



## GENERAL SERVICES ADMINISTRATION

### **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 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>

### **Schedule for - Management, Organizational and Business Improvement Services (MOBIS)** **Federal Supply Group: 87 Class: 874**

**Contract Number:** GS-10F-0313K  
**Contract Period:** July 15, 2010 through July 14, 2015  
Pricelist Effective July 15, 2010

**Contractor:** TWD & Associates, Inc.  
2800 Shirlington Road  
Suite 400  
Arlington VA 22206

**DUNS No:** 16-1185269  
**CAGE Code:** 0TKN1

**Business Size:** Large Business

**Telephone:** (703) 341-4021

**FAX Number:** (703) 933-0187

**Web Site:** [www.twd.com](http://www.twd.com)

**E-mail:** [loyb@twd.com](mailto:loyb@twd.com)

**Contract Administration:** Brenda Loy

*As of Refresh 15 and Mod PO-007*



## **CUSTOMER INFORMATION:**

- 1a. **Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:** 874-1, 874-7, 874-1RC, 874-7, and 874-7RC
- 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.**
2. **Maximum Order:** \$1,000,000
3. **Minimum Order:** 100
4. **Geographic Coverage (delivery Area):** FOB Domestic Only
5. **Point(s) of production (city, county, and state or foreign country):** Same as Contractor
6. **Discount from list prices or statement of net price:** Government Net Prices (discounts already deducted). See prices attached
7. **Quantity discounts:** None offered
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:** Contact Contractor
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

## **(CUSTOMER INFORMATION: Continued)**

- 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](http://fss.gsa.gov/schedules)).
14. **Payment address(es):** Same as Contractor
15. **Warranty provision:** Contractor’s 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. contactor’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:** 16-1185269
26. **Notification regarding registration in Central Contractor Registration (CCR) database:**  
stolcisj@twd.com



## TWD LABOR MOBIS PRICELIST

Contract Award: July 15, 2000  
 Prices Effective: January 1, 2005

Contract No. GS-10-F-0313K

Solicitation No. TFTP-MC-000874-B, MOBIS  
**TWD & Associates, Inc**  
 SINs 874-1, 874-1RC, 874-7 and 874-7RC

Award Schedule LABOR CATEGORY	Option Period, Years 6-10					Option Period, Years 11-15				
	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
	<i>COMPLETED</i>	<i>COMPLETED</i>	<i>COMPLETED</i>	<i>COMPLETED</i>	<i>JUL 09 - JUL 10</i>	<i>JUL 10 - JUL 11</i>	<i>JUL 11 - JUL 12</i>	<i>JUL 12 - JUL 13</i>	<i>JUL 13 - JUL 14</i>	<i>JUL 14 - JUL 15</i>
M/A Level 1	\$ 40.72	\$ 42.10	\$ 43.54	\$ 45.02	\$ 46.55	\$ 48.18	\$ 49.58	\$ 51.02	\$ 52.50	\$ 54.02
M/A Level 2	\$ 47.87	\$ 49.50	\$ 51.18	\$ 52.92	\$ 54.71	\$ 56.63	\$ 58.27	\$ 59.96	\$ 61.70	\$ 63.49
M/A Level 3	\$ 55.46	\$ 57.32	\$ 59.29	\$ 61.32	\$ 63.40	\$ 65.62	\$ 67.52	\$ 69.48	\$ 71.50	\$ 73.57
M/A Level 4	\$ 63.44	\$ 65.60	\$ 67.83	\$ 70.13	\$ 72.52	\$ 75.06	\$ 77.23	\$ 79.47	\$ 81.78	\$ 84.15
M/A Level 5/Prgm Mngr	\$ 68.77	\$ 71.11	\$ 73.53	\$ 76.03	\$ 78.61	\$ 81.36	\$ 83.72	\$ 86.15	\$ 88.65	\$ 91.22
Functional Expert Level 1	\$ 73.21	\$ 75.69	\$ 78.26	\$ 80.93	\$ 83.68	\$ 86.61	\$ 89.12	\$ 91.71	\$ 94.37	\$ 97.10
Functional Expert Level 2	\$ 77.64	\$ 80.28	\$ 83.00	\$ 85.83	\$ 88.75	\$ 91.85	\$ 94.52	\$ 97.26	\$ 100.08	\$ 102.98
Subj. Matter Expert/ PD Lvl 1	\$ 83.18	\$ 86.00	\$ 88.93	\$ 91.96	\$ 95.08	\$ 98.41	\$ 101.26	\$ 104.20	\$ 107.22	\$ 110.33
Subj. Matter Expert/ PD Lvl 2	\$ 94.27	\$ 97.48	\$ 100.80	\$ 104.22	\$ 107.76	\$ 111.53	\$ 114.77	\$ 118.09	\$ 121.52	\$ 125.04
Subj. Matter Expert/ PD Lvl 3	\$ 166.37	\$ 172.03	\$ 177.88	\$ 183.92	\$ 190.17	\$ 196.83	\$ 202.54	\$ 208.41	\$ 214.46	\$ 220.68



***SIN 874-1: CONSULTING SERVICES***

***SIN 874-1RC: CONSULTING SERVICES, Recovery Purchasing***

Contractors shall provide expert advice, assistance, guidance or counseling in support of agencies' management, organizational and business improvement efforts. This may also include studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts. Examples of consultation include but are not limited to:

- strategic, business and action planning
- systems alignment
- cycle time
- high performance work
- leadership systems
- performance measures and indicators
- process and productivity improvement
- organizational assessments
- program audits, and evaluations

***SIN 874-7: PROGRAM INTEGRATION AND PROJECT MANAGEMENT SERVICES***

***SIN 874-7RC: PROGRAM INTEGRATION AND PROJECT MANAGEMENT SERVICES, Recovery Purchasing***

Contractors shall provide services in the management, integration, and programs and projects. These services may include, but are not limited to:

- program management
- program integration (team leader)
- program oversight
- project management



## TWD LABOR CATEGORY DESCRIPTIONS

### **Management Analyst Level 1**

BS/BA or equivalent experience, 2-5 years experience. Professional experience in program management planning and analysis, strategic and business planning and analysis, organizational assessments and evaluation, program audits, or process improvements. Practical knowledge in the fields of contracting, scheduling, financial/budget analysis, or logistics. Functions under the supervision of more senior personnel in the relevant field.

### **Management Analyst Level 2**

BS/BA or equivalent experience, 6-10 years experience. Professional experience in program management planning and analysis, strategic and business planning and analysis, organizational assessments and evaluation, program audits, or process improvements. Practical knowledge in the fields of contracting, scheduling, financial management, budget analysis, or logistics. Must be capable of performing detailed and complex analyses. Must work effectively as a member of a project team. Must have demonstrated ability to work independently on routine tasks.

### **Management Analyst Level 3**

BS/BA or equivalent experience, 6-10 years experience. Professional experience in program management planning and analysis, strategic and business planning and analysis, organizational assessments and evaluation, program audits, or process improvements. Practical knowledge in the fields of contracting, scheduling, financial management, budget analysis, or logistics. Should be capable of independent work on major tasks requiring application of intensive and diversified knowledge.

### **Management Analyst Level 4**

BS/BA or equivalent experience, 11 + years experience. Professional experience in program management planning and analysis, strategic and business planning and analysis, organizational assessments and evaluation, program audits, or process improvements. Practical knowledge in the fields of contracting, scheduling, financial management, budget analysis, or logistics. Should be capable of independent work on major tasks requiring application of intensive and diversified knowledge. Directs, reviews, and approves work performed by more junior staff as a project team leader.

### **Management Analyst Level 5/ Program Manager**

BS/BA or equivalent experience, 11 + years experience. Professional experience in program management planning and analysis, strategic and business planning and analysis, organizational assessments and evaluation, program audits, or process improvements. Practical knowledge in the fields of contracting, scheduling, financial management, budget analysis, or logistics. Should be capable of independent work on major tasks requiring application of intensive and diversified knowledge. Directs all activities of project teams composed of both senior and junior staff as a program manager.



## **TWD LABOR CATEGORY DESCRIPTIONS – CONTINUED**

### **Functional Expert Level 1**

MS/MA or equivalent experience, 6-10 years experience. Professional experience in program management planning and analysis, strategic and business planning and analysis, organizational assessments and evaluation, program audits, or process improvements. In-depth knowledge in the fields of contracting, scheduling, financial management, budget analysis, or logistics to include specialized training and/or certification. Must be capable of performing detailed and complex analyses. Directs, reviews, and approves work performed by more junior staff as a project team leader.

### **Functional Expert Level 2/ Program Manager**

MS/MA or equivalent experience, 11+ years experience. Professional experience in program management planning and analysis, strategic and business planning and analysis, organizational assessments and evaluation, program audits, or process improvements. In-depth knowledge in the fields of contracting, scheduling, financial management, budget analysis, or logistics to include specialized training and/or certification. Must be capable of performing detailed and complex analyses. Directs all activities of project teams composed of both senior and junior staff as a program manager.

### **Subject Matter Expert/ Program Director Level 1**

MS/MA or equivalent experience, 10+ years experience. Professional experience in program management planning and analysis, strategic and business planning and analysis, organizational assessments and evaluation, program audits, or process improvements. A recognized expert in the fields of contracting, scheduling, financial management, budget analysis, or logistics to include specialized training and/or certification. Alternately, a manager/executive who directs the activities of multiple programs. Must be capable of performing detailed and complex analyses. Must have demonstrated capability in management direction, effective communication with higher authorities as well as client personnel, and the ability to work independently.

### **Subject Matter Expert/ Program Director Level 2**

MS/MA or equivalent experience, 20+ years experience. Professional experience in program management planning and analysis, strategic and business planning and analysis, organizational assessments and evaluation, program audits, or process improvements. A recognized expert in the fields of contracting, scheduling, financial management, budget analysis, or logistics to include specialized training and/or certification. Alternately, a manager/executive who directs the activities of multiple programs. Must be capable of performing detailed and complex analyses. Must have demonstrated capability in management direction, effective communication with higher authorities as well as client personnel, and the ability to work independently.



## TWD LABOR CATEGORY DESCRIPTIONS – CONTINUED

**Subject Matter Expert/  
Program Director Level 3**

MS/MA or equivalent experience, 25+ years experience. Professional experience in program management planning and analysis, strategic and business planning and analysis, organizational assessments and evaluation, program audits, or process improvements. A recognized expert in the fields of contracting, scheduling, financial management, budget analysis, or logistics to include specialized training and/or certification. Alternately, a manager/executive who directs the activities of multiple programs. Must be capable of performing detailed and complex analyses. Must have demonstrated capability in management direction, effective communication with higher authorities as well as client personnel, and the ability to work independently.