



General Services Administration

Federal Supply Service

Authorized Federal Supply Schedule Price list

Federal Supply Group 874

Class R499

Business Size: Veteran Owned Small Business (VOSB)
DUNS Number: 11-2374090

Contract Number: GS-10F-0235S

Contract Period: 21 April 2009 to 20 April 2010

Option Period: 21 April 2010 to 20 April 2011

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.

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

Defense Solutions, LLC
707 Eagleview Blvd, Suite 100
Exton, PA 19341

Telephone: 610.833.6000

Fax: 610.833.6010

Contract Administration:
Mr. Joseph Angelilli

www.ds-pa.com

Schedule for

Mission Oriented Business Integrated Services (MOBIS)



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HOW TO ORDER USING MOBIS

Defense Solutions, LLC has been awarded a Federal Supply Schedule (FSS) contract for Mission Oriented Business Integrated Services (MOBIS) (Contract GS-10F-0235S). As a result, the General Services Administration (GSA) has established us as a qualified vendor of MOBIS services at competitive fixed labor prices.

Using the MOBIS Schedule is easy and fast. You remain in control of the process—from the definition of the requirement through the selection of the service provider. Once you determine that you can use MOBIS, you can easily access Defense Solutions' services through the following procedures.

1. Prepare a Purchase Requisition.
2. Prepare a Statement of Work to include the task statement, description of deliverables and schedule, and delivery order type (fixed price or labor hour pricing).
3. Provide the Purchase Requisition/Statement of Work to your Contracting Officer.
4. The Contracting Officer processes the Purchase Requisition and issues a Request for Quotation (RFQ) to Defense Solutions (and up to four other firms).

A full and open competition is not necessary. This is because MOBIS FSS Vendors are already qualified: their costs have been negotiated previously through a competitive process. However, the Contracting Officer does need to issue the RFQ to a minimum of three (3) MOBIS FSS vendors and from those quotes evaluate the best value for your particular needs. You do not have to award based on lowest cost.

For recurring requirements, you may want to consider negotiating a Blanket Purchase Agreement (BPA) with Defense Solutions (see clause (page 10) entitled "Blanket Purchase Agreements").

The procedures outlined in this Price List under "Additional Terms and Conditions—Ordering Procedures" (page 18) also apply.

For further information about Defense Solutions' corporate capabilities, and technical and management questions, please contact:

Mr. Joseph Angelilli
Telephone: (610) 833-6000
Email: angelilli@ds-pa.com

For how to order and contract administration information, please contact:

Mr. Joseph Angelilli
Telephone: (610) 833-6000
Email: angelilli@ds-pa.com



CUSTOMER INFORMATION



CUSTOMER INFORMATION

1a. Table of Awarded Special Item Number(s)

SIN 874-1 Consulting Services (see page 17)

1b. Identification of Lowest Price Model Number/Unit Price

Not Applicable

1c. Description of all corresponding commercial job titles, experience, functional responsibility and education

See page 27

2. Maximum Order (All dollar amounts are exclusive of any discount for prompt payment.) The maximum dollar value per order for purchase of MOBIS Services is \$1,000,000 (may be waived).

3. Minimum Order

\$300.00

4. Geographic Scope of Contract

The geographic scope of this contract is the 48 contiguous states, the District of Columbia, Alaska, Hawaii, and Puerto Rico. Services provided outside the continental United States may include any additional expense related to assignment of personnel to that location, e.g., travel and per diem expenses in accordance with the Federal Travel Regulation or Joint Travel Regulations, as applicable.

5. Points of Production

Same as Company Address

6. Discount from List Prices or Statement of Net Price

Government Net Prices: Discounts already deducted from labor prices.

Work at Government Facilities: Defense Solutions reserves the right to offer discounts in instances where the services are to be provided at a Government facility when the Government provides office space and related items, e.g., desk, computer, printer, telephone, office supplies, etc.; the assignment is for a duration of 6 months or longer; and adequate funding is provided (see page 27, Additional Terms and Conditions, paragraph 7(d) entitled "Responsibilities of the Government" for further requirements).

7. Quantity Discounts

None offered

8. Prompt Payment Terms

Defense Solutions offers a prompt payment discount of 1% for payments received in less than 30 days from submission of invoice.

**9a. Acceptance of Government Credit Cards at or below the micro-purchase threshold**

Government Commercial Credit/Purchase Cards will be acceptable for payment at or below the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

9b. Acceptance of Government Credit Cards above the micro-purchase threshold

Contact Contractor

10. Foreign Items

None Offered

11a. Time of Delivery

The establishment of a date for the delivery of Services will be as negotiated between Defense Solutions and the agency, i.e., by task/delivery order.

11b. Expedited Delivery

The establishment of a date for the delivery of Services will be as negotiated between Defense Solutions and the agency, i.e., by task/delivery order.

11c. Overnight and 2-day Delivery

Contact Contractor

11d. Urgent Requirements

Defense Solutions will make every effort to respond to urgent requirements of the government, in the shortest time possible.

When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact Defense Solutions for the purpose of obtaining accelerated delivery. Defense Solutions shall reply to the inquiry within 3 workdays after receipt. (Telephone replies shall be confirmed by Defense Solutions in writing). If Defense Solutions offers an accelerated delivery time acceptable to the ordering agency; any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

12. FOB Points

Destination

13a. Contractor's Ordering Address

Mailed orders should be forwarded to the following address:

Defense Solutions, LLC
Attn: MOBIS Task Order
707 Eagleview Blvd
Suite 100
Exton, PA 19341



The following telephone number can be used by ordering agencies to obtain technical and/or ordering assistance: (610) 833-6000 (Joseph Angelilli).

Orders transmitted by facsimile should be directed to the following: (610) 833-6000.

Electronic mail orders should be sent to: angelilli@ds-pa.com

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

Payment should be forwarded to the following address:

Defense Solutions, LLC
Attn: Accounting
707 Eagleview Blvd
Suite 100
Exton, PA 19341
Telephone: (610) 833-6000

15. Warranty Provision

a. For the purpose of this contract, commitments, warranties, and representations include, in addition to those agreed to for the entire schedule contract:

1. Time of delivery / installation quotations for individual orders.
2. Technical representations and / or warranties of products concerning performance, total system performance and / or configuration, physical, design and / or functional characteristics and capabilities of a product / equipment / service / software package submitted in response to requirements which result in orders under this schedule contract.
3. Any representations and/or warranties concerning the products made in any literature, description, drawings, and / or specifications furnished by the contractor.

b. The above is not intended to encompass items not currently covered by the GSA Schedule contract.

16. Export Packing Charges

Not Applicable

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micropurchase level)

Contact Contractor

**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 Lists and any Discounts from List Prices

Not Applicable

20a. Terms and conditions for any other services*Liability for Injury or Damage*

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 such injury or damage is due to the fault or negligence of the Contractor.

Security Requirements

In the event security requirements are necessary, the ordering activities may incorporate, in their delivery orders, a security clause in accordance with current laws, regulations, and individual agency policy; however, the burden of administering the security requirements shall be with the ordering agency. If any costs are incurred as a result of the inclusion of security requirements, such costs will not exceed ten percent (10%), or \$100,000, of the total dollar value of the order, whichever is lesser.

Contract Administration for Ordering Offices

Any ordering office, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraphs (l) Termination for the Government's convenience, and (m) Termination for Cause (See C.1.)

GSA Advantage!

The *GSA Advantage!* is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule price lists with ordering information, terms and conditions, and up-to-date pricing that will aid Schedule users in acquisitions. Agencies can browse *GSA Advantage!* by accessing the Internet World Wide Web using a browser (e.g., NetScape, Explorer, etc.). The Internet address is www.gsa.gov.

Purchase of Incidental Non-schedule Items

The purchase of incidental, non-schedule items being acquired in the same procurement is allowable so long as the cost of the non-schedule item(s) is small / insignificant to the total cost of the procurement. This is based on two rulings by the General Accounting Office (GAO), and the terms "small" and "insignificant" are not defined by GAO, nor will GSA define the terms. The utilization of this provision is left to the discretion of schedule user.



Overseas Activities

The terms and conditions of this contract shall apply to all orders outside the 48 contiguous states and the District of Columbia. Upon request of the contractor, the Government may provide the contractor with logistics support, as available, in accordance with all applicable Government regulations. Such Government support will be provided on a reimbursable basis, and will only be provided to the Contractor's technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.

Blanket Purchase Agreements (BPA's)

Federal Acquisition Regulation (FAR) 13.201(a) defines Blanket Purchase Agreements (BPA's) as "...a simplified method of filling anticipated repetitive needs for supplies or services by establishing 'charge accounts' with qualified sources of supply." The use of Blanket Purchase Agreements under the Federal Supply Schedule Program is authorized in accordance with FAR 13.202(c)(3), which reads, in part, as follows:

"BPAs may be established with Federal Supply Schedule Contractors, if not inconsistent with the terms of the applicable schedule contract."

Federal Supply Schedule contracts contain BPA provisions to enable schedule users to maximize their administrative and purchasing savings. This feature permits schedule users to set up "accounts" with Schedule Contractors to fill recurring requirements. These accounts establish a period for the BPA and generally address issues such as the frequency of ordering and invoicing, authorized callers, discounts, delivery locations and times. Agencies may qualify for the best quantity/volume discounts available under the contract, based on the potential volume of business that may be generated through such an agreement, regardless of the size of the individual orders. In addition, agencies may be able to secure a discount higher than that available in the contract based on the aggregate volume of business possible under a BPA. Finally, Contractors may be open to a progressive type of discounting where the discount would increase once the sales accumulated under the BPA reach certain prescribed levels. Use of a BPA may be particularly useful with the new Maximum Order feature. See the Suggested Format, contained in this Schedule Pricelist, for customers to consider when using this purchasing tool.

Contractor Team Arrangements

Federal Supply Schedule Contractors may use "Contractor Team Arrangements" (see FAR 9.6) to provide solutions when responding to a customer agency requirements. The policy and procedures outlined in this part will provide more flexibility and allow innovative acquisition methods when using the Federal Supply Schedules. See the additional information regarding Contractor Team Arrangements in this Schedule Pricelist.

21. List of Service and Distribution Points

Not Applicable

22. List of Participating Dealers

Not Applicable



23. Preventive Maintenance

Not Applicable

24. Environmental Attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants)

Not Applicable

24b. Section 508 Compliancy Information

Not Applicable

25. Data Universal Numbering System (DUNS) number

11-2374090

26. Central Contractor Registration

Defense Solutions is currently registered with the Central Contractor Registration Database.



ABOUT DEFENSE SOLUTIONS



***OUR MISSION, TO ADVANCE THE WORLD'S BEST
TECHNOLOGIES, SOLUTIONS, PRODUCTS, AND SERVICES INTO
THE DEFENSE AND HOMELAND SECURITY MARKETS.***

ABOUT DEFENSE SOLUTIONS

Defense Solutions is a US-based, international project management and business development firm headquartered in Exton, PA with offices in Washington, DC, Tel Aviv, Israel, and Budapest, Hungary. Our service offerings include strategic studies and analyses, business development, project management, and program advocacy for clients serving the worldwide Defense and Homeland Security markets. A network of experts dealing in a wide range of specialty practice areas from industry, government, the armed forces, law enforcement, maritime security and national politics perform these capabilities.

Established in August, 2001, Defense Solutions is a Veteran-Owned, Small Business (VOSB). Since its inception, Defense Solutions has met and exceeded client expectations by utilizing well-qualified teams to execute contractual Statements of Work (SOW); sustaining customer satisfaction through excellent leadership and performance; and providing best value - the right balance between service and cost. In addition, Defense Solutions is supported by well-established domestic and international teaming alliances who offer their services, including subject matter expertise, reach-back, cost savings and additional benefits, through Defense Solutions partnerships and subcontracts.

Defense Solutions welcomes the opportunity to offer Mission Oriented Business Integrated Services (MOBIS) through GSA's Federal Supply Schedule. The world of organizational, program management and business improvement (reengineering) services is vast, complex and constantly evolving. As a leading provider of premier business services, Defense Solutions can assist MOBIS clients define their vision, mission, and strategic objectives and develop business action plans by which to achieve them. We draw upon a unique blend of entrepreneurial, traditional, and governmental / military business perspectives, disciplines and resources that enable us to meet virtually any business organization or program management need.

Defense Solutions has three separate and distinct, yet interrelated divisions, which represent business sectors. Through our Program and Capture Management Division, we have led efforts responsible for the award of multi-million governmental contracts for both our clients and Defense Solutions to provide technologies and services. Through our Strategic Studies and Analyses, Defense Solutions has been able to provide the latest information management tools to design and implement programs that bridge the gap between concept and demonstrated performance. Our Business Development Division has established and solidified Defense Solutions' service and reputation in the commercial arena as the premier business representation firm representing the world's best solutions.



Defense Solutions' professionals provide expertise to support their clients organizational and business improvement efforts. Through a partnership with Defense Solutions, MOBIS clients will enjoy benefits related to consulting services, privatization support services and documentation, program integration and project management services. As a result, our clients may expect improved capital and internal asset utilization and improved returns on investment (ROI) and focus more on their core mission to improve the quality, timeliness and efficiency of services provided by the Federal Government. Our consultants bring to these engagements first-hand knowledge of and experience with commercial and government best practices, broad subject matter expertise, and a deep understanding of the federal marketplace. We deliver top-quality products and services to help you continue to be a high-performing and customer-driven organization.

Defense Solutions provides expert advice, assistance, guidance and counseling in support of agencies' management, organizational and business improvement efforts. This may also include studies, analyses, and reports documenting any proposed developmental, consultative or implementation efforts. For example, Defense Solutions provides expert business process analysis, program management and support in the following strategic business areas:

- Government Contract Bid and Proposal Support
- Armed Forces Transformation and Modernization
- CBRNE Detection, Defeat and Mitigation
- Strategic Studies, Analyses, and Planning
- Rotary Wing Modernization and Safety
- Biometric Security Applications
- Perimeter and Border Security
- Counter-Terrorism Programs
- Information Technology
- Unmanned Vehicles
- Maritime Security
- Soldier Systems

Leading by example, Defense Solutions leverages our knowledge, expertise and relationships to achieve strategic objectives, such as to develop strategic plans and / or SOWs; tactically position or re-position clients for deeper penetration in desired business arenas; develop requirements for major acquisition programs, and direct and / or manage full-scale government contracts. Through our specialty practice areas, the Defense Solutions team can craft a strategy that includes accomplishing results through skillful representation; employing effective and efficient management; and providing effective advice focused on maximum ROI.

Defense Solutions' management approach is predicated on achieving close working relationships; constantly exploring new ways of doing business; improving product performance; and integrating new technology, while controlling costs. Defense Solutions Performance-Based Management will supply the framework to support management plans developed by each office and directorate. Our continuous improvement process and strategic plan includes establishing performance measurements and metrics, risk analysis and mitigation, feasibility studies for technology and automation upgrades, and implementation of a feedback and communication plan working closely with stakeholders to assure quality control. We leverage methodologies and



best practices such as Benefit / Cost Analysis, Benchmarking, Flowcharting, Design of Experiments and Cost of Quality report generation to establish practical standards that can be consistently applied and sustained beyond contract lifecycle. We employ all of the traditional and trusted procedures and tools for superior program management, as well as the latest methods for satisfying our customer's need for a delivered product as promised.

Defense Solutions has the ability to service small and large requirements. Our in-house expertise includes project managers covering most Department of Defense disciplines. For large-scale consulting or staffing projects, Defense Solutions is able to rely on our teaming partnership with Recruit Military, www.recruitmilitary.com. Recruit Military maintains a database of more than 100,000 job-seekers who have a military background. These include personnel of all ranks and rates, with a vast array of military and civilian-acquired skills. The Recruit Military network gives Defense Solutions the ability to build large-scale teams with the qualifications to get the job done right the first time. Defense Solutions is proud to provide opportunities to former service men and women who are transitioning into the private sector.

Defense Solutions has conducted strategic studies, to include market research, for two of the three largest Defense Contractors in the world and for the Executive Office of the President of the United States, to include: authoring the 2002 White House study, Critical Infrastructure Protection (CLASSIFIED); filling key leadership positions in the Office of Homeland Security; conducting security assessments at the port of South Louisiana – the largest tonnage seaport in the Western Hemisphere – and at the ports of Detroit and Boston; and providing proven methods of program management, contract administration and project oversight to the newly-formed Republic of Iraq, Ministry of Defense.

Currently, Defense Solutions is working policy issues on behalf of the University of California at Santa Barbara and The National Infantry Association, and managing the Pennsylvania General Assembly's effort to understand the most effective and cost-efficient manner to deliver veteran's services. Defense Solutions represents a wide range of commercial clients from start-up to billion-dollar defense and homeland security companies.

Defense Solutions makes every effort to retain and, as necessary, recruit required to ensure the delivery of quality performance. Recognizing our commitment to our government customers and commercial clients, Defense Solutions understands the importance of an educated, diverse, committed, motivated team staff of experts that perform at the level Defense Solutions requires.

To ensure a reach-back capability, Defense Solutions maintains on file an extensive resource of resumes and applications for employment. Defense Solutions is an equal opportunity employer with no discrimination against sex, age, race or creed; rather, hiring decisions are based on performance and qualifications.

Defense Solutions offers the ability to satisfy new and changing requirements rapidly and efficiently. More than satisfying the requirements of regulations and directives, Defense Solutions delivers innovative answers and quality program management and consulting services to organizational and management challenges that our clients face today.



MOBIS SERVICES



DEFENSE SOLUTIONS' MOBIS SERVICES

Consulting Services (SIN 874-1)

Services may include providing expert advice, assistance, guidance or counseling in support of agencies' mission oriented business functions. This may include studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts. Examples of consultation include but are not limited to: strategic, business and action planning; high performance work; process and productivity improvement; systems alignment; leadership systems; organizational assessments; cycle time; performance measures and indicators; program audits, evaluations, and customized training.

Defense Solutions, LLC is a strategic and business planning consulting firm that assists clients prepare strategic, high-level plans to position our clients to achieve clearly identified goals and objectives. Under SIN 874-1, we offer expert advice, assistance, guidance, and counseling in support of agencies' MOBIS efforts. We use a systems approach to planning and conducting all consulting service support. Our organizational stability, infrastructure, and superior consulting services bridge the gap to assist customers in planning and progressing toward implementation of critical programs.

Offering a range of services through Specialty Practice Areas, including industry, government, the armed forces, law enforcement, maritime security and national politics, Defense Solutions is centralized on a depth of high-performing experts and a commitment of excellence, quality, and customer satisfaction.

Defense Solutions has an extensive background of providing consulting services to commercial clients. Each commercial consulting contract is managed and performed based on standard policies and procedures, which includes project management and oversight, monthly reporting, customer feedback, administrative support, and lessons learned. Based on these performance measures, Defense Solutions' senior management ensures that each contract is serviced at the highest level.



LABOR CATEGORIES



LABOR CATEGORIES

Defense Solutions hires, trains and maintains highly-skilled, professional personnel which is a key component of our ability to assist our clients become more successful. We are pleased to offer the service of our professionals using the following labor categories. Defense Solutions professionals deliver world-class business solutions through business development, program management, business process redesign, organizational design and human resource development. The general experience, functional responsibility, and education represent the minimum qualifications for each category.

MANAGING DIRECTOR

Minimum Experience: 25 – 30 year's experience in change management, strategic planning, quality management, financial and administrative systems, economic analysis, or other MOBIS subject areas.

Functional Responsibility: Senior Officer with overall responsibility for the project. On facilitation engagements, performs as primary facilitator. Responsible for managing the overall program/contract operations of a large multi-task effort and ensuring quality standards and work performance on all related task orders and projects. Manages and controls financial and contractual requirements of the program. Establishes and modifies, as necessary, corporate management structure to direct effective contract support activities. Creates policies or programs to support the sound financial, operational, and competitive position of the company.

Education: Advanced degree in management, finance, engineering, public administration, or related field, with specific expertise.

Security Clearance: Has clearance or ability to get clearance at the level of task requirement.

EXECUTIVE CONSULTANT

Minimum Experience: 20 – 25 years of senior level management and organizational experience.

Functional Responsibility: Work requires the independent development of comprehensive, sophisticated, and highly complex project plans and schedules and continual monitoring and updating of same to ensure that project goals are achieved. Incumbents have broad latitude for decision-making at the division level and are reviewed on the basis of results achieved. Prepares intricate and/or complex engineering or data analysis plans which require the highest level of specialized knowledge (e.g. original research in a specific discipline) or the resolution of complex management problems which require extensive cross-functional knowledge. Typically delegates data collection and analysis work and performs technical review of reports or client deliverables prior to their issuance.

Education: Advanced degree in a relevant professional discipline.

Security Clearance: Has clearance or ability to get clearance at the level of task requirement.



PRINCIPAL CONSULTANT

Minimum Experience: 20 years' experience in business systems consulting, logistics management, strategic planning, business process improvement, or change management.

Functional Responsibility: Develops business systems based on professional principles and theories. Oversees and coordinates the operational aspects of on-going projects and serves as liaison between projects management and planning, project-team, and line management. Assesses project issues and develops resolutions to meet productivity, quality, and client-satisfaction goals and objectives. Develops mechanisms for monitoring project progress and for intervention and problems solving with project managers, line managers, and clients.

Education: Advanced degree in a relevant professional discipline.

Security Clearance: Has clearance or ability to get clearance at the level of task requirement.

MANAGEMENT CONSULTANT

Minimum Experience: 15 – 17 years' experience in quality assessment, change management, or activity based management.

Functional Responsibility: Responsible for management and performance of major contract programs requiring multidiscipline services and inter-organizational cooperation of business units. 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 development of management plans, budgets, and schedules for program, which are critical to the company. Directs the integration of a program management team, reviews progress and evaluates results. Performs as lead consultant, trainer, or lead facilitator for assessments and management team support.

Education: Advanced degree in a relevant professional discipline.

Security Clearance: Has clearance or ability to get clearance at the level of task requirement.

PROGRAM MANAGER

Minimum Experience: 15 - 17 years' experience, of which at least six years must be specialized. Ability to access, interpret, and apply Government and industry standards, specifications, and handbooks to the unique requirements of a project.

Functional Responsibility: Performs day-to-day management of overall contract support operation involving multiple projects and groups of personnel. Serves as primary interface with contracting officer and technical representatives. Plans, organizes, and oversees all work efforts; assigns resources; supervises personnel; provides risk management; ensures quality management; and monitors overall project and contract performance. Provides management guidance in the accomplishment of work efforts and ensures adherence to contract standards of performance. Recommends, interprets, and/or implements company and internal administrative policies and procedures. Responsible for overall contract performance and shall not serve in any other capacity.



Education: Advanced degree in appropriate discipline. A combination of education, training, or certification that provides the requisite knowledge, skills, and abilities may be substituted for the degree.

Security Clearance: Has clearance or ability to get clearance at the level of task requirement.

ADMINISTRATIVE SUPPORT

Minimum Experience: At least 6 years' experience in professional office environment with general knowledge of office support software and formal correspondence and document development.

Functional Responsibility: Prepares technical correspondence and formal documentation in accordance with established style guidelines. Utilizes automated word processing software to develop correspondence and documentation. Utilizes automated database and spreadsheet software to maintain project manager contract status tracking information. Prepares milestone charts and scheduling worksheets.

Education: Bachelor's Degree in Business, Accounting or related discipline.

Labor Category	Education	Years Experience	Description
Managing Director	Advanced Degree - Business, Accounting, Finance, Management, Engineering, Economics, Public Administration or other Science related field.	25+	Responsible for providing strategic planning, performance improvement and project management solutions for the integration within client organizations. Responsible for the acquisition, development and deployment of consultant staff as well as business development, delivery and quality assurance for consulting services. Specializes in strategic planning, partnering initiatives, team alignment, process reengineering, leadership development and effectiveness, and addressing challenges due to rapid growth, consolidation, cultural incompatibility, customer dissatisfaction, total quality management, technology commercialization, and corporate merging.
Executive Consultant	Advanced Degree - Business, Accounting, Finance, Management, Engineering, MIS, Math or other Science related field.	20+	Serves as a senior advisor/analyst to customer s executive management team in a variety of capacities. Provides advice and expertise in competitive sourcing, outsourcing methods, value chain analysis, strategic planning, process improvement methods, change enablement and management, site-selection, and consolidation of operations. May serve as the project lead for either a contract or task. May serve as the primary customer point of contact for an activity.
Principal Consultant	Advanced Degree - Business, Accounting, Finance, Management, Engineering, MIS, Math or other Science related field.	20	This individual must have specialized experience in facilitation, training, methodology development and evaluation, process re-engineering across all phases, identifying best practices, change management, business management techniques, organizational development, activity and data modeling, or information system development methods and practices. Applies process improvement and re-engineering methodologies and principles to conduct process modernization projects. Duties include activity and data modeling, developing modern business methods, identifying best practices, and creating and assessing performance measurements. Provides group facilitation, interviewing, and training.



Labor Category	Education	Years Experience	Description
Management Consultant	Advanced Degree - Business, Accounting, Finance, Management, Engineering, MIS, Math or other Science related field.	15+	and provides additional forms of knowledge transfer. Manages tasks or contracts for a single customer and is responsible for technical, management, and cost performance. Performs work in a variety of operational areas or in a single consulting area. Performs competitive sourcing, outsourcing methodologies, value chain analysis, strategic planning, process improvement methodologies, change enablement and management, site-selection, and consolidation of operations. Develops training tailored to meet the unique needs of a particular customer s requirement.
Program Manager	Advanced Degree - Accounting, Finance, Management, Business, Computer Science, Management Information Systems, Engineering, Math	15+	This individual will direct, plan, organize, control and manage the project/program to ensure that all contractual obligations are fulfilled in an efficient and timely manner. Must be able to manage multiple concurrent analysis and development tasks in projects, serve as point of contact with the Contracting Officers Representative or Task Monitor, formulate and enforce work standards, develop schedules, review work discrepancies and communicate policies, purposes and goals of the organization, and manage and control funds and resources.
Administrative / Clerical	Bachelor Degree – Business, Accounting	6	This individual will perform diverse administrative duties. The individual may initiate special reports, compose routine correspondence, and compile statistical and budget information. The individual is in communication with all levels of company personnel to gather and convey information.

- (1) Four years additional experience may substitute for a Bachelor degree.
- (2) Each Post-Graduate degree may substitute for two years of experience.



PRICE LIST



PRICE LIST

21 APRIL 2009 THROUGH 20 APRIL 2010

LABOR CATEGORY	HOURLY RATE
Managing Director	\$285.00
Executive Consultant	\$237.50
Principal Consultant	\$190.00
Management Consultant	\$142.50
Program Manager	\$157.50
Administrative Support	\$67.50