



## **Federal Supply Schedule Price List**

### **Overview of Phase One Consulting Group**

Since 1997, Phase One Consulting Group has supported an impressive portfolio of clients with their strategic and tactical modernization initiatives. Phase One's clients are typically Federal mission, CIO, and Enterprise Architecture organizations that have active needs for transformation including open government and innovation services. Phase One's deep functional expertise is widely recognized for providing performance-based and business-focused services that enhance the strategic maturation and tactical operations of a vast array of Federal programs.

Our commitment to our clients begins with providing strong strategic analysis and technology/vendor- independent advice and recommendations for modernization. But we differentiate ourselves by going beyond this call; helping our clients formulate and coordinate the plans needed to implement those recommendations' our success is vested in our client's success.

This commitment is mirrored in our dedication to the industry as a whole by working with partners and industry groups to openly share best practices and evolve our practice. We strive to apply these innovations on each of our client engagements. Whether we are providing open government, enterprise architecture, IT modernization, prize and competition, or mission enablement services, our position is to share practices and techniques openly so that all can leverage and learn.

As a certified small business we have the flexibility to deliver our services directly to our clients or by working through their existing support relationships.

### **Phase One Consulting Group's Field of Expertise**

Phase One Consulting Group supports their Federal and private sector clients with strategy and management consulting services including services related to IT modernization, open government, innovation, prizes and competitions, enterprise architecture, and mission enablement. As pioneers in the enterprise architecture community of practice, Phase One helped to develop the Methodology for Business Transformation (MBT), a key component of the top-rated Department of Interior Enterprise Architecture program. The MBT is an open-source approach and toolkit for planning, implementing, and proving measurable results through your enterprise

architecture, strategic planning, capital planning, and budget organizations. Phase One was also a pioneer in the development of the Federal Segment Architecture Methodology (FSAM) playing a lead role on that development team.

Phase One is also an active leader in the open government, innovation, and prizes and competition spaces. Supporting several open government and innovation offices in the Federal sector, Phase One is an active developer of new methods and techniques that are then shared openly for other agencies to leverage. Phase One has been the lead for the development of several open government plans including some of the most highly touted in industry independent reviews.

**Phase One’s Process for Ensuring Quality Service Delivery**

One way Phase One ensures success on client engagements is through a thorough review and quality assurance process within the company. On all client engagements, Phase One has an assigned client relationship manager who is responsible for the performance of all work on a client contract. Additionally, Phase One has a named task lead for each task on a client contract so that there is one individual with the responsibility to oversee the success of that task. The task leads report to the client relationship manager so that communications are consistent and regular.

**General Services Administration, Authorized Federal Supply Schedule Price List, Company Information**

<b>Schedule:</b>	Mission Oriented Business Integrated Services (MOBIS)
<b>Federal Supply Group:</b>	874
<b>Class:</b>	R499
<b>Contract Number:</b>	GS-10F-0323T
<b>Contract Period:</b>	July 26, 2012 – July 25, 2017
<b>Contractor:</b>	Phase One Consulting Group, Inc. 99 Canal Center Plaza, Suite 405 Alexandria, Virginia 22314-1749
<b>Business Size:</b>	Large (Other than Small) Business
<b>Telephone:</b>	703-888-4806
<b>Fax Number:</b>	703-342-4339
<b>Web Site:</b>	<a href="http://www.phaseonecg.com">www.phaseonecg.com</a>
<b>E-mail:</b>	<a href="mailto:contracts@phaseonecg.com">contracts@phaseonecg.com</a>

<b>Contract Administrator:</b>	Kurt Young
<b>DUNS Number:</b>	090643271

- 1a. **Table of awarded special item number(s) with appropriate cross-reference to page numbers:** 874-1 (874-1RC), 874-4, 874-6, 874-7
- 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:** \$1,000,000.00
3. **Minimum order:** \$100.00
4. **Geographic coverage (delivery area):** Domestic only.
5. **Point(s) of production (city, county, and State or foreign country):** Same as company address
6. **Discount from list prices or statement of net price. Government net prices (discounts already deducted):** List at the end of this pricelist
7. **Quantity discounts:** None Offered
8. **Prompt payment terms:** NET 30 days
- 9a. **Notification that Government purchase cards are accepted at or below the micro-purchase threshold:** Yes
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Will Not Accept Over \$2,500
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 lists 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 affect a faster delivery: Contact Contractor
- 12. **F.O.B. point(s):** Destination
- 13a. **Ordering address(es):** Same as company address
- 13b. **Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](https://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:** 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. contractor's website or other location.) The EIT standards can be found at: [www.Section508.gov/](https://www.Section508.gov/).**
- 25. **Data Universal Number System (DUNS) number:** 09-0643271

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

Contractor will accept LH and FFP

## Awarded SIN Numbers

**SIN 874-1: Integrated Consulting Services**

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; process and productivity improvement; leadership systems; performance measures and indicators; program audits, and evaluations; and organizational assessments.

## Labor Categories

SIN NUMBER 874-1 (874-1RC), 874-4, 874-6, 874-7	
Labor Category Name	Hourly
Support Staff I	\$43.59
Support Staff II	\$78.87
Analyst I	\$84.91
Analyst II	\$98.58
Management Consultant I	\$106.00
Management Consultant II	\$114.00
Management Consultant III	\$122.00
Management Specialist I	\$128.16
Management Specialist II	\$133.09
Functional Specialist I	\$142.00
Functional Specialist II	\$150.47
Senior Management Consultant I	\$157.73
Senior Management Consultant II	\$165.63
Senior Management Consultant III	\$171.43
Senior Management Consultant IV	\$172.51
Manager I	\$180.99
Manager II	\$192.24
Subject Matter Expert	\$233.49

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire 874: 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.

## Labor Descriptions

Role	Description
Support Staff I	<p><b>General Experience.</b> Support Staff I possess either a bachelor’s degree with no experience or three years of experience and have skills related to planning and analysis.</p> <p><b>Functional Responsibility.</b> Support Staff I apply their strong analytical skills to assist in designing or implementing business solutions. Support Staff I are directed to exercise core skills on projects. A Support Staff I is qualified to perform tasks such as:</p> <ul style="list-style-type: none"> <li>• Document an organization’s current business process flows</li> <li>• Identify and document functional requirements for business architecture design</li> <li>• Develop project documentation and user training materials according to program specifications</li> <li>• Conduct user training sessions</li> <li>• Prepare communications plans</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with no experience or 3 years related experience.</p>
Support Staff II	<p><b>General Experience.</b> Support Staff II possess 2 years of experience in business architecture design implementation, change management efforts or business process redesign.</p> <p><b>Functional Responsibility.</b> Support Staff II apply their strong analytical skills to assist in designing or implementing business solutions. Support</p>

	<p>Staff II are directed to exercise core skills on projects. Support Staff II is qualified to perform tasks such as:</p> <ul style="list-style-type: none"> <li>• Document an organization’s current business process flows</li> <li>• Identify and document functional requirements for business architecture design</li> <li>• Develop project documentation and user training materials according to program specifications</li> <li>• Conduct user training sessions</li> <li>• Prepare communications plans</li> <li>• Perform program management support tasks, such as status reporting and work plan maintenance.</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with two years of experience or 5 years related experience.</p>
<p><b>Analyst I</b></p>	<p><b>General Experience.</b> Analyst I possess at least 1 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility.</b> Analyst I apply their strong analytical and communication skills to support strategy teams. Analyst I is qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Prepare analyses using structured problem solving frameworks</li> <li>• Provide analytical support to strategy implementation teams</li> <li>• Prepare analytical reports</li> <li>• Assist in customer interviews and analysis of strategic needs.</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree.</p>
<p><b>Analyst II</b></p>	<p><b>General Experience.</b> Analyst II possess at least 2 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility.</b> Analyst II applies their strong analytical and communication skills to support strategy teams. An Analyst II is qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Prepare analyses using structured problem solving frameworks</li> <li>• Provide analytical support to strategy implementation teams</li> <li>• Prepare analytical reports</li> <li>• Assist in customer interviews and analysis of strategic needs.</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree.</p>
<p><b>Management Consultant</b></p>	<p><b>General Experience:</b> Management Consultant I possess at least 3 years</p>

<p>I</p>	<p>of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Management Consultant I possess a strong foundation of strategic designs and specialized knowledge in the areas of implementation strategic business solutions. Management Consultant I are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to implement analysis for client organizations</li> <li>• Create work plans and define tasks in the area of strategic implementation teams</li> <li>• Provides detailed analysis of solution requirements</li> <li>• Use structured problem solving frameworks to define, analyze, and develop alternative solutions to business problems</li> <li>• Develop Solution implementation roadmaps</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with no experience or 3 years related experience.</p>
<p>Management Consultant II</p>	<p><b>General Experience:</b> Management Consultant II possess at least 4 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Management Consultant II possesses a strong foundation of strategic designs and specialized knowledge in the areas of implementation strategic business solutions. Management Consultant II are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to implement analysis for client organizations</li> <li>• Create work plans and define tasks in the area of strategic implementation teams</li> <li>• Provides detailed analysis of solution requirements</li> <li>• Use structured problem solving frameworks to define, analyze, and develop alternative solutions to business problems</li> <li>• Develop Solution implementation roadmaps</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with 2 years of experience or 6 years related experience.</p>

<b>Management Consultant III</b>	<p><b>General Experience:</b> Management Consultant III possess at least 6 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Management Consultant III possesses a strong foundation of strategic designs and specialized knowledge in the areas of implementation strategic business solutions. Management Consultant III are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to implement analysis for client organizations</li> <li>• Create work plans and define tasks in the area of strategic implementation teams</li> <li>• Provides detailed analysis of solution requirements</li> <li>• Use structured problem solving frameworks to define, analyze, and develop alternative solutions to business problems</li> <li>• Develop Solution implementation roadmaps</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree with 3 years of experience or 7 years related experience.</p>
<b>Management Specialist I</b>	<p><b>General Experience.</b> Management Specialist I possess at least 2 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility.</b> Management Specialist I apply their strong analytical and communication skills to support strategy teams. Management Specialist I is qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Provide detailed analysis of business or mission areas</li> <li>• Assist in strategic vision creation</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• Perform economic analyses to assess the impact of reorganization initiatives.</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree.</p>
<b>Management Specialist II</b>	<p><b>General Experience.</b> Management Specialist II possesses 3-5 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility.</b> Management Specialist II applies their strong</p>

	<p>analytical and communication skills to support strategy teams. Management Specialist II is qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Provide detailed analysis of business or mission areas</li> <li>• Assist in strategic vision creation</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• Perform economic analyses to assess the impact of reorganization initiatives.</li> </ul> <p><b>Minimum Education:</b> Bachelor’s Degree.</p>
<p><b>Functional Specialist I</b></p>	<p><b>General Experience:</b> Functional Specialist I possess at least 1 year of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Functional Specialist I possess a strong foundation of strategic consulting expertise and specialized knowledge in the areas of strategy formulation and implementation. Functional Specialist I are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to develop strategic solutions for client organizations</li> <li>• Create work plans, and define research tasks in the area of strategy formulation and implementation strategy</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• Participate in strategic vision creation for client organizations.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><b>Functional Specialist II</b></p>	<p><b>General Experience:</b> Functional Specialist II possess at least 2 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Functional Specialist II possesses a strong foundation of strategic consulting expertise and specialized knowledge in the areas of strategy formulation and implementation. Functional Specialist II are qualified to perform such tasks as:</p>

	<ul style="list-style-type: none"> <li>• Lead project teams to develop strategic solutions for client organizations</li> <li>• Create work plans, and define research tasks in the area of strategy formulation and implementation strategy</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• Participate in strategic vision creation for client organizations.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><b>Senior Management Consultant I</b></p>	<p><b>General Experience:</b> Senior Management Consultant I possess 3 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Senior Management Consultant I possess a strong foundation of strategic consulting expertise and specialized knowledge in the areas of strategy formulation and implementation. Senior Management Consultant I are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to develop strategic solutions for client organizations</li> <li>• Create work plans, and define research tasks in the area of strategy formulation and implementation strategy</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• Participate in strategic vision creation for client organizations.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><b>Senior Management Consultant II</b></p>	<p><b>General Experience:</b> Senior Management Consultant II possesses 4-5 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Senior Management Consultant II possesses a strong foundation of strategic consulting expertise and specialized</p>

	<p>knowledge in the areas of strategy formulation and implementation. Senior Management Consultant II are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to develop strategic solutions for client organizations</li> <li>• Create work plans, and define research tasks in the area of strategy formulation and implementation strategy</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• Participate in strategic vision creation for client organizations.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><b>Senior Management Consultant III</b></p>	<p><b>General Experience:</b> Senior Management Consultant III possesses 5 to 7 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Senior Management Consultant III possesses a strong foundation of strategic consulting expertise and specialized knowledge in the areas of strategy formulation and implementation. Senior Management Consultant III are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead project teams to develop strategic solutions for client organizations</li> <li>• Create work plans, and define research tasks in the area of strategy formulation and implementation strategy</li> <li>• Create models of business and technology scenarios and assist in interpreting results</li> <li>• Use structured problem solving frameworks to define, analyze and develop alternative solutions to business problems</li> <li>• Participate in strategic vision creation for client organizations.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><b>Senior Management</b></p>	<p><b>General Experience.</b> Senior Management Consultant IV possess at least</p>

<p><b>Consultant IV</b></p>	<p>7 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility.</b> Senior Management Consultant IV possesses deep expertise and specialized knowledge in the areas of strategy formulation, implementation, information technology strategy and organization strategy. Senior Management Consultant IV are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Monitor performance, financials and staff to ensure projects are proceeding on schedule</li> <li>• Provide guidance to project teams in analyzing client data</li> <li>• Develop plans to implement business process design solutions</li> <li>• Lead project teams in identifying business problems, developing hypotheses and proposing solutions</li> <li>• Set direction for use of information technology to achieve a client’s business vision and strategy.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><b>Manager I</b></p>	<p><b>General Experience.</b> Manager I possess at least 4 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility.</b> Manager I have demonstrated a deep expertise in strategic visioning for organizations. Manager I are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Lead a client executive team to create a compelling vision statement and assist in communicating the vision to the organization</li> <li>• Provide perspectives for linking business objectives to information technology strategy</li> <li>• Define the critical path of a project</li> <li>• Design, develop and implement frameworks for jobs, teams, functions and groups of functions.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><b>Manager II</b></p>	<p><b>General Experience.</b> Manager II possess at least 7 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility.</b> Manager II has demonstrated a deep expertise in strategic visioning for organizations. Manager II are qualified to perform such tasks as:</p>

	<ul style="list-style-type: none"> <li>• Lead a client executive team to create a compelling vision statement and assist in communicating the vision to the organization</li> <li>• Provide perspectives for linking business objectives to information technology strategy</li> <li>• Define the critical path of a project</li> <li>• Design, develop and implement frameworks for jobs, teams, functions and groups of functions.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>
<p><b>Subject Matter Expert</b></p>	<p><b>General Experience:</b> Subject Matter Expert possess at least 9 years of experience relevant to strategy consulting.</p> <p><b>Functional Responsibility:</b> Subject Matter Experts possess best practices expertise across industries and have deep specialized skills in measuring client business performance, market analysis, and strategic visioning. Subject Matter Experts are qualified to perform such tasks as:</p> <ul style="list-style-type: none"> <li>• Oversee all aspects of large, complex integration projects to ensure solutions are delivered</li> <li>• Counsel top executives on personal leadership strengths and challenges</li> <li>• Provide thought leadership to engagement teams in formulating strategy</li> <li>• Predict issues and challenges affecting a client’s business</li> <li>• Develop creative leading edge solutions which represent state of the art practice.</li> </ul> <p><b>Minimum Education:</b> Master of Business Administration or equivalent experience.</p>