



GENERAL SERVICES ADMINISTRATION
Mission Oriented Business Integrated Services (MOBIS)

Addx Corporation
Contract Number GS-10F-0349N

Federal Supply Service
Authorized Federal Supply Schedule Price List
Federal Supply Group: 874
FSC Class: 8742

Contract Number: GS-10F-0349N

Contract Period: April 17, 2008 – April 16, 2013

Modification: 6

Contractor: Addx Corporation
4900 Seminary Road, Suite 570
Alexandria, VA 22311-1878
www.addxcorp.com

Authorized to bind the Firm:

William Millward, President & CEO
(703) 933-7637, wmillward@addxcorp.com

Contract Administration Point of Contact:

Barbara Cass, Finance and Contracting
(703) 933-7637, bcass@addxcorp.com

Business Size: Small
Service Disabled Veteran Owned Small Business

DUNS Number: 039872622

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage! is: www.gsaAdvantage.gov



1a.	Awarded Special Items	SIN 874-1 Consulting Services SIN 874-2 Facilitation Services SIN 874-3 Survey Sciences Services SIN 874-4 Training Services SIN 874-5 Support Products SIN 874-7 Program Integration and Project Management
1b.	Lowest Unit Price	Pricing List
1c.	Labor Category Descriptions	Attached
2.	Maximum Order	\$1,000,000
3.	Minimum Order	\$300
4.	Geographic Coverage	Worldwide
5.	Points of Production	As required per task order
6.	Discounts from list Price Statement of Net Price	Prices are net discounted
7.	Quantity Discounts	Negotiated per order
8.	Prompt Payment Terms	None
9a.	Government Credit Card at or below micro-purchase threshold	Not Accepted
9b.	Government Credit Card above micro-purchase threshold	Not Accepted
10.	Foreign Items	None
11a.	Time of Delivery	Negotiated per order
11b.	Expedited Delivery <i>Items available for expedited delivery are noted in this price list</i>	Negotiated per order
11c.	Overnight and 2-day delivery	Not Applicable
11d.	Urgent Requirements <i>In accordance with clause I-FSS-140-B Addx Corporation shall reply to any inquiry for accelerated delivery within 3 working days after receipt of inquiry. Any telephone inquiries or replies will be confirmed by Addx Corporation in writing.</i>	Negotiated per order
12.	FOB Point(s)	Destination
13a.	Ordering Address(es)	Same as Contractor
13b.	Ordering Procedures <i>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: http://fss.gsa.gov/schedules</i>	
14.	Payment Address	Addx Corporation 4900 Seminary Road, Ste 570 Alexandria, VA 22311
15.	Warranty Provisions	Standard Commercial Warranty
16.	Export Packing Charges	Not Applicable
17.	Terms of Government Commercial Credit Card	Not Applicable

Acceptance

18.	Terms and Conditions of Rental, Maintenance, Repair	Not Applicable
19.	Terms and Conditions of Installation	Not Applicable
20a.	Terms and Conditions of Repair Parts	Not Applicable
20b.	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 information available on Electronic and Information Technology (EIT) supplies and services	Not Applicable
25.	Data Universal Number System (DUNS) Number	039872622
26.	Registration in Central Contractor Registration (CCR) Database	1XPA3
27.	Uncompensated Overtime	Not Applicable



Firm Overview

Addx Corporation (www.addxcorp.com) is a principal provider of information and management sciences expertise through management consulting, technology, and program management services. As a Service-Disabled Veteran Owned Small Business (SDVOSB) founded in 2002 and headquartered in Alexandria VA, we have a solid history of helping federal agencies improve their processes in ways that increase efficiency, effectiveness, and productivity. For these reasons, Addx was a 2007 Inc. 500 honoree and a 2007 Washington Technology Fast 50 awardee.

Addx adheres to an established, proven, rigorous systems engineering approach, whether the task involves program management, technology or management consulting. We have dedicated PMI certified PMPs who deliver our services with the highest degree of customer satisfaction and quality.

The name Addx stands for excellence, responsiveness, and efficiency. Our focus and differentiation is to provide clients customized solutions through a combination of service excellence, responsive delivery, and efficient implementation. This combination aligns the right people, processes and supporting technologies to help our customers reduce risk, accomplish their mission requirements and achieve lasting results. Our mission is to help clients achieve substantial and lasting results in mission performance.

Our Guiding Principles

Excellence - Our work is defined by deep service expertise conducted responsibly, reliably, and with lasting results our customers can count on.

Responsiveness - Our reputation is defined by the highest standards of professionalism and performance, adapting quickly and collaboratively to changing needs.

Efficiency - Our business is defined by our commitment to doing what is right by our clients through delivering best value in price and results.

Our Approach To Achieve Lasting Results

Addx strives to provide the customer with a **complete solution**. To this end, in addition to our own talent pool, we team with other companies and subject matter experts to ensure all customer needs are met.

Our diverse range of knowledge and experience in MOBIS allows us to quickly and effectively understand customer needs from both a management and technical perspective. This foundation of knowledge and expertise enhances our reputation for successful contract execution. This reputation stems from strict adherence to a rigorous, structured set of management policies and procedures that fit the MOBIS objectives. Our project and program managers are formally and systematically trained to deliver repeatable and defined project management policies, procedures and quality plans applicable to every project. This repeatability of technical and project management equates to stability and superior performance efficiency on every project. Our processes also ensure an unprecedented customer insight and control of every project from kick-off to delivery.



Addx Corporation's management and quality focus is to achieve high customer satisfaction. Our philosophy of recruiting, assigning, and empowering the best available experts to support our customers and resolve their technical issues is key to the company's success in consistently delivering high quality products.

Addx strives to provide this superior customer service all the while maintaining effective cost and schedule controls. Addx assigns specific roles and responsibilities for each Addx Team member assigned to the project to ensure efficient execution of project tasks and the generation of high quality products.

Addx Corporation employs technical experts whose skills and experience match directly to the MOBIS task requirements. We staff MOBIS contractual task orders using the best available talent. Our flexibility allows us to respond to emergent needs and new task areas quickly and efficiently. We understand the importance of, and are committed to, providing quality service and customer satisfaction.

MOBIS SERVICES AND PRODUCTS

SIN 874-1: CONSULTING SERVICES

Addx provides expert advice, assistance, guidance or counseling in support of agencies' mission oriented business functions. This may include studies, analyses, and reports documenting any proposed developmental, consultative or implementation efforts. Examples of consultation include but are not limited to: information and decision sciences consulting, strategic, business and action planning; high performance work; process and productivity improvement, systems alignment; leadership systems; organizational assessments; cycle time; performance measures and indicators; program audits, evaluations, and customized training.

SIN 874-2: FACILITATION SERVICES

Addx provides facilitation and related decision support services to agencies engaged in collaboration efforts, working groups, or integrated product, process, or self-directed teams. Agencies bringing together diverse teams and/or groups with common and divergent interests may require a neutral party to assist them in: the use of problem solving techniques; defining and refining the agenda; debriefing and overall meeting planning; resolving disputes, disagreements, and divergent views; logistical meeting/conference support when performing technical facilitation; convening and leading large and small group briefings and discussions; providing a draft for the permanent record; recording discussion content and enabling focused decision-making; preparing draft and final reports for dissemination.

SIN 874-3: SURVEY SERVICE

Addx provides expert consultation, assistance, and deliverables associated with all aspects of surveying within the context of MOBIS. Addx manages or performs all phases of the survey process which is not limited to: planning survey design; sampling, survey development; pretest/pilot surveying; defining and refining the agenda; survey database administration; assessing reliability and validity of data; determining proper survey data collection methodology; administering surveys using various types of data collection methods; and analyses of quantitative and qualitative survey data. Addx manages or produces reports not limited to: description and summary of results with associated graphs, charts, and tables; description of data collection and survey administration methods; discussion of sample characteristics and the representative nature of data; analysis of non-response; and briefings of results to include discussion of recommendations and potential follow-up actions.

SIN 874-4: TRAINING SERVICES

Addx manages and/or provides training services in areas including but not limited to mentoring, coaching and professional development. Addx utilizes professionally developed products, including off-the-shelf training packages, to meet agency objectives and needs related to business services. Training services offered include and is not limited to: executive leadership, Lean Six Sigma, management, supervision, teamwork, team building, customer service, ISO 9000, process improvement, performance management, performance measurement; statistical process control; performance problem-solving; business process reengineering; quality management; change management; strategic planning; and benchmarking.



SIN 874-5: SUPPORT PRODUCTS

Addx provides support products in conjunction with support of services offered in SINs 1, 2, 3, 4 and 7. Support products may include, but are not limited to: workbooks, training manuals, slides, videotapes, CDs, DVDs, software programs, etc.

SIN 874-7: PROGRAM INTEGRATION AND PROJECT MANAGEMENT SERVICES

Addx's program integration and project management services provide assistance to agencies in managing and implementing programs, projects and systems. Services offered include but are not limited to: Program Planning and Execution (Portfolio Management Cost, Schedule, Scope, and Earned Value Management, Quality Assurance and Surveillance, Risk Management), Program Management Office Support (Congressional, GAO, OMB Response, Special Project Operations, Communications).



ADDX CORPORATION LABOR CATEGORY DESCRIPTIONS

Senior Executive Consultant:

General Experience:

- Ph.D. in a related academic field plus at least 10 years direct experience or
- MA/MS plus at least 20 years direct experience or
- BA/BS plus at least 24 years direct experience

Experience includes: Management at an executive level, development and integration of global business solutions, creation of competitive strategies and management of multiple client engagements. A Senior Executive Consultant works with senior client staff to monitor quality and risk. A Senior Executive Consultant identifies and addresses potential project and resource issues that will affect services and products. A Senior Executive Consultant is skilled at reviewing, designing and implementing strategic plans and aligning organizational and infrastructure designs with business objectives and goals.

Functional Responsibility: Oversees and manages projects and programs. Provides specialized knowledge in specific, functional, or operational areas of analysis methods or disciplines. Gathers and organizes information on problems or procedures including current operating procedures. Analyzes data, develops information, and evaluates available solutions or alternate methods of proceeding. Coordinates with customers and trains users to ensure smooth implementation and functional performance of new systems, procedures, or organizations. Develops and implements operational tests and assessments, develops and maintains functional and operating documentation. Plans study of work problems and procedures, such as organizational change, communications, information flow, decision making processes, control processes, operational effectiveness, or cost analyses. Organizes and documents study findings and will prepare recommendations for new system implementation, procedures, or organizational changes, has specialized experience in facilitation, training, methodology development and evaluation, process re-engineering across all phases, identifying best practices, change management, business management techniques, organizational development, activity and data modeling, or information system development methods and practices. Applies process improvement and re-engineering methodologies and principles to conduct process modernization projects. Duties include developing modern business methods, identifying best practices, and creating and assessing performance measurements. Provides group facilitation, interviewing, and training, and provides additional forms of knowledge transfer. Individual possesses technical qualifications equivalent to those possessed by a tenured professor at a major university. Person is responsible for maintaining technical excellence within the company.

Executive Consultant:

General Experience:

- Ph.D. in a related academic field plus at least 9 years direct experience or
- MA/MS plus at least 18 years direct experience or
- BA/BS plus at least 22 years direct experience.

Experience includes: Management at an executive level, development and integration of global business solutions, creation of competitive strategies and management of multiple client engagements. An Executive Consultant works with senior client staff to monitor quality and risk. An Executive Consultant identifies and addresses potential project and resource issues that will

affect services and products. An Executive Consultant is skilled at reviewing, designing and implementing strategic plans and aligning organizational and infrastructure designs with business objectives and goals.

Functional Responsibility: Plans, organizes, directs, and conducts consulting, survey, or training tasks in problem areas of extensive scope and complexity. The problems are difficult to define, and may require novel approaches and the use of sophisticated techniques. Has extensive technical responsibility for interpreting, organizing, executing, and coordinating assignments, including the direction of other staff. Keeps abreast of new MOBIS-related methodologies, data bases, and tools. Makes decisions, which are considered authoritative and which demonstrate mature judgment in anticipating and solving complex problems. Within defined objectives, but with considerable latitude, performs in a professional position requiring in-depth knowledge. Individual is capable of independent, complex analysis, concept formulation and new method identification, and may serve as a prime point of contact for clients.

Principle Consultant II:

General Experience:

- Ph.D. in a related academic field plus at least 8 years direct experience or
- MA/MS plus at least 16 years direct experience or
- BA/BS plus at least 20 years direct experience.

Functional Responsibility: Plans, organizes, directs, and conducts consulting, survey, or training tasks in problem areas of extensive scope and complexity. The problems are difficult to define, and may require novel approaches and the use of sophisticated techniques. Has extensive technical responsibility for interpreting, organizing, executing, and coordinating assignments, including the direction of other staff. Keeps abreast of new MOBIS-related methodologies, data bases, and tools. Makes decisions, which are considered authoritative and which demonstrate mature judgment in anticipating and solving complex problems. Within defined objectives, but with considerable latitude, performs in a professional position requiring in-depth knowledge. Individual is capable of independent, complex analysis, concept formulation and new method identification, and may serve as a prime point of contact for clients.

Principle Consultant I:

General Experience:

- Ph.D. in a related academic field plus at least 7 years direct experience or
- MA/MS plus at least 14 years direct experience or
- BA/BS plus at least 18 years direct experience.

Functional Responsibility: Plans, organizes, directs, and conducts consulting, survey, or training tasks in problem areas of extensive scope and complexity. The problems are difficult to define, and may require novel approaches and the use of sophisticated techniques. Has extensive technical responsibility for interpreting, organizing, executing, and coordinating assignments, including the direction of other staff. Keeps abreast of new MOBIS-related methodologies, data bases, and tools. Makes decisions, which are considered authoritative and which demonstrate mature judgment in anticipating and solving complex problems. Within defined objectives, but with considerable latitude, performs in a professional position requiring in-depth knowledge. Individual is capable of



independent, complex analysis, concept formulation and new method identification, and may serve as a prime point of contact for clients.

Senior Management Consultant II:

General Experience:

- Ph.D. in a related academic field plus at least 8 years direct experience or
- MA/MS plus at least 12 years direct experience or
- BA/BS plus at least 16 years direct experience.

Functional Responsibility: Designs and implements complex organizational change that addresses strategic, structural, process, and behavioral factors. Develops strategic plans, business plans, organizational assessments, cultural change programs, and business process improvements. Assists governmental agencies in implementing the Government Performance and Results Act in strategic planning, and the executive order directed towards labor-management partnership. Has experience in facilitation, process re-engineering across all phases, identifying best practices, change management, business management techniques, organizational development, activity and data modeling, or information system development methods and practices. Applies process improvement and re-engineering methodologies and principles to conduct process modernization projects. As senior company expert within a technical field, serves as project manager in complex and mission critical client assignments. Applies software, hardware, and standards information technology skills in the analysis, specification, development, integration, and acquisition of logistical systems of information management applications. Ensures these systems and applications are compliant with standards for open systems architectures, reference models, and profiles of standards as they apply to the implementation and specification of information management solutions on the application platform, across the application program interface, and the external environment/software application. Performs analysis and validation of reusable software/hardware components to ensure the integration of these components into interoperable information management designs for logistical systems. Evaluates analytically and systematically problems of workflow, organization, and planning and develops appropriate corrective action. Applies business process improvement practices to re-engineer methodologies/principles and business process modernization projects. Applies activity and data modeling, transaction flow analysis, internal control and risk analysis and modern business methods and performance measurement techniques

Senior Management Consultant I:

General Experience:

- Ph.D. in a related academic field plus at least 5 years direct experience or
- MA/MS plus at least 10 years direct experience or
- BA/BS plus at least 14 years direct experience.

Functional Responsibility: Designs and implements complex organizational change that addresses strategic, structural, process, and behavioral factors. Develops strategic plans, business plans, organizational assessments, cultural change programs, and business process improvements. Assists governmental agencies in implementing the Government Performance and Results Act in strategic planning, and the executive order directed towards labor-management partnership. Has experience in facilitation, process re-engineering across all phases, identifying best practices, change management, business management techniques, organizational development, activity and data modeling, or information system development methods and practices. Applies process improvement

and re-engineering methodologies and principles to conduct process modernization projects. As senior company expert within a technical field, serves as project manager in complex and mission critical client assignments. Applies software, hardware, and standards information technology skills in the analysis, specification, development, integration, and acquisition of logistical systems of information management applications. Ensures these systems and applications are compliant with standards for open systems architectures, reference models, and profiles of standards as they apply to the implementation and specification of information management solutions on the application platform, across the application program interface, and the external environment/software application. Performs analysis and validation of reusable software/hardware components to ensure the integration of these components into interoperable information management designs for logistical systems. Evaluates analytically and systematically problems of workflow, organization, and planning and develops appropriate corrective action. Applies business process improvement practices to re-engineer methodologies/principles and business process modernization projects. Applies activity and data modeling, transaction flow analysis, internal control and risk analysis and modern business methods and performance measurement techniques.

Management Consultant II:

General Experience:

- Ph.D. in a related academic field plus at least 2 years direct experience or
- MA/MS plus at least 10 years direct experience or
- BA/BS plus at least 12 years direct experience.

Functional Responsibility: Within broad objectives, performs in a professional position requiring high level specialized knowledge and experience. Demonstrates ability to analyze complex problems, research and synthesize data, and propose unique solutions or alternatives. Individual is a recognized leader in one or more disciplines, and may serve as a prime point of contact for clients. Performs studies and reviews of management and organizational structures to evaluate performance relative to business objectives. Advises on business strategies and realignment issues to focus on most beneficial objectives. Provides strategic advice and plans for systematic downsizing, outsourcing, and privatization. Addresses issues affecting management and workforce to improve productivity while reengineering the organization. Provides assistance in the evaluation, auditor service, and implementation support of quality standards to achieve certification. Provides leadership in government and industry meetings, briefings, and forums to facilitate the exchange of ideas and concepts.

Management Consultant I:

General Experience:

- Ph.D. in a related academic field plus at least 1 year direct experience or
- MA/MS plus at least 8 years direct experience or
- BA/BS plus at least 10 years direct experience.

Functional Responsibility: Within broad objectives, performs in a professional position requiring high level specialized knowledge and experience. Demonstrates ability to analyze complex problems, research and synthesize data, and propose unique solutions or alternatives. Individual is a recognized leader in one or more disciplines, and may serve as a prime point of contact for clients. Performs studies and reviews of management and organizational structures to evaluate performance relative to business objectives. Advises on business strategies and realignment issues to focus on



most beneficial objectives. Provides strategic advice and plans for systematic downsizing, outsourcing, and privatization. Addresses issues affecting management and workforce to improve productivity while reengineering the organization. Provides assistance in the evaluation, auditor service, and implementation support of quality standards to achieve certification. Provides leadership in government and industry meetings, briefings, and forums to facilitate the exchange of ideas and concepts.

Consultant II:

General Experience:

- MA/MS plus at least 5 years direct experience or
- BA/BS plus at least 8 years direct experience.

Functional Responsibility: Applies process improvement and reengineering methodologies and principles to conduct process modernization projects. Duties include business activity and data modeling, developing modern business methods, identifying best practices, and creating and assessing performance measurements. Provides group facilitation, interviewing, training, and provides additional forms of knowledge transfer. Works within general guidelines on broadly defined projects. Individual requires originality, with some latitude for un-reviewed decision making, and frequent client contact is routine.

Consultant I:

General Experience:

- MA/MS plus at least 4 years direct experience or
- BA/BS plus at least 6 years direct experience.

Functional Responsibility: Applies process improvement and reengineering methodologies and principles to conduct process modernization projects. Duties include business activity and data modeling, developing modern business methods, identifying best practices, and creating and assessing performance measurements. Provides group facilitation, interviewing, training, and provides additional forms of knowledge transfer. Works within general guidelines on broadly defined projects. Individual requires originality, with some latitude for un-reviewed decision making, and frequent client contact is routine.

Associate Consultant II:

General Experience:

- BA/BS plus at least 3 years direct experience, or
- Associates degree plus 4 years direct experience.

Functional Responsibility: Performs word processing, financial, database, and other software functions; prepares forms, correspondence, and other documents. Create and assess performance measures. May work under the supervision of the XXXX, XXXX, OR XXXX, or may work independently.



Associate Consultant I:

General Experience:

- BA/BS plus at least 2 years direct experience, or
- Associates degree plus 3 years direct experience.

Functional Responsibility: Perform general secretarial, administrative and office duties such as ordering supplies, maintaining records management systems. Perform basic statistical and budget work. Manage and maintain calendars and schedules and prepare invoices, reports, memos, letters, travel vouchers, and other documents using word processing, spreadsheet, database, and/or presentation software. Read and analyze incoming memos, submissions, and reports in order to determine significance and plan distribution. Open, sort, and distribute incoming correspondence, faxes and email as well as file and retrieve documents, records and reports. Prepare responses to correspondence containing routine inquiries. Maintain library documents. Communicate effectively with all levels of people within and outside the organization. Greet visitors, check clearances and determine access to individuals and groups.

Administrator II:

General Experience:

- Associates degree plus 1 year experience, or
- HS Diploma plus 3 years direct experience.

Functional Responsibility: Perform general secretarial, administrative and office duties such as ordering supplies, maintaining records management systems. Perform basic statistical and budget work. Manage and maintain calendars and schedules and prepare invoices, reports, memos, letters, travel vouchers, and other documents using word processing, spreadsheet, database, and/or presentation software. Read and analyze incoming memos, submissions, and reports in order to determine significance and plan distribution. Open, sort, and distribute incoming correspondence, faxes and email as well as file and retrieve documents, records and reports. Prepare responses to correspondence containing routine inquiries. Maintain library documents. Communicate effectively with all levels of people within and outside the organization. Greet visitors, check clearances and determine access to individuals and groups.

Administrator I:

General Experience

- Associates degree, or
- HS Diploma plus 1 year direct experience.

Functional Responsibility: Perform general secretarial, administrative and office duties such as ordering supplies, maintaining records management systems. Perform basic statistical and budget work. Manage and maintain calendars and schedules and prepare invoices, reports, memos, letters, travel vouchers, and other documents using word processing, spreadsheet, database, and/or presentation software. Read and analyze incoming memos, submissions, and reports in order to determine significance and plan distribution. Open, sort, and distribute incoming correspondence, faxes and email as well as file and retrieve documents, records and reports. Prepare responses to correspondence containing routine inquiries. Maintain library documents. Communicate effectively with all levels of people within and outside the organization. Greet visitors, check clearances and determine access to individuals and groups.



MOBIS Contract # GS-10F-0349N

Addx Corporation Labor Rates
SINs 874-1, 874-2, 874-3, 874-4, 874-5, 874-7
April 17, 2008 – April 16, 2013
Includes 0.75% IFF

<u>Labor Categories</u>	<u>Government Hourly Rates</u>	<u>Government Daily Rates</u>
Senior Executive Consultant	\$249.26	1,994.08
Executive Consultant	\$181.46	1,451.68
Principal Consultant II	\$164.93	1,319.44
Principal Consultant I	\$154.94	1,239.52
Sr. Management Consultant II	\$149.55	1,196.40
Sr. Management Consultant I	\$124.95	999.60
Management Consultant II	\$114.95	919.60
Management Consultant I	\$104.69	837.52
Consultant II	\$89.96	719.68
Consultant I	\$78.76	630.08
Associate Consultant II	\$64.97	519.76
Associate Consultant I	\$58.32	466.56
Administrator II	\$44.98	359.84
Administrator I	\$34.99	279.92



MOBIS Contract # GS-10F-0349N

Addx Corporation Office Locations

Washington, DC Metropolitan Area:

4900 Seminary Road

Suite 570

Alexandria, VA 22311

Main: (703) 933-7637

Fax: (703) 933-7638