience	N/A
Senior Management Consultant II	Possesses expert knowledge and has extensive experience in the development of solutions, recommendations, or outcomes across multiple complex tasks in multiple organizations. 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 of complex efforts. Directs the activities of more junior Management Consultants or other staff as necessary.	B.S or B.A. in relevant field	6 years of relevant experience	N/A

MOBIS Labor Category	Duties/Responsibilities	Minimum Education	Minimum Experience	Minimum Training
Senior Management Consultant I	Possesses demonstrated knowledge and has extensive experience in the development of solutions, recommendations, or outcomes across multiple complex tasks in multiple organizations. 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 of complex efforts. Directs the activities of more junior Management Consultants or other staff as necessary.	B.S or B.A. in relevant field	4 years of relevant experience	N/A
Management Consultant II	Possesses demonstrated knowledge, experience, and ability in the development of solutions, recommendations, or outcomes across multiple complex tasks and/or organizations. Evaluates option 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. Directs the activities of Management Consultants or other staff as necessary.	B.S or B.A. in relevant field	3 years of relevant experience	N/A
Management Consultant I	Possesses knowledge, some experience, and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks and/or organizations. Supports the development of solutions to address organization's challenges. Supports project objectives and helps assess the impact of industry trends, policy, or standard methodologies. Conducts activities in support of project team's objectives. Works closely with Management Consultants and Managers.	B.S or B.A. in relevant field	1 year of experience	N/A

MOBIS Labor Category	Duties/Responsibilities	Minimum Education	Minimum Experience	Minimum Training
Senior Enterprise Architect	<p>Provides leadership and expertise necessary to align IT strategy with organization's mission and objectives and has responsibility for developing a long-term. Develops strategies for improved efficiencies by leveraging technology to achieve organization's objectives by working with subject matter experts and senior managers to develop an enterprise solution that is scalable and adaptable, while concurrently managing the risks associated with IT assets and initiatives. Participates in the development of policies, standards and guidelines that direct the selection, development, implementation and use of IT within the enterprise.</p>	B.S or B.A. in relevant field	9 years of relevant experience	N/A
Enterprise Architect	<p>Provides support in driving technology vision into requirements definition and successful solution implementation. Has the requisite background to craft broad solutions leveraging new and innovative technology approaches and to predict probable business related outcomes. Leads assessments on high performance IT alternative/ proof of concept projects that focus in on total cost of ownership, technology value realization, and project based ROI. Assesses and manages the technology based risks throughout all aspects of the solution implementation lifecycle.</p>	B.S or B.A. in relevant field	5 years of relevant experience	N/A

Prices applicable to all SINs:

MOBIS SIN	Skill Category	Price Offered to the Government				
		Labor Rates (Hourly)				
		On Site/Off Site				
		Option 1 Y6 04/01/2013 – 03/31/2014	Option 1 Y7 04/01/2014 – 03/31/2015	Option 1 Y8 04/01/2015 – 03/31/2016	Option 1 Y9 04/01/2016 – 03/31/2017	Option 1 Y10 04/01/2017 – 03/31/2018
<b>Base Period (First 5-year period)</b>						
874-1, 874-7	SME	\$286.78	\$293.95	\$301.30	\$308.83	\$316.55
874-1, 874-7	Director	\$237.53	\$243.46	\$249.55	\$255.79	\$262.18
874-1, 874-7	Associate Director	\$213.78	\$219.12	\$224.60	\$230.22	\$235.97
874-1, 874-7	Senior Manager	\$190.02	\$194.77	\$199.64	\$204.63	\$209.75
874-1, 874-7	Manager	\$182.03	\$186.58	\$191.24	\$196.02	\$200.92
874-1, 874-7	Senior Management Consultant II	\$160.32	\$ 164.33	\$168.44	\$172.65	\$176.97
874-1, 874-7	Senior Management Consultant I	\$137.31	\$140.74	\$144.26	\$147.86	\$151.56
874-1, 874-7	Management Consultant II	\$121.02	\$124.05	\$127.15	\$130.33	\$133.58
874-1, 874-7	Management Consultant I	\$91.39	\$93.67	\$96.01	\$98.41	\$100.88
874-1, 874-7	Senior Enterprise Architect	\$172.88	\$177.20	\$181.63	\$186.17	\$190.82
874-1, 874-7	Enterprise Architect	\$153.69	\$157.53	\$161.47	\$165.50	\$169.64

### **About Blackstone Technology Group:**

Blackstone Technology Group (BTG) is a privately held Technical and Management Consulting company who is committed to solving the business challenges of public and private sector organizations. We are headquarters in San Francisco, California and corporate offices in Arlington, VA, Denver, CO, and Sacramento, CA.

Our project experience spans throughout North America, Europe, and Asia-Pacific, with core expertise assessing and transforming current business processes, identifying measures for improvement, and implementing solutions that enable and optimize business operations. Since inception, Blackstone's focus has been delivering solutions that provide and accelerate the delivery of business value.

Blackstone's Government Services Practice is committed to enabling process improvement and information sharing capabilities for the public sector - Delivering a full-range of Enterprise Integration, Enterprise Architecture, Program Management and Strategic Support solutions – Providing the necessary expertise to implement system-to-system information sharing solutions, along with effective frameworks for redesigned and integrated business processes as they strive to modernize systems, transform operations, deliver reliable access to the public, and share information to strengthen national security.

### **Management Consulting**

Blackstone's Management Consulting services and solutions build upon the strength of our leadership and the industry experience of our PMI-certified project management resources while leveraging industry best practices and tools for Program Management, Project Management, and Project Sourcing.

Blackstone is comprised of strategic thinkers and deep technology experts with many years of experience. We understand the business drivers and strategic goals behind our clients' projects, and are able to quickly identify and address the unique technical challenges faced on each project. Our expertise enables us to help our Government clients efficiently improve their business processes through technology solutions.

These solutions are highly leveraged to support ongoing programs enabling our clients to:

- Develop, implement, & improve processes, tools, and skills
- Ensure project performance and deliverables that are on time and within budget
- Ensure business readiness and change management performance
- Establish a "Value Assurance" infrastructure for business benefit realization
- Full life-cycle capital planning and investment management
- Enable Federal Enterprise Architecture compliancy

- Enhance agency IT portfolio management and governance
- Implement Business Process evaluation, assessment, and redesign practices