



Federal Supply Group: 874
Class: R499
Contract Number: GS-10F-029BA
Contract Period: 11/06/2013 – 11/05/2018

**Mission Oriented Business Integrated Services
(MOBIS)**

Federal Acquisition Service
Authorized Federal Supply Schedule Price List



Contractor: DESA, INC.
400 PERCIVAL RD COLUMBIA, SC 29206 5021

Special Item Number: 874-1 Integrated Consulting Services
Business Size: Small, Disadvantaged, Woman Owned Business

Telephone: (803) 743-1142
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Contract Administration: Diane E Sumpter

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. The INTERNET address for GSA Advantage!™ is: <http://www.GSAAdvantage.gov>. For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.gsa.gov/schedules-ordering>.

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Company Overview

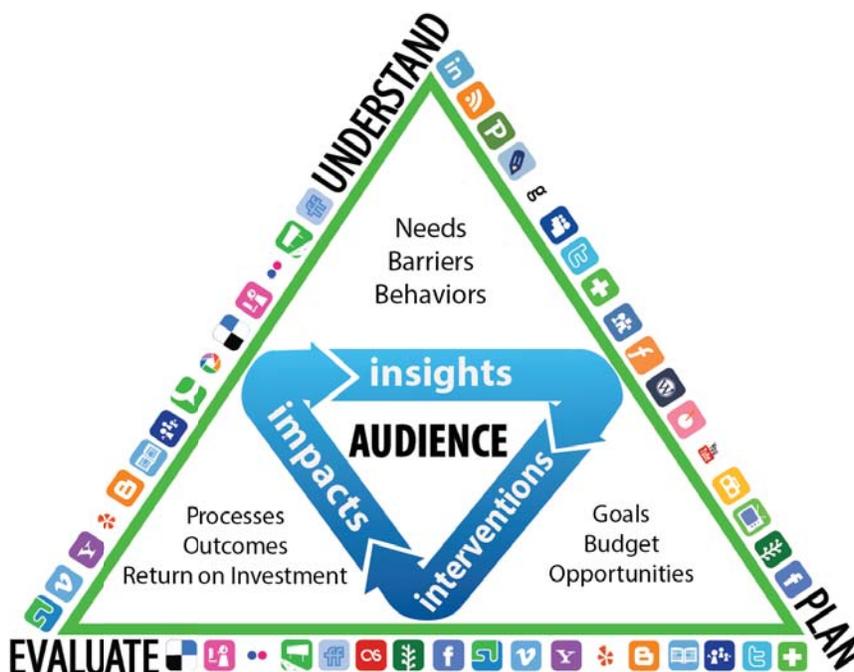
DESA, Inc. was founded in 1986 with a philosophy of making our clients' mission our own. Our clients value our guiding principles of consistency, accountability and productivity. We consistently exceed expectations by dedicating highly qualified staff and ensuring adequate resources for every client engagement.

For more than 28 years, DESA has provided management and strategy consulting services, research and evaluation services to the public and private sector. DESA specializes in strategic consulting, program planning, evaluations, policy development, project management, data collection and reporting.



The DESA Approach

DESA employs innovative and evidence-based methods to achieve measurable results. Our approach is to **UNDERSTAND** audience insights, **PLAN** the interventions and **EVALUATE** the impacts.



1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

SIN	Recover	SIN Description
874-1	874-1RC	Integrated Consulting Services

1b. Included

1c. Not applicable

2. Maximum Order: \$1,000,000.00

3. Minimum Order: \$100.00

4. Geographic Coverage (delivery Area): Domestic only, 50 States, DC and Territories

5. Point(s) of production (city, county, and state or foreign country): Columbia, SC

6. Discount from list prices or statement of net price: Government net prices (discounts already deducted).

7. Quantity discounts:

2% for orders equal to or exceeding \$500,000.00

1% for orders equal to or exceeding \$1,000,000.00

8. Prompt payment terms: Net 30 days

9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold: Yes

9b. Notification whether Government purchase cards are accepted or not accepted above the micro- purchase threshold: Will accept over \$3,000

10. Foreign items (list items by country of origin): None

11a. Time of Delivery (Contractor insert number of days): Specified on the Task Order

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 list 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 Points(s): Destination

13a. Ordering Address(es): Same as Contractor

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(es): Same as company address

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 (if applicable): Not applicable

19. Terms and conditions of installation (if applicable): Not applicable

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): Not applicable

20a. Terms and conditions for any other services (if applicable): Not applicable

21. List of service and distribution points (if applicable): Not applicable

22. List of participating dealers (if applicable): 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 and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: [www. Section508.gov/](http://www.Section508.gov/).

25. Data Universal Numbering System (DUNS) number: 175250588

26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered

MOBIS Price List
LABOR Categories AND RATES AWARDED UNDER SIN 874-1/IRC
PRICES ARE INCLUSIVE OF IFF
ESCLATION RATE IS 2%

Labor Categories	Min Edu	Min Exp	Contractor or Customer Site	Domestic or Overseas	Market Prices	Unit of Issue	GSA Discount (off Market Prices) (%)	GSA Price (Excluding IFF)	GSA Price (including IFF)
Senior Program Director	Masters	20	Both	Domestic Only	\$134.58	Hour	0.75%	\$133.57	\$134.58
Junior Program Director	Masters	15	Both	Domestic Only	\$123.81	Hour	20%	\$99.25	\$100.00
Project Manager	Bachelors	10	Both	Domestic Only	\$113.91	Hour	13%	\$99.25	\$100.00
Principal Consultant	Bachelors	10	Both	Domestic Only	\$108.21	Hour	8.28%	\$99.25	\$100.00
Senior Consultant	Bachelors	8	Both	Domestic Only	\$102.50	Hour	6.00%	\$96.35	\$97.08
Strategic Planning Consultant	Bachelors	5	Both	Domestic Only	\$100.00	Hour	6.00%	\$94.00	\$94.71
Associate Consultant	Bachelors	3	Both	Domestic Only	\$50.00	Hour	0.75%	\$49.63	\$50.00
Senior Graphic Designer	Bachelors	7	Both	Domestic Only	\$67.18	Hour	0.75%	\$66.68	\$67.18
Technical Analyst	Bachelors	5	Both	Domestic Only	\$62.50	Hour	0.75%	\$62.03	\$62.50
Editor	Bachelors	5	Both	Domestic Only	\$55.00	Hour	0.75%	\$54.59	\$55.00
Statistician	Bachelors	5	Both	Domestic Only	\$45.87	Hour	0.75%	\$45.53	\$45.87
Financial Analyst	Bachelors	5	Both	Domestic Only	\$64.86	Hour	0.75%	\$64.37	\$64.86
Facilitator	Bachelors	7	Both	Domestic Only	\$1,250.00	Day	8.00%	\$1,150.00	\$1,158.69
Survey Evaluator	Bachelors	3	Both	Domestic Only	\$50.00	Hour	0.75%	\$49.63	\$50.00
Researcher	Bachelors	5	Both	Domestic Only	\$70.00	Hour	0.75%	\$69.48	\$70.00
Communication Specialist	Bachelors	5	Both	Domestic Only	\$80.07	Hour	0.75%	\$79.47	\$80.07
Contract Administrator	Bachelors	5	Both	Domestic Only	\$52.59	Hour	0.75%	\$52.20	\$52.59

MOBIS Price List
LABOR Categories AND RATES AWARDED UNDER SIN 874-1/IRC
PRICES ARE INCLUSIVE OF IFF

Labor Categories	Base Period				
	FY 2014 11/6/13 – 11/30/14	FY 2015 12/1/14 – 11/30/15	FY 2016 12/1/15 – 11/30/16	FY 2017 12/1/16 – 11/30/17	FY 2014 12/1/17 – 11/5/18
Senior Program Director	\$134.58	\$137.27	\$140.02	\$142.82	\$145.67
Junior Program Director	\$100.00	\$102.00	\$104.04	\$106.12	\$108.24
Project Manager	\$100.00	\$102.00	\$104.04	\$106.12	\$108.24
Principal Consultant	\$100.00	\$102.00	\$104.04	\$106.12	\$108.24
Senior Consultant	\$97.08	\$99.02	\$101.00	\$103.02	\$105.08
Strategic Planning Consultant	\$94.71	\$96.60	\$98.54	\$100.51	\$102.52
Associate Consultant	\$50.00	\$51.00	\$52.02	\$53.06	\$54.12
Senior Graphic Designer	\$67.18	\$68.52	\$69.89	\$71.29	\$72.72
Technical Analyst	\$62.50	\$63.75	\$65.03	\$66.33	\$67.65
Editor	\$55.00	\$56.10	\$57.22	\$58.37	\$59.53
Statistician	\$45.87	\$46.79	\$47.72	\$48.68	\$49.65
Financial Analyst	\$64.86	\$66.16	\$67.48	\$68.83	\$70.21
Facilitator	\$1,158.69	\$1,181.86	\$1,205.50	\$1,229.61	\$1,254.20
Survey Evaluator	\$50.00	\$51.00	\$52.02	\$53.06	\$54.12
Researcher	\$70.00	\$71.40	\$72.83	\$74.28	\$75.77
Communication Specialist	\$80.07	\$81.67	\$83.30	\$84.97	\$86.67
Contract Administrator	\$52.59	\$53.64	\$54.71	\$55.81	\$56.93

Service Contract Act

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.

MOBIS Price List

LABOR CATEGORY DESCRIPTIONS

The following substitution of education experience with the work experience applies:

Bachelor's Degree + 3 additional years of experience = Master's Degree
 Associate's Degree + 3 additional years of experience = Bachelor's Degree
 HS Diploma or GED + 3 additional years of experience = Associate's Degree

Labor Category	Minimum Experience	Job Description	Minimum Education
Senior Program Director	20 years	Senior Program Director is responsible for overall direction and evaluation of business methodologies and procedures. Provides high level expertise and guidance in support of single or multiple projects. Works with the client and program manager to establish policy and strategic direction for projects. Ensures client satisfaction and oversees quality control.	Master's Degree
Junior Program Director	15 years	Oversees programs and integrates technical solutions into business processes and operational functions while directing teams on multiple projects. Takes appropriate action to meet program requirements by responding effectively to clients' needs – allocating proper resources, staff and technologies. Works closely with the Senior Program Director to set comprehensive business goals and objectives.	Master's Degree
Project Manager	10 years	Manages multiple client projects and is responsible for project direction, organization, planning and production. Creates strategic plans to ensure contract performance and timely deliverables. Directs supporting staff; assigns, schedules and reviews work of supporting project managers and staff. Oversees multiple projects and interfaces with clients.	Bachelor's Degree
Principal Consultant	10 years	Develops and coordinates plans, policies, resources, mission, goals and expectations of an agency or program. Develops cooperative partnerships with organizations that will enhance program activities. Creates the program budget and monitors and evaluates operations to ensure quality and effectiveness. Makes recommendations to Program Managers for areas of improvement.	Bachelor's Degree
Senior Consultant	8 years	Reviews plans, policies, resources, mission, goals and expectations of an agency or program. Sets forth deliverables, dedicated staff and resources. Monitors employee performance to assure objectives are being met.	Bachelor's Degree
Strategic Planning Consultant	5 years	Understands the needs, resources and capabilities of organizations. Examines objectives in accordance with organization's goal and capabilities. Drafts decision- and action-oriented strategic management plans. Brings experience and cross-industry knowledge to the development of strategic plans.	Bachelor's Degree

MOBIS Price List

LABOR CATEGORY DESCRIPTIONS

Labor Category	Minimum Experience	Job Description	Minimum Education
Associate Consultant	3 years	Produces deliverables for client under direction of midlevel and senior consultants. Assists in production of strategic plans and quality assurance. Makes recommendations to management for areas of improvement. Participates in client meetings and assists with contract administration.	Bachelor's Degree
Senior Graphic Designer	7 years	Leads design team by establishing conceptual and stylistic direction. Utilizes expertise in design software and pre-press production. Reviews final layout recommends improvements as necessary. Acts as client liaison for the design team and is responsible for design of projects from conception to completion.	Bachelor's Degree
Technical Analyst	5 years	Provides advice and assistance to senior level management in areas of specialized technical subject matter to include but not limited to analytical research, policy coordination, legislative analysis, program planning and project evaluation. Works with senior management in the formulation of program goals and objectives. Advances program objectives through sound planning, analytical and evaluation concepts.	Bachelor's Degree
Editor	5 years	Reads and evaluates complex technical and scientific articles to determine the extent of the copy's effectiveness, or lack there-of. Participates in the development of themes and content. Writes articles, stories, editorials, headlines and captions. Position requires extensive editing experience.	Bachelor's Degree
Statistician	5 years	Assists in research and application of statistical analysis. Prepares reports, charts, tables and other visual aids. Gathers data and suggests effective problem solving methods. Assists in content analysis.	Bachelor's Degree
Financial Analyst	5 years	Performs financial analysis and tracks budgets for multiple projects. Proficient with financial reporting software. Experienced with various types of funding. Creates spreadsheets and databases to illustrate cash flow and costs. Makes recommendations on cost-saving measures and appropriate expenditures.	Bachelor's Degree
Facilitator	7 years	Enables groups and organizations to work effectively, collaborate and achieve synergy. Advocates for fair, open procedures and inclusive programs to accomplish group work. Enables groups to make high-quality decisions through full participation, mutual understanding and shared responsibility.	Bachelor's Degree

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LABOR CATEGORY DESCRIPTIONS

Labor Category	Minimum Experience	Job Description	Minimum Education
Survey Evaluator	3 years	Assists in formative research and program evaluation. Administers surveys and provides data analysis. Adheres to research protocols and assures quality control and confidentiality. Provides technical support and reviews reports.	Bachelor's Degree
Researcher	5 years	Assists with the design and direction of formative research projects for programs and strategic business opportunities. Oversees associate and assistant researchers. Compiles data for reports. Assists with data analysis.	Bachelor's Degree
Communication Specialist	5 years	Provides a variety of functions related to communication activities, to raise awareness of issues and improve dissemination of informational materials to the public and policy makers. Develops materials for dissemination. Assists with maintaining and updating Website materials. Requires excellent verbal and written communication skills.	Bachelor's Degree
Contract Administrator	5 years	Oversees contract compliance. Makes sure all performance obligations specified in the contract are met. Monitors and tracks performance through systems and spreadsheets. Interfaces with clients regularly and helps assure quality control.	Bachelor's Degree