



**GENERAL SERVICES ADMINISTRATION  
FEDERAL ACQUISITION SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICELIST  
MISSION ORIENTED BUSINESS INTEGRATED SERVICES**

**MOBIS**

**FSC Group 874, CLASS R499 NAIC CODE 541611**  
Special Item No. 874-1 Integrated Consulting Service  
Special Item No. 874-1 RC Recovery Purchasing

**CONTRACT NUMBER: GS-10F-0286V**  
**CONTRACT PERIOD: 19 August 2009 through 18 August 2019**  
**Through Mod PS0010 dated 9-26-14**



**JMW Consultants, Inc.**  
**1 Landmark Square, 16<sup>TH</sup> Floor**  
**Stamford, CT 06901**  
**Tel: 203-352-5000**  
**Fax: 203-352-5010**  
**[www.jmw.com](http://www.jmw.com)**

Other Than Small Business

*On-line access to contact 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>*

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## CUSTOMER INFORMATION

- 1a. AWARDED SPECIAL ITEM NUMBERS (SINS):
  - A. 874-1 Integrated Consulting Service
  - B. 874-1 RC Recovery Purchasing
- 1b. See attached list of government labor categories and rates.
2. MAXIMUM ORDER THRESHOLD: \$1,000,000.00
3. MINIMUM ORDER: \$100.00
4. GEOGRAPHIC COVERAGE (DELIVERY AREA). Domestic.
5. PRODUCTION POINTS:

JMW Consultants, Inc.  
1 Landmark Square, 16<sup>th</sup> Floor  
Stamford, CT 06901  
Tel: 203-352-5000  
Fax: 203-352-5010  
[www.jmw.com](http://www.jmw.com)
6. Prices in attached schedule are net.
7. QUANTITY DISCOUNTS: None.
8. PROMPT PAYMENT/QUANTITY DISCOUNTS: Net 30 Days
- 9a. Government purchase credit cards are accepted at or below the micro-purchase threshold.
- 9b. Government purchase cards are accepted above \$3,000.
10. FOREIGN ITEMS (LIST ITEMS BY COUNTRY OF ORIGIN): None.
- 11a. TIME OF DELIVERY: Specified on the Task Order Basis.

- 11b. EXPEDITED DELIVERY: Contract Contractor.
- 11c. OVERNIGHT AND 2-DAY DELIVERY: Contract Contractor.
- 11d. URGENT REQUIREMENTS: Contract Contractor.
12. FOB POINTS: Destination
- 13.a. ORDERING ADDRESS(ES):
- JMW Consultants Inc.  
1 Landmark Square, 16<sup>th</sup> Floor  
Stamford, CT 06901  
Tel: 203-352-5000  
Fax: 203-352-5010  
[www.jmw.com](http://www.jmw.com)
- 13.b. 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](http://fss.gsa.gov/schedules)).
14. PAYMENT ADDRESS(ES):
- JMW Consultants Inc.  
1 Landmark Square, 16 Floor  
Stamford, CT 06901  
Tel: 203-352-5000  
Fax: 203-352-5010  
[www.jmw.com](http://www.jmw.com)
15. WARRANTY PROVISION: Contractor's standard commercial warranty.
16. EXPORT PACKING CHARGES, IF APPLICABLE. Not applicable.
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: N/A
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: Not applicable.
- 21. LIST OF SERVICE AND DISTRIBUTION POINTS: Not applicable.
- 22. LIST OF PARTICIPATING DEALERS: Not applicable.
- 23. PREVENTIVE MAINTENANCE (IF APPLICABLE): Not applicable.
- 24a. 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: Not applicable.

THE EIT STANDARDS CAN BE FOUND AT [www.SECTION508.gov](http://www.SECTION508.gov)

- 25. DATA UNIVERSAL NUMBER SYSTEM (DUNS) NUMBER: **14-7891568**
- 26. JMW Consultants, Inc. is currently registered in SAM.gov database.

JMW Consultants, Inc.

**AUTHORIZED GSA SCHEDULE PRICE LIST  
MOBIS  
CONSULTING SERVICES**

SIN(s)	Labor Category Title	Hrly Price 8/19/14- 8/18/15	Hrly Price 8/19/15- 8/18/16	Hrly Price 8/19/16- 8/18/17	Hrly Price 8/19/17- 8/18/18	Hrly Price 8/19/18- 8/18/19
874-1	Senior Executive/Senior Principal	\$1,059.36	\$1,059.36	\$1,059.36	\$1,080.55	\$1,102.16
874-1	Principal	\$729.09	\$729.09	\$729.09	\$743.67	\$758.55
874-1	Senior Associate	\$603.20	\$603.20	\$603.20	\$615.26	\$627.57
874-1	Senior Consultant	\$492.98	\$492.98	\$492.98	\$502.84	\$512.90
874-1	Associate	\$393.27	\$393.27	\$393.27	\$401.14	\$409.16
874-1	Consultant	\$340.24	\$340.24	\$340.24	\$347.04	\$353.99

*The Service Contract Act (SCA) is applicable to this contract as it applies to the entire Mission Oriented Business Integrated Services (MOBIS) Schedule 874 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.*

**Rates are increased by 2% annually.**

## LABOR CATEGORY DESCRIPTIONS

### 1. Senior Executive/Senior Principal

#### **Job Summary:**

The responsibilities of the Senior Executive/Senior Principal include providing leadership in the development, critical review, and approval of all initiative plans and work output, opportunity identification, and organizational assessment approaches and recommendations. The Senior Executive/Senior Principal must have served 14 – 20+ years in a program and team leadership role.

#### **Primary Responsibilities:**

Senior Executive/Senior Principal has overall responsibility for team contribution and work performed and is responsible for the Government business relationship and operating policy activities.

#### **Knowledge and Skill Requirements:**

The Senior Executive/Senior Principal possesses at a minimum a Bachelor's degree in management and/or a business-related field and 20+ years of related leadership training or consulting experience and/or a Master's degree with 17 years experience and/or a Doctorate degree with 14 years experience.

- Demonstrated ability to provide oversight and direction to staff
- Significant experience in the management of funds and resources, establishing requirements and procedures for responding to statements of work for task/delivery orders, and preparing deliverables
- Excellent communication, problem solving, and facilitation skills
- Able to lead effective client work sessions alone
- Able to effectively facilitate any coaching session, client meeting or interaction
- Able to design and manage large scale projects or engagements that successfully realize the client's objectives

### 2. Principal

#### **Job Summary:**

The responsibilities of the Principal include assisting the Senior Executive/Senior Principal and participating in the development, critical review, and approval of all initiative plans and work output, opportunity identification, and organizational assessment approaches and recommendations.

#### **Primary Responsibilities:**

The Principal has overall responsibility for team contribution and work performed and is responsible for the Government business relationship and operating policy activities.

#### **Knowledge and Skill Requirements:**

The Principal possesses at a minimum a Bachelor's degree in management and/or a business-related field and 20+ years of related leadership training or consulting experience and/or a Master's degree with 17 years experience and/or a Doctorate degree with 14 years experience.

- Demonstrated ability to provide guidance and direction to staff
- Significant experience in the management of funds and resources, establishing

requirements and procedures for responding to statements of work for task/delivery orders, and preparing deliverables

- Excellent communication, problem solving, and facilitation skills
- Able to lead effective client work sessions alone
- Able to effectively facilitate any coaching session, client meeting or interaction
- Able to design and manage large scale projects or engagements that successfully realize the client's objectives

### **3. Senior Associate**

#### **Job Summary:**

The purpose of this position is to manage sizeable contract operations involving multiple projects and personnel and ensure client results are being delivered. As such, is responsible for planning, directing, and coordinating activities of designated projects to ensure that the goals of the projects are accomplished within prescribed time frame and budgetary constraints. Sets and revises (if necessary) management structure to effectively direct project support activities. Frequently meets with client regarding the status of specific projects to discuss issues requiring resolution.

#### **Primary Responsibilities:**

- Establishes work plan and staffing for each project, and arranges for recruitment and assignment of project personnel appropriate to effective delivery
- Regularly meets with project staff to outline work plan and to assign duties, responsibilities, and scope of authority
- Reviews status reports prepared by project personnel and modifies schedules or plans as required
- Regularly consults with project personnel to provide technical advice and to resolve problems
- Leads complex projects to achieve desired results by setting strategically aligned goals
- Interacts with client on issues related to the projects

#### **Knowledge and Skill Requirements:**

- Bachelor's degree with an advanced degree preferred but not required with a minimum of 15 years of relevant experience and/or Master's degree with 12 years experience and/or a Doctorate degree with 9 years experience.
- Demonstrated ability to provide guidance and direction to staff
- Significant experience in the management of funds and resources, establishing requirements and procedures for responding to statements of work for task/delivery orders, and preparing deliverables
- Excellent communication, problem solving, and facilitation skills
- Able to lead effective client work sessions alone
- Able to effectively facilitate any coaching session, client meeting or interaction
- Able to design and manage large scale projects or engagements that successfully realize the client's objectives

### **4. Senior Consultant**

#### **Job Summary:**

The purpose of this position is to provide business and execution of complex engagements. As such, this individual must consistently deliver specific and defined management, organizational and

business outcomes on time and on budget. Provide guidance to ensure all project objectives are achieved. Monitor and analyze concept development, specific outcomes for delivery, project implementation, and customer support.

**Primary Responsibilities:**

- Performs project concept evaluation and mission needs activities
- Analyzes and evaluates effectiveness of management controls and channels of communication and is in frequent and effective communication with project manager
- Conducts complex strategic, business, and action planning
- Applies specialized knowledge and skills to projects and recommends solutions
- Performs benchmark needs analysis and requirements definitions
- Advises on business and management improvement issues
- Monitor status of all project tasks, deliverables, and budget in partnership with project manager
- Interacts with customer on technical issues to effective resolution

**Knowledge and Skill Requirements:**

- Bachelor's degree with an advanced degree preferred but not required with a minimum of 8 years experience in large-scale management and/or consulting environment and/or a Master's degree with 5 years experience.
- Possesses leadership skills and ability to coach team members
- Possesses strong problem-solving and resolution capabilities
- Excellent communication, problem solving, and facilitation skills
- Able to design projects or mid-sized engagements that successfully realize the client's objectives
- Able to lead effective client work sessions alone
- Able to effectively facilitate any coaching session, client meeting or interaction

**5. Associate Consultant**

**Job Summary:**

The purpose of this position is to assist or lead the elevation of management, organizational, or business performance, including training, facilitation, and program management. This individual is expected to work independently with only very broad direction by more senior personnel. Frequently interfaces with client personnel regarding the project. Provides guidance to ensure all project objectives are achieved.

**Primary Responsibilities:**

- Enhanced ability to design and conduct effective interviews
- Acts as project manager on projects as assigned
- Assesses, gathers, and evaluates client capabilities and needs
- Facilitates sessions for organizational assessments, organizational development, performance improvement, and the development of a management strategy
- Investigates, analyzes, and resolves routine and non-routine problems
- Designs and delivers group work sessions that forward the success of the customer's identified goals and outcomes
- Provides supervision and direction to support staff
- Prepares project reports and deliverables

- Interacts with customer on technical and performance issues related to the project
- Ability to identify the area(s) in the client's organization where JMW's interventions will make the biggest difference in realizing client goals
- Demonstrates an understanding of the client's organizational structure, processes and key interfaces
- Effectively communicates with project manager for appropriate management and interventions as needed

**Knowledge and Skill Requirements:**

- Bachelor's degree with an advanced degree preferred but not required with a minimum of 7 years experience in consulting environment and/or a Master's degree with 4 years of experience
- Experience analyzing proposed system or process modifications and identifying and designing alternate functional or business solutions
- Possesses leadership skills and ability to coach team members
- Excellent communication, problem solving, and facilitation skills
- Facility for co leading work sessions for small and large groups of people
- Ability to effectively impact organizational performance by shifting people's thinking and behavior

**6. Consultant**

**Job Summary:**

The purpose of this position is to support business and management process teams across a variety of issues with only minimal supervision and direction by more senior personnel. Assists senior leaders with management, organizational, or business performance, including strategic consulting, training, and facilitation. Analyzes management effectiveness and evaluates effectiveness of management controls and channels of communication.

**Primary Responsibilities:**

- Effectively conduct client interviews regarding client business and management processes
- Identify the key levers of the client's business needs, goals and challenges
- Assist in determining client requirements and translates these requirements into paths to engage project teams
- Frequently interfaces with client personnel
- Prepares project reports and deliverables
- Applies specialized knowledge and skills to project and proposes solutions
- Co design and deliver group work sessions that forward the success of the customer's identified goals and outcomes

**Knowledge and Skill Requirements:**

- Bachelor's degree required with a minimum of 5years experience and/or a Master's degree with 2 years experience
- Excellent communication, problem solving, and facilitation skills
- Possesses leadership skills and ability to coach team members
- Skills in leading sessions for large groups of people
- Impacting organizational performance by shifting people's thinking and behavior

