



## General Services Administration Federal Supply Service

### Mission Oriented Business Integrated Services (MOBIS)

Federal Supply Group: 874 Class: R499  
Contract Number: GS-10F-0308N



## Authorized Federal Supply Schedule Price List

**Contract Period:** March 27, 2008 through March 26, 2013  
Pricelist current through Modification PS-0016, dated July 8, 2008

**Contractor:** Acquisition Solutions, Inc.  
1655 North Fort Myer Drive  
Suite 1000  
Arlington, VA 22209-3196  
**Telephone:** (703) 253-6300  
**Fax Number:** (703) 253-6301  
**Web Site:** [www.acquisitionsolutions.com](http://www.acquisitionsolutions.com)  
**Business Size:** Small

#### Contacts:

##### *Schedule/Contract Information:*

William E. Hall, JD  
Contracts Manager  
(703) 253-6357 (Voice)  
(703) 891-9095 (Fax)  
[Bill.Hall@acquisitionsolutions.com](mailto:Bill.Hall@acquisitionsolutions.com)

##### *Payment Information:*

Stacy Hardin  
Controller  
(703) 253-6556 (Voice)  
(703) 253-6301 (Fax)  
[Stacy.Hardin@acquisitionsolutions.com](mailto:Stacy.Hardin@acquisitionsolutions.com)

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!<sup>™</sup>, a menu-driven database system. The Internet address for GSA Advantage!<sup>™</sup> is: <http://www.GSAAdvantage.gov>.

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

**1. CUSTOMER INFORMATION**

- 1a. *Awarded Special Item Numbers (SINs) and page number cross-references:*
  - SIN 874-1, 874-1RC.....Page 6
  - SIN 874-2, 874-2RC.....Page 6
  - SIN 874-4, 874-4RC.....Page 12
  - SIN 874-6, 874-6RC.....Page 6
  - SIN 874-7, 874-7RC.....Page 6
  
- 1b. *Lowest-priced model number and lowest unit price for that model for each awarded:*

Not applicable
  
- 1c. *Labor Category Descriptions and Hourly Rates:.....Page 6*
  
- 2. *Maximum Order:* \$1,000,000.00
  
- 3. *Minimum Order:* \$300.00
  
- 4. *Geographic Coverage (Delivery Area):* Domestic Only
  
- 5. *Point of production:* Same as company address
  
- 6. *Discount from list prices:* Government net prices (discounts already deducted)
  
- 7. *Quantity Discounts:* Considered on a case-by-case basis
  
- 8. *Prompt Payment Terms:* Net 30 days
  
- 9a. *Government purchase cards are accepted at or below the micro-purchase threshold:*

Yes
  
- 9b. *Government purchase cards are accepted above the micro-purchase threshold:* Yes
  
- 10. *Foreign Items:* None
  
- 11a. *Time of Delivery:* As agreed in each task/delivery order
  
- 11b. *Expedited Delivery:* Contact Contractor
  
- 11c. *Overnight and 2-day Delivery:* Contact Contractor
  
- 11d. *Urgent Requirements:* Contact Contractor
  
- 12. *F.O.B. Point(s):* Destination
  
- 13a. *Ordering Address:* Acquisition Solutions, Inc.  
1655 North Fort Myer Drive, Suite 1000  
Arlington, VA 2209-3196

- 13b. *Ordering Procedures:* For supplies and services, the ordering procedures, and information on Blanket Purchase Agreements (BPAs), are found in Federal Acquisition Regulation (FAR) 8.405-3.
14. *Payment Address:* Acquisition Solutions, Inc.  
1655 North Fort Myer Drive, Suite 1000  
Arlington, VA 22209-3196
15. *Warranty Provision:* Contractor's standard warranty
16. *Export Packing Charges:* Not applicable
17. *Terms and Conditions of Government purchase card acceptance:* 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:* Not applicable
21. *List of service and distribution points:* Not applicable
22. *List of participating dealers:* Not applicable
23. *Preventive Maintenance:* Not applicable
- 24a. *Special attributes such as environmental attributes:* Not applicable
- 24b. *Section 508 compliance:* Not applicable
25. *Data Universal Numbering System (DUNS) Number:* 96-3009899
26. *Central Contractor Registration (CCR) database:* Registered
27. *Uncompensated Overtime:* Not applicable
28. Contractor will accept labor hour and firm fixed-price orders.

**2. SIN 874-1, 874-1RC - LABOR CATEGORY NAMES AND RATES**

**3. SIN 874-2, 874-2RC - LABOR CATEGORY NAMES AND RATES**

**4. SIN 874-6, 874-6RC - LABOR CATEGORY NAMES AND RATES**

**5. SIN 874-7, 874-7RC - LABOR CATEGORY NAMES AND RATES**

Statesman/Captain of Industry .....	\$434.90
Senior Executive .....	\$348.28
Executive.....	\$308.89
Partner .....	\$271.81
Principal Consultant .....	\$249.23
Senior Principal .....	\$237.53
Principal .....	\$217.44
Senior Consultant.....	\$212.59
Senior Subject Matter Expert .....	\$201.14
Consultant .....	\$173.61
Subject Matter Expert/Senior Researcher.....	\$163.09
Researcher.....	\$146.78
Senior Specialist .....	\$135.90
Associate Researcher .....	\$119.83
Specialist/Technician.....	\$108.73
Junior Specialist/Technician.....	\$97.84
Graphic Artist/Publication Specialist .....	\$86.98
Administrative.....	\$59.80

**Labor Category Descriptions**

**Commercial Job Title:** Statesman/Captain of Industry

**Minimum/General Experience:** Has served as a leader at the highest levels of industry or government. Provides consulting and thought-leadership as required. Examples include the President and the Chief Executive Officer with primary customer interfaces at the highest levels of the Federal government; has typically served in senior Defense or industry positions and has overseen the growth of programs ranging from \$14.5 million to approximately \$100 million in annual revenue in less than 10 years. Executives who have served in former Assistant Secretary positions qualify. 20 years of experience required.

**Functional Responsibility:** Works with the senior management level of Departments and agencies to develop acquisition strategies for complex acquisitions.

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*Minimum Education\*:* Master's degree

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*Commercial Job Title:* **Senior Executive**

*Minimum/General Experience:* Has served in major roles at the highest levels of industry and government. Prominent top-level technical/administrative professional. Experienced in senior executive-level management and leadership. Manages multiple programs in excess of \$1 million. Capable of planning and directing organizational policies, objectives, and initiatives. Experienced in planning and accomplishing company-set goals. 20 years of experience required.

*Functional Responsibility:* Works with senior management level of Departments and agencies to develop acquisition strategies for major system acquisitions.

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*Minimum Education\*:* Master's degree

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*Commercial Job Title:* **Executive**

*Minimum/General Experience:* Has served in major roles at high levels of industry and government. Responsible for managing and overseeing work performance on multiple complex projects and serves as principal liaison with client on business and technical matters for program/project implementation. Significant supervisory/project leadership and high-level analytical experience. 20 or more years of relevant experience.

*Functional Responsibility:* Works with senior management level of Departments and agencies to develop acquisition strategies for major system acquisitions.

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*Minimum Education\*:* Master's degree or equivalent experience (see p. 12)

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*Commercial Job Title:* **Partner**

*Minimum/General Experience:* Senior organizational manager who possesses 20 or more years of experience operating at the SES level or senior GM-15 (e.g., heads of Program Offices or major contracting organizations) Federal civilian agencies or equivalent positions in the military or industry. Examples include a former Senior Procurement Executive; Director of major Federal procurement programs; Director of a GSA Schedule Program; Director of a Government-wide Procurement Management Review Program; Vice President or Director level within a large corporate entity; or Contracting Officer for major DoD-wide procurement programs.

*Functional Responsibility:* Provides recommendations to senior agency management on organizational structure and process changes needed to

implement efficient and effective acquisition processes. Facilitates cultural change discussions between government organizations and between government and industry.

*Minimum Education\*:* Master's degree or equivalent experience (see p. 12)

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*Commercial Job Title:* **Principal Consultant**

*Minimum/General Experience:* 12 years of direct business/analytical experience, of which at least 8 years must be specialized. Specialized experience includes demonstrated experience in areas specifically relevant to the order's tasks. Must have served as a team leader in directly related business/analytical areas.

*Functional Responsibility:* Works with the senior management level of Departments and agencies to develop acquisition strategies for major system acquisitions.

*Minimum Education\*:* Master's degree or equivalent experience (see p. 12)

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*Commercial Job Title:* **Senior Principal**

*Minimum/General Experience:* 18 years of experience, including operating at the SES level or senior GM-15 (e.g., heads of major contracting organizations) in Federal civilian agencies or equivalent positions in the military or industry.

*Functional Responsibility:* Offers policy recommendations and lays out the acquisition strategy for major agency acquisitions.

*Minimum Education\*:* Master's degree or equivalent experience (see p. 12)

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*Commercial Job Title:* **Principal**

*Minimum/General Experience:* 15 years of experience, including operating at the SES level or senior GM-15 (e.g., heads of major contracting organizations) in Federal civilian agencies or equivalent positions in the military or industry. Current Principals include a former Director of Acquisition for the Defense Information Systems Agency and a former Associate Administrator of the Office of Procurement Policy (OFPP).

*Functional Responsibility:* Lays out the acquisition strategy and recommends staff for major Agency acquisitions.

*Minimum Education\*:* Master's degree or equivalent experience (see p. 12)

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*Commercial Job Title:* **Senior Consultant**

*Minimum/General Experience:* 10 years of direct business/analytical experience, of which at least 7 years must be specialized. Specialized experience includes demonstrated experience in areas specifically relevant to the order's tasks. Must have served as a team leader in directly related business/analytical areas.

*Functional Responsibility:* Works with the senior management level of Departments and agencies to develop acquisition strategies for major system acquisitions.

*Minimum Education\*:* Bachelor's degree

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*Commercial Job Title:* **Senior Subject Matter Expert**

*Minimum/General Experience:* 15 years of experience working in specific acquisition disciplines. Examples include the former SES Program Executive Officer for Information Technology for the Air Force and the former head of the Air Force's Cost Estimating unit.

*Functional Responsibility:* Provides advice and consultation in a specialized area of acquisition expertise.

*Minimum Education\*:* Bachelor's degree

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*Commercial Job Title:* **Consultant**

*Minimum/General Experience:* 8 years of direct business/analytical experience relevant to the order's tasks. An advanced degree may be substituted for direct experience using a year-to-year equivalence, or a bachelors degree in a specifically relevant business/analytical area or technical area, such as computer science/engineering or mathematics, may be substituted for 1 year of experience.

*Functional Responsibility:* Under minimal direction, provides research and analysis support. Researches and analyzes data related to a project topic. Documents and summarizes the results to be used in developing client recommendations. Leads in developing programs and implementing solutions to meet the client's needs. Develops programs and implements solutions to meet the client's needs. May lead low-risk client engagements. Plans, schedules, and controls phases of projects using established processes.

*Minimum Education\*:* Bachelor's degree, or equivalent experience (see p. 12)

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*Commercial Job Title:* **Subject Matter Expert/Senior Researcher**

*Minimum/General Experience:* 15 years of experience working at the highest levels of government or industry. For example, held a variety of positions

in acquisition, including Director of Administration for a Federal agency.

*Functional Responsibility:* Provides acquisition expertise for agency acquisitions.

*Minimum Education\*:* Bachelor's degree, or equivalent experience (see p. 12)

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*Commercial Job Title:* **Researcher**

*Minimum/General Experience:* Extensive experience (10 or more years) as hands-on contracting staff, including serving as analysts in policy-type positions. For example, a 30+-year career in procurement, including service as a senior Contracting Officer and Manager at a major civilian agency as well as significant time as a policy analyst.

*Functional Responsibility:* Researches applicable laws and case history of multiple aspects of an acquisition.

*Minimum Education\*:* Bachelor's degree, or equivalent experience (see p. 12)

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*Commercial Job Title:* **Senior Specialist**

*Minimum/General Experience:* 15 or more years of acquisition experience in managing large, complex programs and services.

*Functional Responsibility:* Well versed in new acquisition reforms and streamlining techniques as well as both commercial and government best practices and lessons learned. Experience performing in senior capacities in one or more of the acquisition life-cycle disciplines (e.g., mission, business, and IRM planning; program management; technical; procurement; source selection; and contract management). Typically has held positions as GM-14 or equivalent and is comfortable with interacting on a daily basis with customers' senior management and decision-makers.

*Minimum Education\*:* Bachelor's degree or equivalent experience (see p. 12)

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*Commercial Job Title:* **Associate Researcher**

*Minimum/General Experience:* 5 years of experience as hands-on contracting staff.

*Functional Responsibility:* Under the supervision of a researcher, researches applicable laws and case history of multiple aspects of an acquisition.

*Minimum Education\*:* Bachelor's degree or equivalent experience (see p. 12)

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*Commercial Job Title:*                   **Specialist/Technician**

*Minimum/General Experience:* 7 years of acquisition-related experience in one or more of the acquisition life-cycle disciplines (e.g., mission, business, and IRM planning; program management; technical; procurement; source selection; and contract management). Typically has held positions as GS-12 or -13.

*Functional Responsibility:*           Provides acquisition expertise in a specialty area.

*Minimum Education\*:*               Associate's degree

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*Commercial Job Title:*                   **Junior Specialist/Technician**

*Minimum/General Experience:* 2 years of acquisition-related experience in one or more of the acquisition life-cycle disciplines (e.g., mission, business, and IRM planning; program management; technical; procurement; source selection; and contract management). Typically has held positions as GS-7, -9, or -11, or equivalent positions in industry.

*Functional Responsibility:*           Provides acquisition expertise in a specialty area.

*Minimum Education\*:*               Associate's degree

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*Commercial Job Title:*                   **Graphic Artist/Publication Specialist**

*Minimum/General Experience:* 5 years of experience in providing business graphics, process flow diagrams, etc., for use in management/business presentations.

*Functional Responsibility:*           Skilled in translating complex ideas into easy-to-understand business and management graphics. Expert in enhancing management studies, business process reviews, etc., by adding charts, tables, business process flow diagrams, and other graphics essential to the reader's understanding of the message.

*Minimum Education\*:*               High school diploma or equivalent

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*Commercial Job Title:*                   **Administrative**

*Minimum/General Experience:* 2 years of experience in administrative support positions

*Functional Responsibility:*           Arranges meetings, copies and produces deliverables, etc.

*Minimum Education:*                 High school diploma or equivalent

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\*Experience exceeding the minimum shown may be substituted for education. Likewise, education exceeding the minimum shown may be substituted for experience.

<b>Degree</b>	<b>Related Experience Substitution</b>
Associate's	2 Years
Bachelor's	5 Years
Master's	Bachelors + 2 years
PhD	Masters + 3 years

### **3. SIN 874-4, 874-4RC: TRAINING**

<i>Course Name:</i>	<b>Seven Steps to Performance-Based Acquisition</b>
<i>Course Price:</i>	\$15,900.00 per class
<i>Course Length:</i>	Three (3) days
<i>Maximum Participants:</i>	24
<i>Minimum Participants:</i>	None
<i>Description:</i>	Acquisition teams gain practical experience drafting Statements of Objectives and related documents. Our team-based format familiarizes the acquisition teams with the performance-based approach and provides valuable experience with collaboration and teamwork.

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