



STRATEGIC ENTERPRISE TECHNOLOGY, INC.

Management and Technology Solutions - "Your Performance Improvement Partner"

GSA Schedule 874

Mission Oriented Business Integrated Services

CONTRACT #: [GS - 10F - 0182P](#) (SIN 1, 2, 7)

CONTRACT START DATE: February 3, 2004

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Corporate Overview

Strategic Enterprise Technology, Inc. (SET) is a Business Management and Technology consulting and education firm offering an integrated suite of Strategic Business Performance Improvement solutions and Technology services, with a strong emphasis on Lean Business Process Improvement, Six Sigma Breakthrough Quality Improvement, Lean Six Sigma Education and Training, as well as Enterprise Strategy and Program Management.

Founded in 1999, the firm employs a senior management team that consists of Global (Fortune 500) Consulting Managers with an average of over 20 years of Global Management and Information Technology consulting experience.

Strategic Enterprise Technology, Inc. specializes in methodology-based performance improvement and risk management solutions. These high value solutions include:

Performance Improvement Solutions

- ◆ **Lean Six Sigma Quality Improvement (LSSQI)**
- ◆ **Lean Business Process Improvement (LBPI)**
- ◆ **Lean / Six Sigma Training and Education (LSST)**

Program Management Solutions

- ◆ **Enterprise Program Management (EPM)**
- ◆ **Financial Performance Management (FPM)**

Risk Management Solutions

- ◆ **Strategic Planning (SP)**
- ◆ **Business Continuity Management (BCM)**
- ◆ **Regulatory Compliance Management (RCM)**

These business solutions employ proven methodologies (that are administered by trained professionals) and are implemented with a clear purpose of producing results, metrics, and performance improvements that meet our client's goals and objectives.

Corporate Certification

Strategic Enterprise Technology, Inc. is a Minority Business Enterprise (MBE) with the following corporate certifications and contracting vehicles:

- ◆ GSA Schedule 874 (MOBIS) Contract #GS-10F-0182P (SIN 1, 2, 7)
- ◆ SBA 8(a) – Certification #108387
- ◆ SBA SDB – Certification #108387
- ◆ NMSDC MBE - NMSDC (New England) and CMSDC (Connecticut)
- ◆ Commonwealth of Massachusetts MBE – SOMWBA Certification
- ◆ Department of Transportation DBE - Massachusetts

Solutions and Services

Strategic Enterprise Technology, Inc. provides comprehensive high-value Business Management Solutions and Services under the following MOBIS SIN numbers:

SIN 874-1 Consulting Services

- Strategic Planning
- Executive Advisory Services
- Performance Measurement and Management
- **Lean** Business Process Improvement (**Lean Methodology**)
- Business Process Improvement and Reengineering
- Organizational Assessment
- **Six Sigma** Break-through Improvement (**Lean Six Sigma Methodology**)
- Lean Six Sigma Education (**ASQ Body of Knowledge - Workforce, Champion, Yellow Belt, Green Belt, Black Belt, Lean Expert**)
- Quality Assurance and Management
- Program Audit, Evaluation and Assessment
- Work Management, Evaluation and Studies
- Financial Performance, ROI Analysis, Fiscal Analysis
- Annual Budget Preparation
- Baseline Activity Costing and High Impact Costing Guidelines
- Enterprise-wide Operational Framework Regulatory Compliance Management (**PRE² Methodology**)
- Business Continuity Management (**Risk Management Methodology**)
- Risk Management
- Performance Based Work Statements

SIN 874-2 Facilitation Services

- Event Planning and Management
- Meeting and Conference Support Services
- Meeting Leadership, Facilitation, and Problem Solving
- Meeting Report Development and Presentation

SIN 874-7 Program Integration and Project Management Services

- Program Management Strategy
- Program Management Office – PMO Start-up and Implementation (**PMI Compliant PRE² Methodology**)
- Program Management Office – PMO Support Services
- Program Management Services
- Project Management Services
- Prioritization of Programs and Projects
- Program Oversight

Pricing and Labor Category

Base Period 2004 Pricing Table:

SIN 874-1	Year 1 (Base Period 2004)	Year 2	Year 3	Year 4	Year 5
Administrator	\$42.54	\$44.24	\$46.01	\$47.85	\$49.77
Production	\$54.70	\$56.89	\$59.16	\$61.53	\$63.99
Graphics Illustrator	\$66.85	\$69.53	\$72.31	\$75.20	\$78.21
Senior Management Consultant	\$158.48	\$164.82	\$171.42	\$178.27	\$185.40
Principle Management Consultant	\$185.22	\$192.63	\$200.33	\$208.35	\$216.68
Executive Management Consultant	\$254.95	\$265.15	\$275.76	\$286.79	\$298.26
SIN 874-2	Year 1 (Base Period 2004)	Year 2	Year 3	Year 4	Year 5
Administrator	\$42.54	\$44.24	\$46.01	\$47.85	\$49.77
Production	\$54.70	\$56.89	\$59.16	\$61.53	\$63.99
Graphics Illustrator	\$66.85	\$69.53	\$72.31	\$75.20	\$78.21
Senior Management Consultant	\$162.07	\$168.55	\$175.29	\$182.30	\$189.60
Principle Management Consultant	\$169.79	\$176.58	\$183.64	\$190.99	\$198.62
Executive Management Consultant	\$244.76	\$254.55	\$264.73	\$275.32	\$286.33
SIN 874-7	Year 1 (Base Period 2004)	Year 2	Year 3	Year 4	Year 5
Administrator	\$42.54	\$44.24	\$46.01	\$47.85	\$49.77
Production	\$54.70	\$56.89	\$59.16	\$61.53	\$63.99
Graphics Illustrator	\$66.85	\$69.53	\$72.31	\$75.20	\$78.21
Senior Management Consultant	\$137.81	\$143.33	\$149.06	\$155.02	\$161.22
Principle Management Consultant	\$154.35	\$160.52	\$166.94	\$173.62	\$180.57
Executive Management Consultant	\$244.76	\$254.55	\$264.73	\$275.32	\$286.33

Pricing Sheet Terms and Conditions

TERMS:

- 1 Travel Expenses will be billed in conformance with FAR Section 31.205-46 Travel Costs.
- 2 DELETED
- 3 If the contracting officer chooses to purchase from the following SIN's listed on a labor hourly basis, the Task/Delivery Order will specify a not to exceed price, the labor category proposed (with the hourly rates for each), including other direct costs.
- 4 Performance Bonding is not included within the rate structure and will be billed at cost of securing service.
- 5 Professional Liability Insurance is not included within the rate structure and will be billed at the cost of securing service for the shortest period possible to include the Task/Delivery Order duration.
- 6 Costs to secure any required Security Clearances is not included within the rate structure and will be billed at the cost of securing service.
- 7 Annual escalation rate of 4%.

DISCOUNTS:

- 1 Single Award/Order not exceeding 90 days duration - No discount is offered to the labor rates.
- 2 Single Award/Order exceeding 90 days duration – 1% Discount to consultant labor rates shown in pricing table.
- 3 Single Award/Order exceeding 180 days duration – 1% Discount to non-consultant labor rates and 2% for consultant labor rates as shown in pricing table.