



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:
<http://www.gsadvantage.gov>

**Schedule for – Mission Oriented Business Integrated Services (MOBIS)
Federal Supply Schedule Group:**

Federal Supply Group: 874
Class: R499
Contract Number: GS-10F-0237V

For more information on ordering from Federal Supply Schedules, click on the FSS Schedule link at: <http://www.gsa.gov/schedules-ordering>

Contract Period: June 26, 2014 through June 25, 2019 effective through Mod PS-0015 dated 22 April 2014

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Pricelist current through modification PS-0015 dated April 22, 2014.



TABLE OF CONTENTS

TABLE OF CONTENTS	2
1.0 CUSTOMER INFORMATION.....	3
2.0 GOVSOURCE ADVANTAGE	6
3.0 TERMS AND CONDITIONS.....	7
4.0 APPENDICES.....	8
4.1 APPENDIX A: MOBIS LABOR RATES AND CLASSROOM PRICING	8
4.2 APPENDIX B: MOBIS LABOR CATEGORY DESCRIPTIONS	9
4.3 APPRENDIX C: MOBIS CLASS DESCRIPTIONS.....	15



1.0 CUSTOMER INFORMATION

- 1a. **Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:** 874-1RC and 874-1RC and 874-4 and 874-4RC
- 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. N/A**
2. **Maximum Order:** \$1,000,000.00
3. **Minimum Order:** \$100.00
4. **Geographic Coverage (delivery area):** Domestic only
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).
7. **Quantity discounts:** None offered
8. **Prompt payment terms:** Net 30 days
- 9a. **Notification that Government purchase cards are accepted at or below the micro-purchase threshold:** Yes
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Will not accept over \$3,000
10. **Foreign item (list items by country of origin):** None
- 11a. **Time of delivery. (Contractor insert number of days.)** 2 to 3 days ARO
- 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 lists 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. point(s).** Destination

- 13a. **Ordering Address(es):** Same as company address

- 13b. **Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a simple 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:** Contractors 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. **Special attributes such as 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., contractors website or other location). The EIT standards can be found at: www.Section508.gov/.**
25. **Data Universal Numbering System (DUNS) number: 14-4992778**
26. **Notification regarding registration in Central Contractor Registration (CCR) database: Registered**
27. **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 WD number. Failure to do so may result in cancellation of the contract.**



2.0 GOVSOURCE ADVANTAGE

GovSource, Incorporated (GSI) is a multi-disciplinary firm that evolved from the merger of three separate companies. Our focus is to provide dedicated support to government and industry through the tailored implementation of advanced technologies, business processes, human factors research and training to define, develop, and implement holistic solutions that support rapid adaptation, flexibility, and response for a changing world.

GSI is based in Reston, VA. GSI currently performs federal and military training and education support missions globally. GSI is currently a prime contractor for the US Army Security Assistance Training Management Organization (SATMO) and the US Army Garrison Fire & Emergency Services Okinawa.

GSI Mission Statement:

Updated :	Contract: GS-10F-0237V	Page 6 of 15
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GovSource is a proven source for delivering quality research, education, training, technology & equipment solutions to meet a broad range of client-unique needs and expectations.

Our team takes an unconstrained view of our clients' needs and evaluates possible solutions relative to mission-specific opportunities and challenges - avoiding packaged solutions that are not optimized to the customers' needs. Your Mission is our Mission.

3.0 TERMS AND CONDITIONS

GSA multiple award schedule contracts are awarded in accordance with the provisions of Federal Acquisition Regulation Part 12—Acquisition of Commercial Items. To the maximum extent practicable, GSA multiple award schedule contracts include only those clauses and terms and conditions, either required to implement provisions of law or executive orders applicable to the acquisition of commercial items, or determined to be consistent with customary commercial practice. Ordering agencies may incorporate provisions in their task orders that are essential to their specific requirements (i.e., security, hazardous material handling, key personnel, etc.), provided they do not conflict with the terms and conditions of the contract. These provisions, when required, must be included in the individual task order, and any costs necessary to comply with the provision(s) will be included in the task order proposal price estimate, unless otherwise prohibited by law.

The terms and conditions of GSI's MOBIS contract are current through Refresh 23, Modification A415. An electronic version of the MOBIS solicitation may be found at FedBizOpps by following this link:

Updated :	Contract: GS-10F-0237V	Page 7 of 15
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4.0 APPENDICES

4.1 APPENDIX A: MOBIS LABOR RATES AND CLASSROOM PRICES

MOBIS Hourly Labor Rates

The following Labor Rates applicable to SIN 874-1: Integrated Consulting Services

Service Proposed (e.g. Job Title/Task)	Minimum Education / Certification Level	Minimum Years of Experience			Price Offered to GSA (excluding IFF)	Price Offered to GSA (includin g IFF)
Managing Director	Master's	10			\$244.74	\$246.59
Senior Manager	Master's	8			\$194.67	\$196.14
Manager	Master's	6			\$155.02	\$156.19

Updated :	Contract: GS-10F-0237V	Page 8 of 15
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Functional Expert	PhD	10			\$311.87	\$314.23
Senior Consultant	Master's	4			\$120.93	\$121.84
Consultant	Bachelor's	4			\$100.64	\$101.40
Senior Systems Analyst	Bachelor's	2			\$85.65	\$86.30
Systems Analyst	Bachelor's	1			\$71.68	\$72.22
Senior Management Analyst	Bachelor's	2			\$71.21	\$71.75
Management Analyst	Bachelor's	1			\$59.95	\$60.40
Team Assistant/Admin	H.S. Diploma	1			\$49.54	\$49.91

MOBIS Classroom Rates

The following rates are applicable to SIN874-4: Training

Tactical Combat Casualty Care (TCCC)

5 days, 8 hours per day

Pricing for 10 to 14 students: \$4,367.76 per student

Pricing for 15 to 29 students: \$4,149.37 per student

Pricing for 30 plus students: \$3,930.98 per student

4.2 APPENDIX B: MOBIS Labor Category

Descriptions

GovSource proposes the following eleven (11) labor categories to accomplish mission oriented business integrated services as defined by the Solicitation:

Title: Managing Director/Principal

Relevant SIN(s): SIN 874-1

Functional Duties/Responsibilities: Over ten years experience in leading and providing technical direction of projects in one or more designated functional and/or domain areas. Demonstrated ability to provide guidance and direction for multiple projects and in designing, implementing and managing projects to include management or strategy consulting; program planning, audits and evaluations; studies, analyses, scenarios, and reports relating to mission-oriented business programs or initiatives, such as defense studies, tabletop exercises or scenario simulations; educational studies, regulatory studies, economic studies, and preparedness studies; executive/management coaching services; customized training as part of a consulting engagement; policy and regulatory development and review and advisory and assistance services in accordance with FAR 37.203(b)

Capability to manage multitask projects of high complexity. Provides primary interface with client management personnel regarding strategic issues. Directs the completion of projects within

estimated time frames and budget constraints. Coordinates all parties to tasks, reviews work products for completeness and adherence to customer requirements. Delivers presentations and leads strategic level client meetings.

Minimum Education Level: Master's

Required/Supplemental Certifications: Varies, if requested

Minimum Experience Requirements: 10 Years

Title: Senior Manager

Updated :	Contract: GS-10F-0237V	Page 9 of 15
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Relevant SIN(s): SIN 874-1

Functional Duties/Responsibilities: Over eight years of progressive experience in leading projects in one or more designated functional and/or domain areas.. Demonstrated ability to provide guidance and direction for specific projects or sub-tasks. Capability to manage multitask projects of high complexity. Increasing responsibility in design, implementation and management of projects. Interfaces with the client on project specific issues. Organizes, directs and coordinates planning and execution of program and activities. Establishes management structure to effectively direct program and activities. Provides management and leadership for complex, multi-task projects. Meets and confers with Client management officials regarding the status of specific Contractor program and activities and problems, issues or conflicts requiring resolution. Conduct requirements gathering and analysis or review the results of such a session. Assist in the development of real-world scenarios that articulate the specific needs desired by the Client but are not currently achieved. Assist in the development of scenarios to propose process and productivity improvement options. Responsible for formulating and enforcing work standards, assigning contractor schedules, managing subcontractors, reviewing work quality, communicating policies, purposes and goals of the project to the team members.

Directs the completion of projects within estimated time frames and budget constraints. Coordinates project specific parties and reviews work products for completeness and adherence to customer requirements. Delivers presentations and leads client meetings.

Minimum Education Level: Master's

Required/Supplemental Certifications: Varies, if requested

Minimum Experience Requirements: 8 Years

Title: Manager

Relevant SIN(s): SIN 874-1

Functional Duties/Responsibilities: Six or more years of progressive experience in leading and participating in projects in one or more designated functional and/or domain areas. Demonstrated ability to manage a project and to provide guidance and direction for specific projects or sub-tasks. Proven expertise in several of the four key areas. Increasing responsibility in design, implementation and management of projects. Interfaces with the client on a day-to-day basis. Directs the completion of project specific tasks within estimated time frames and budget constraints. Manages the day-to-day activities and reviews work products for completeness and adherence to customer requirements. Delivers presentations and leads client meetings.

Provides independent, complex analysis, concept formulation, and mastery of standard methods, new method identification, and solution development. Some of the functions include: Basic and applied research and development; understanding of emerging innovation; analysis and documentation of shortfalls; assessment of users' needs; commercial evaluation and assessment; and transition and insertion; commercial innovation evaluation and assessment; and transition and insertion; commercialization; CONOPS development; product-oriented research and development, improvement and transition insertion; studies and analysis including requirements identification; innovation development roadmap preparation, requirements analysis, transition and insertion support. Conduct Client work sessions for facilitating the Client's team in problem-solving process techniques to arrive at a consensus for action. Validate decisions by providing



real-world scenarios. Plan a course of action bringing together resources for the Client to evaluate. Provide assistance in that evaluation.

Minimum Education Level: Master's

Required/Supplemental Certifications: Varies, if requested

Minimum Experience Requirements: 6 Years

Title: Subject Matter Expert

Relevant SIN(s): SIN 874-1

Functional Duties/Responsibilities: Demonstrated ability and capabilities to manage multitask projects of high complexity. This position requires over ten years of progressive experience in the appropriate area. May have expert credentials or be recognized as an authority. Provides task unique functional expertise necessary to interpret requirements, ensure responsiveness and achieve successful performance. May include subject matter and unique technical knowledge. Assists consultants with the analysis, evaluation and implementation of systems and other information technology tasks. Provides primary interface with client management personnel regarding strategic issues. Directs the completion of projects within estimated time frames and budget constraints. Coordinates all parties to tasks, reviews work products for completeness and adherence to customer requirements. Delivers presentations and leads strategic level client meetings.

Provides expertise and program support helping the project team and its leadership structure resolve complex project tasks. Some of the functions include: Assessment of users' needs; analysis of shortfalls; understanding emerging innovation; innovation development, demonstration, requirements analysis and development, process planning, development roadmap preparation; commercial product evaluation and assessment, demonstrations, evaluation and assessment, commercialization, transition and insertion; CONOPS development; requirements analysis; risk management analysis and mitigation planning; return-on-investment analysis; support for prototype assessment evaluation and system life cycle planning.

Facilitate the Client's team in problem-solving process techniques to arrive at a consensus for action. Uses techniques such as brainstorming and ranking. Assist in focus decision-making with the working group during the requirements defining stage Validate decisions by providing real-world scenarios and suggesting additional subject matter experts.

Minimum Education Level: PhD

Required/Supplemental Certifications: Varies, if requested

Minimum Experience Requirements: 10 Years

Title: Senior Consultant

Relevant SIN(s): SIN 874-1

Functional Duties/Responsibilities: Over four years of progressive experience in participating in projects in one or more designated functional and/or domain areas.. Demonstrated ability to provide guidance and direction for specific sub-tasks of a project. Specific expertise in one or more of the key areas to include management or strategy consulting; program planning, audits and evaluations; studies, analyses, scenarios, and reports relating to mission-oriented business



programs or initiatives, such as defense studies, tabletop exercises or scenario simulations; educational studies, regulatory studies, economic studies, and preparedness studies; executive/management coaching services; customized training as part of a consulting engagement; policy and regulatory development and review and advisory and assistance services in accordance with FAR 37.203(b). Supports implementation of business operations improvements or project tasks and knowledgeable in the others. Increasing responsibility in implementing projects. Interfaces with the client on a day-to-day basis. Supports the completion of project specific tasks within estimated time frames and budget constraints. Supports presentations and client meetings.

Minimum Education Level: Master's

Required/Supplemental Certifications: Varies, if requested

Minimum Experience Requirements: 4 Years

Title: Consultant

Relevant SIN(s): SIN 874-1

Functional Duties/Responsibilities: Up to four years of progressive experience in participating in projects in one or more designated functional and/or domain areas to include management or strategy consulting; program planning, audits and evaluations; studies, analyses, scenarios, and reports relating to mission-oriented business programs or initiatives, such as defense studies, tabletop exercises or scenario simulations; educational studies, regulatory studies, economic studies, and preparedness studies; executive/management coaching services; customized training as part of a consulting engagement; policy and regulatory development and review and advisory and assistance services in accordance with FAR 37.203(b). Supports implementation of business operations improvements or project tasks. Specific expertise in one or more of the key areas. Interfaces with the client on a day-to-day basis. Supports the completion of project specific tasks within estimated time frames and budget constraints. Supports presentations and client meetings.

Minimum Education Level: Bachelor's

Required/Supplemental Certifications: Varies, if requested

Minimum Experience Requirements: 4 Years

Title: Senior Systems Analyst

Relevant SIN(s): SIN 874-1

Functional Duties/Responsibilities: An employee assigned to the Senior Systems Analyst internal labor category, or a general analyst with more than 2 years related experience who provides technical and administrative direct support for personnel performing systems development tasks, including the review of work product for correctness, adherence to the design concept and to user standards, and for progress in accordance with schedules. Provides expertise, analytical skills and program support. Typical duties include analysis, planning, establishment of requirements, functional modeling and development of procedures. Functions include: Analysis of shortfalls; assessment of users' needs; understanding of emerging innovations, commercial innovation transition and insertion; commercial innovation evaluation and assessment; commercialization; CONOPS development; technology development strategic planning preparation; documentation of shortfalls; product transition insertion; studies and analysis including requirements analysis, risk management analysis; risk mitigation planning, return-on-



investment analysis, requirements identification; system life cycle planning; innovation development and insertion process planning; requirements development; strategic plan preparation; innovation transition roadmap preparation, trends and forecast reporting, needs assessment, requirements analysis; and support of user support site visits.

Minimum Education Level: Bachelor's

Required/Supplemental Certifications: Varies, if requested

Minimum Experience Requirements: 2 Years

Title: Systems Analyst

Relevant SIN(s): SIN 874-1

Functional Duties/Responsibilities: An employee assigned to the Systems Analyst internal labor category, or a general analyst with less than 2 years of relevant experience that analyses and develops processes for a wide range of capabilities, including numerous engineering, business, and records management functions. Provides support in one or more of the key project areas to include management or strategy consulting; program planning, audits and evaluations; studies, analyses, scenarios, and reports relating to mission-oriented business programs or initiatives, such as defense studies, tabletop exercises or scenario simulations; educational studies, regulatory studies, economic studies, and preparedness studies; executive/management coaching services; customized training as part of a consulting engagement; policy and regulatory development and review and advisory and assistance services in accordance with FAR 37.203(b). Supports implementation of business operations improvements or project tasks.

Minimum Education Level: Bachelor's

Required/Supplemental Certifications: Varies, if requested

Minimum Experience Requirements: 1 Year

Title: Senior Management Analyst

Relevant SIN(s): SIN 874-1

Functional Duties/Responsibilities: An employee assigned to the Senior Management Analyst internal labor category or a general business analyst with 2-3 years of relevant experience and demonstrated capabilities supporting a wide variety of process improvement, data analysis and client service delivery support. Provides support in the areas of analysis, design, and development, and implementation of management, organizational, and business improvement processes. Provides technical and administrative support including the review of work product for correctness, adherence to the design concept and to user standards, and for progress in accordance with schedules. Undertakes studies and analyses to identify areas for productivity improvements and provides support in the areas of analysis, design, development and implementation of systems and technologies. Demonstrated experience supporting project tasks.

Minimum Education Level: Bachelor's

Required/Supplemental Certifications: Varies, if requested

Minimum Experience Requirements: 2 Years

Title: Management Analyst

Relevant SIN(s): SIN 874-1



Functional Duties/Responsibilities: An employee assigned to the Management Analyst internal labor category, or a general business analyst with less than 2 years of related experience. Undertakes studies and analysis to identify areas for productivity improvements. Makes use of tools, spreadsheets and databases in performing job duties. The Management Analyst analyzes client needs to determine systems requirements as they apply to the client’s management systems. Under the direction of a their supervisor, he or she reviews client engagements and participates in client problem-solving and in the recommendation development process. He or she works in a team with other program staff to incorporate requirements into new or existing information management system and may remain involved through the design and final implementation of the resulting systems. Upon implementation, the Management Analyst may be on-site with client agencies to support reports and analysis derived from new system applications. The Management Analyst demonstrates good oral and written communications skills.

Minimum Education Level: Bachelor’s

Required/Supplemental Certifications: Varies, if requested

Minimum Experience Requirements: 1 Year

Title: Team Assistant/Admin

Relevant SIN(s): SIN 874-1

Functional Duties/Responsibilities: An employee assigned to the Team Assistant/Admin internal labor category or one that has progressive experience in office automation tools and participating on projects. Knowledgeable in computer based documentation and presentation techniques, technical typing and word processing. Schedules and coordinates meetings, conferences, presentations, demonstrations, and travel. Generally works under immediate supervision on routine tasks.

Minimum Education Level: H. S. Diploma

Required/Supplemental Certifications: None

Minimum Experience Requirements: 1 Year

Substitution Methodology

The above position descriptions detail the functional responsibilities, education and experience requirements for each identified labor category. These requirements are a guide to the types of experience and educational background of typical personnel in each labor category. Education and experience may be substituted for each other. Each year of relevant experience may be substituted for one year of education, and vice versa. In addition, certifications, professional licenses, and vocational technical training may be substituted for experience or education.

Requirement	Equivalency
Relevant Certification	2 Years Experience
Bachelor’s Degree	Relevant Certification plus 1 additional year relevant experience; or 4 additional years relevant experience.
Master’s Degree	Bachelor’s plus 4 additional years relevant experience; Relevant



Certification plus 5 additional years relevant experience; or 8 additional years relevant experience.

Doctorate Master's plus 2 years relevant experience; Bachelor's plus 6 years relevant experience; Relevant Certification plus 7 additional years relevant experience; or 10 additional years relevant experience.

4.3 APPENDIX C: Class Description – SIN874-4 – Training services, Instructor led training, Web based training and education courses, Course development and Test administration, Learning management, Internship

Title: Tactical Combat Casualty Care (TCCC)

Description:

The TCCC course brings current life saving techniques by developing the students' knowledge, skills and abilities in pre-hospital trauma life support topics with an emphasis on emergency medical care and evacuation, and treatment of shock-affected trauma casualties.

The crawl, walk, run training model enables those with little or no medical experience to confidently finish training knowing that he or she is equipped to save lives.

The course is provided in a tactical setting that simulates the injuries that that can be sustained by the casualty and is patterned based on the knowledge and skills of first responders and the expected medical equipment at hand. Included in the training is anatomy and physiology, trauma, medical emergencies, pharmacology and live patient modeling.

The TCCC course of instruction will take the student through:

Basic Anatomy and Physiology - The student will learn the basic underlying structures in the human body that will provide a base to build from.

The Phases of Care - A standardized approach in caring for a casualty is taught so that the non-medical person can understand and apply life saving principles.

Other subject areas include:

Control of Major Bleeding

Airway Passage Protection

Breathing

Abdominal Trauma

Bandaging and Splinting

Head and Spine Trauma

Eye Injuries

Support Materials: Handouts as well as a CD will be provided.