

MDI Official Price List - for Services and Products Effective January 1, 2007

MDI's price list reflects the cost we charge our commercial customers for Program and Project Management services. MDI's government prices are based on a minimum of thirty-three (33%) percent discount of our commercial prices. The prices are in accordance with the Independent Government Cost Estimate (IGCE) Labor Category Hourly Rates. MDI's Most Favored Customer (MFC) is in the state Government and Private Industry sector, and the MFC receives a 23% price discount off MDI Official Commercial Price List of January 1, 2007. MDI established the following commercial prices for:

Services	Commercial Prices	Government (minimum 33.6% Discount) Prices	Remarks
1. Program Management	\$135.00	\$89.62	SIN 874-7
2. Project Management	\$135.00	\$89.62	SIN 874-7
3. Program Management Assistant	\$100.00	\$67.00	SIN 874-7
4. Project Management Assistant	\$100.00	\$67.00	SIN 874-7
5. Industrial Engineer Specialist	\$150.50	\$100.50	SIN 874-7
6. Technology Analyst	\$140.00	\$93.75	SIN 874-7
7. Machinist/Mechanic Analyst	\$90.00	\$60.00	SIN 874-7
8. Logistics Program Specialist	\$165.00	\$110.55	SIN 874-7
9. Administrative Assistant	\$75.00	\$50.25	SIN 874-7
10. Financial & Payroll Office Manager	\$85.00	\$56.95	SIN 874-7

MDI Management

Willis L. Drake,
Executive Vice-President

Contract Number: GS 10F-0259M
MDI's Labor Categories

Program Management - \$135.00 \$89.62 SIN 874-7

Program Management – Provide assistance to the Governmental Departments and Agencies with Program Integration and Project Management Services support in various areas for ensuring overall program management, development, implementation, operation and monitoring using appropriate metrics for established program goals, to ensure that the program meets the needs and expectations of its customers. Provide program management leadership to assist the program's action officers and task leaders in achieving their milestones that impacts the overall program development and implementation.

Typical position qualifications:

Ten years experience in the area of program management or equivalent areas; or a Bachelor's degree with four years experience.

Project Management - \$135.00 \$89.62 SIN 874-7

Project Management – Provide assistance to the Governmental Departments and Agencies with management, and overall day-to-day operations of independent projects, or projects that must be integrated to support agency project interoperability and monitoring. MDI will provide program management leadership to assist the program's action officers and task leaders in achieving their milestones that impacts the overall project development and implementation.

Typical position qualifications:

Five years experience in the area of project management or equivalent areas; or a Bachelor's degree with three years experience.

Program Manager Assistant - \$100.00 \$67.00 SIN 874-7

Program Manager Assistant – Works under the guidance of the Program Manager and provide assistance with Program Integration and Project Management Services support in various areas for assisting with the overall program management, development, implementation, operation and monitoring of government assigned projects.

Typical position qualifications:

Three years experience in the area of program management or equivalent areas; or a Bachelor's degree with one year experience.

Project Manager Assistant \$100.00 \$67.00 SIN 874-7

Project Manager Assistant – Works under the guidance of the Project Manager and provide assistance with Program Integration and Project Management Services support in various areas for assisting with the overall project management, development, implementation, operation and monitoring of government assigned projects

Typical position qualifications:

Three years experience in the area of project management or equivalent areas; or a Bachelor's degree with one year experience.

Industrial Engineer Specialist - \$150.00 \$100.50 SIN 874-7

Industrial Engineer Specialist - Provide overall program reviews, analysis and recommendations on building standard process models for initiating research projects that are efficient and effective, reflect customer requirements, avoid duplication of effort, and represent best practices.

Additionally - Provides specific technical expertise in engineering and related disciplines that support Industrial Plant Equipment (IPE). Other Areas of expertise include all tools for achieving Intelligent Manufacturing: Project Management for Technical and Research Professions Simulation and Functional Modeling Methodologies Agile Enterprise Management Methods Education and Training.

Typical position qualifications:

Eight years experience in the area of Industrial Engineering or other related technical specialty; or a Bachelor's degree with four years experience.

Technology Analyst - \$140.00 \$93.75 SIN 874-7

Technology Analyst – Responsible for business and technical execution of subtasks and integrating results from multiple subtasks into an implementation. Serves as the lead analyst on large, technical projects, and provide guidance and liaison support to the Government's program manager.

Typical position qualifications:

Eight years experience in the area of Technology Analyst or other related technical specialty; or a Bachelor's degree with four years experience.

Machinist/Mechanic Analyst - \$90.00 \$60.00 SIN 874-7

Machinist/Mechanic Analyst - Provide input to plant managers resulting from subject area research and evaluation of available resources at higher level learning institutions to recruit personnel qualified candidates, for Apprenticeship and Training programs at the industrial equipment plant.

Additionally – Responsible for the technical execution of medium and small jobs relating to Machinist, Tool-Die Maker and Manufactured parts for custom built Industrial Plant equipment (IPE) and similar equipment and projects. Serves as the lead mechanic responsible for trouble shooting and problem solving of mechanical IPE type problems.

Typical position qualifications:

Ten years experience in the area of Machinist or Mechanic Analyst; or other related technical specialty; or a Bachelor's degree with five years experience.

Logistics Program Specialist - \$165.00 \$110.55 SIN 874-7

Logistics Program Specialist – Provide guidance, liaison support to the Governmental Departments and Agencies and ensure successful completion of tasks on time, within budget and with a high level of quality. Establishes and maintains relationships with the managers of government level customers to ensure customer satisfaction.

Typical position qualifications:

Fifteen years experience in the area of Logistics Programming with 10 years experience in leading complex technical projects; or a Bachelor's degree with eight years experience.

Administrative Assistant - \$75.00 \$50.25 SIN 874-7

Administrative Assistant - Responsible for the business and technical functions related to the operations of the business office. Identifies, records, monitor and finalize administrative duties that are in support of the technical and professional staff. Prepares graphical and print & production ready materials and provides meeting support.

Typical position qualifications:

Five years experience in the area of Administrative Assistant, or equivalent areas; or a Bachelor's degree with no experience.

Financial & Payroll Office Manager - \$85.00 \$56.95 SIN 874-7

Financial & Payroll Office Manager - Responsible for managing the overall tasks for the payroll, related tax information and general information required to provide information resources related to payroll issues for the technical and professional staff. Processes insurance forms, payroll changes and maintain the financial and payroll records.

Typical position qualifications:

Five years experience in the area of Financial & Payroll Office Management, or equivalent areas; or a Bachelor's degree with two years experience.

Willis Drake,
MDI
Executive Vice-President

MDI - COMMERCIAL PRICE LIST MFC PRICE COMPARISON

Commercial Labor Category	Commercial Rates per hour	Most Favored Customer (s)	Most Favored Customer(s) Labor category	Most Favored Customer(s) Rates per hour	MFC Discount off Commercial Rates	GSA awarded contract Rates per hour	GSA Discount off Commercial Rates
Program Management	\$ 135.00	XSB Company	Program Management	\$ 113.85	23.00%	\$ 89.62	33.00%
Project Management	\$ 135.00	XSB Company	Project Management	\$ 113.85	23.00%	\$ 89.62	33.00%
Program Management Assistant	\$ 100.00	XSB Company	Program Management Assistant	\$ 77.00	23.00%	\$ 67.00	33.00%
Project Management Assistant	\$ 100.00	XSB Company	Project Management Assistant	\$ 77.00	23.00%	\$ 67.00	33.00%
Industrial Engineer Specialist	\$ 150.00	XSB Company	Industrial Engineer Specialist	\$ 115.50	23.00%	\$ 100.50	33.00%
Technology Analyst	\$ 140.00	XSB Company	Technology Analyst	\$ 107.80	23.00%	\$ 93.75	33.00%
Machinist – Mechanic Analyst	\$ 90.00	XSB Company	Machinist – Mechanic Analyst	\$ 69.30	23.00%	\$ 60.00	33.00%
Logistics Program Specialist	\$ 165.00	XSB Company	Logistics Program Specialist	\$ 127.05	23.00%	\$ 110.55	33.00%
Administrative Assistant	\$ 75.00	XSB Company	Administrative Assistant	\$ 57.75	23.00%	\$ 50.25	33.00%
Financial & Payroll Office Manager	\$ 85.00	XSB Company	Financial & Payroll Office Manager	\$ 65.45	23.00%	\$ 56.95	33.00%

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