

Design + Construction Strategies, LLC.
Authorized Federal Supply Schedule Price List

Mission Oriented Business Integrated Services
(MOBIS)

Contract Number: GS-10F-0377X



11 Dupont Circle, NW Suite 550
Washington DC 20036-1224
Tel 202-222-0610
Fax 202-234-5502

www.DCStrategies.net

Design + Construction Strategies, LLC.

General Services Administration

Federal Supply Service

Authorized Federal Supply Schedule Price List

Mission Oriented Business Integrated Services (MOBIS)

FSC GROUP 874, FSC CLASS 8742

Contract Number: GS-10F-0377X

Period Covered by Contract: 14 July 2011 through 14 July 2016

Price List Effective: 14 July 2011

Design + Construction Strategies, LLC.

11 Dupont Circle, NW Suite 550

Washington DC 20036-1224

Tel 202-222-0610

Fax 202-234-5502

E-mail: Phickey@dcstrategies.net

Contract Administrator:

Peter Hickey, 202-222-0610 ext 201

Business Size:

Women Owned Small Business

Taxpayer Identification Number (TIN):

02-0767621

CAGE Code:

4JAX5

DUNS Number:

784708534



Online 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.

For more information on ordering under the MOBIS Schedule, please refer to the FSS Schedule link at www.gsa.gov.

Table of Contents

Design + Construction Strategies Corporate Overview.....1

Customer Information.....2

MOBIS Information.....5

Labor Categories.....9

Pricing Appendix.....16

Design + Construction Strategies Corporate Overview

Company

DCStrategies is a professional consulting firm providing expert services related to facility policy and building information management. Understanding and evaluating the attributes, functionality, longevity and needs of facilities is the core of DCStrategies' work. We evaluate business goals and uncover insights about buildings and the technology tools used to describe them. We are experts in extracting and exporting data from building information models (BIM). Our deep expertise in architecture, technology, and information management enables clients to harness the full power of building information within their respective environments.

Our clients include federal agencies such as the U.S. Department of State; industry leading software companies like Autodesk; significant associations like the International Code Council; and respected hospital design firms like HKS and Cannon Design. We serve as systems integrators and technology strategy advisors to our clients. We embrace the relationship between design and technology, ensuring that design can be effectively delivered within the technology platform and that information generated during the design and construction process can be used by building owners and tenants.

Mission

Strategic management of buildings, infrastructure and the professional services to support them can create a competitive advantage for organizations as well as lead to reduced costs. Our mission is to create building information systems and processes that provide value and increase productivity. We do not stop until we are successful.

Team

At DCStrategies, we put a lot of effort into recruiting exceptional talent and providing a creative, supportive workplace. Our team is composed of senior-level professionals with expertise in architecture, facilities reporting, computer application development and sustainable design. It takes more than experience and brains to succeed at what we do. It takes teamwork and creativity, two attributes that we bring to every project. Our project teams, led and encouraged by our extraordinary executive team, reach for higher levels of innovation, efficiency, and effectiveness.

Customer Information

1. Authorized Special Item Numbers (SINs):

Special Item No. 874-1: Integrated Consulting Services

Special Item No. 874-6: Acquisition Management Support

Special Item No. 874-7: Integrated Business Program Support Services

Special Item No. 874-99: New Services: Enterprise Building Information Management (EBIM)

Disaster Recovery SINs: 874-1RC, 874-6RC, 874-7RC and 874 -99RC

American Recovery and Reinvestment Act SINs: 874-1, 874-6, 874-7 and 874-99.

b) Pricing: Labor Category rates proposed in support of all authorized SINs are valid for all sites.

c) Hourly Labor Rates: see Pricing Appendix

2. Maximum order threshold:

\$1,000,000 – all SINs

3. Minimum order:

\$100 – all SINs

4. Geographic coverage (delivery area):

National

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:

Prices shown herein are NET discounted. See Pricing Appendix.

7. Quantity discounts:

None

8. Prompt payment terms:

None

9. Notification that Government purchase cards are accepted at or below the micro-purchase threshold:

Yes

9. Notification that Government purchase cards are accepted or not accepted above the micro -purchase threshold:

Yes

10. Foreign items:

N/A

11. Delivery:

a) Time of delivery:

Per agreed-to delivery on each Task Order.

b) Expedited Delivery:

N/A

c) Overnight and 2-day Delivery:

N/A

d) Urgent Requirements: See contract clause I-FSS-14-B. Agencies can contact the contact for contact administration to obtain faster delivery.

12. F.O.B. point(s):

Destination

13a. Ordering address:

Same as Company address

13b. Ordering procedures:

Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment address:

Same as Company address

15. Warranty provision:

N/A

16. Export packing charges, if applicable:

N/A

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):

N/A

18. Terms and conditions of rental, maintenance, and repair:

N/A

19. Terms and conditions of installation:

N/A

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:

N/A

20a. Terms and conditions for any other services:

N/A

21. List of service and distribution points:

N/A

22. List of participating dealers:

N/A

23. Preventive maintenance:

N/A

24a. Special attributes such as environmental attributes:

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

N/A

25. Data Universal Number System (DUNS) number:

784708534

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

Yes

MOBIS Information

The contract covers Mission Oriented Business Integrated Services (MOBIS), which enables government agencies to improve performance, quality, timeliness, and efficiency throughout their organizations.

This schedule provides services to support agencies in the implementation and continuation of management, organizational and business improvement efforts. Examples include but are not limited to quality management, business process reengineering, strategic and business planning, benchmarking, strategic sourcing, activity-based costing, financial management analysis related to an improvement effort, statistical process control, surveys, individual and organizational assessments and evaluations, process improvements, process modeling and simulation, performance measurement, organizational design, change management, and development of leadership/management skills.

MOBIS Services Offered by Design + Construction Strategies

874-1 Integrated Consulting Services

DCS is a recognized building industry domain expert with extensive experience in business strategy, program planning, workflow and gap analysis, policy formation, change management and related strategic advisory services. We help government agencies and related stakeholders engaged in planning, design, major capital construction, building operations and real estate portfolio management operate better, faster and more cost effectively. Recent assignments that demonstrate these capabilities include the U.S. Department of Veterans Affairs VAFM Transformation Initiative and the International Code Council's (ICC) SMARTcodes™ Business Plan. In addition, DCS is currently providing integrated mission-oriented business consulting services as a subcontractor for two GSA contracts and a Smithsonian Institute contract.

874 6 Acquisition Management Support

DCS provides acquisition management support services on projects that involve enterprise business planning and business process improvement. This includes acquisition planning, market research, procurement strategy recommendations and cost/benefit analysis. Recent assignments demonstrating these capabilities include the U.S. Department of Veterans Affairs VAFM Transformation Initiative, the ICC SMARTcodes™ Business Plan and Cannon Design's Business Process Improvement Plan.

874 7 Integrated Business Program Support Services

DCS provides program and project management services in support of mission-oriented business assignments such as project leadership, planning, initiating, scheduling, managing, executing, performance monitoring, documentation and closing out services. Recent assignments that demonstrate these capabilities include the U.S. Department of Veterans Affairs VAFM Transformation Initiative, the ICC SMARTcodes™ Business Plan, and numerous past and current contracts with Autodesk, Inc.

874 99 New Services: Enterprise Building Information Management™ (EBIM)

EBIM is an emerging need for federal agencies with large real estate portfolios in response to several factors. There is a growing awareness that buildings are not just capital assets, but strategic assets as well. Provisions in the Energy Independence and Security ACT of 2007 along with Executive Order 13514 mandate sustainability, performance and efficiency improvements in the federal building stock. Additionally, new 3D design, construction and collaboration technologies have been adopted by DoD, GSA and VA among others and offer promising opportunities to enhance quality, increase efficiencies and reduce costs associated with facilities management. Together, the impact radically changes business processes that have essentially remained the same for over a century. These changes require development of a new decision support paradigm – EBIM. EBIM enables agencies to understand which information in their real property portfolio is most valuable, which stakeholders are involved in its collection, standards that must be established to ensure consistent and accurate information management and collaboration tools to maximize value across the organization. Recent assignments requiring these services include the U.S. Department of Veterans Affairs VAFM Transformation Initiative, and the International Code Council's SMARTcodes™.



Section 833 of the John Warner National Defense Authorization Act for fiscal year 2007 (Public Law 109-364) amended 40 U.S.C. 502 to authorize the Administrator of General Services to provide for the use of Federal Supply Schedules by state and local governments for the purchase of products and services to be used in advance of a major disaster declared by the president, as well as in the aftermath of an emergency event (such as a major disaster, terrorism, or a nuclear, biological, chemical, or radiological attack) to facilitate recovery.

State and local government entities are responsible for ensuring that the products or services purchased are to be used to facilitate recovery.

The following SINs include Recovery Purchasing: 874-1RC, 874-6RC, 874-7RC and 874-99RC.

Labor Categories (See Pricing Appendix for Hourly Rate Information)

Commercial Job Title: PROJECT EXECUTIVE

Minimum/General Experience: Senior executive responsible for providing strategic guidance, vision, leadership and program management. Ten (10) years of professional experience in managing and conducting complex, multi-project/multi-task contract assignments including but not limited to business consulting, business process, workflow analysis and reengineering, strategic planning, financial planning, organizational assessments, surveys, benchmarking, performance measurement, organizational design and change management.

Functional Responsibility: Responsible for overall contract performance. Contributes to project direction through regular involvement with senior level client leadership and team. Establishes corporate management structure to direct effective contract support activities. Makes binding decisions for company.

Minimum Education*: Master's Degree or equivalent educational or work experience

Commercial Job Title: SME I

Minimum/General Experience: SME I will possess at least 5 (five) years of professional experience and are regarded as Experts in their specialty areas. SME I's are multi-disciplinary professionals with expertise in at least 2 (two) if not more of the following areas:

- *Architecture, engineering, construction and integrated AEC project delivery methods.*
- *Organizational assessments, data collection and analysis, surveys, benchmarking and performance measurement.*
- *Business process analysis, workflow analysis and functional assessments, process reengineering/improvement, organizational transformation and change management.*
- *Enterprise business operations and management*
- *Acquisition planning assistance, acquisition document and procedures development, contract oversight and administration, independent verification and validation*
- *Strategic business planning, business model and use case development*
- *Decision support and statistical analysis systems*
- *Survey design, implementation and analysis*
- *Risk assessment, security assessment, quality management and quality assurance*
- *Policy analysis, development and implementation strategies*
- *Facilitation of meetings, seminars, and conferences to support problem solving, business strategy, dispute resolution, logistical support and other mission-oriented activities.*

- *Financial/ROI analysis*
- *Requirements analysis for complex business systems*
- *Optimal human capital allocation strategies*

Functional Responsibility: Provides leadership and direction and applies domain, technical and analytical expertise, to complex, multi-faceted projects. Demonstrated track record of success developing and/or executing recommendations and solutions that align organizational business goals with desired outcomes.

Minimum Education*: Bachelor's Degree or equivalent experience.

Commercial Job Title: SME II

Minimum/General Experience: SME II's will possess at least 7 (seven) years of professional experience and are regarded as Experts in their specialty areas. SME II's are multi-disciplinary professionals with expertise in at least 2 (two) if not more of the following areas:

- *Architecture, engineering, construction and integrated AEC project delivery methods.*
- *Organizational assessments, data collection and analysis, surveys, benchmarking and performance measurement.*
- *Business process analysis, workflow analysis and functional assessments, process reengineering/improvement, organizational transformation and change management.*
- *Enterprise business operations and management*
- *Acquisition planning assistance, acquisition document and procedures development, contract oversight and administration, independent verification and validation*
- *Strategic business planning, business model and use case development*
- *Decision support and statistical analysis systems*
- *Survey design, implementation and analysis*
- *Risk assessment, security assessment, quality management and quality assurance*
- *Policy analysis, development and implementation strategies*
- *Facilitation of meetings, seminars, and conferences to support problem solving, business strategy, dispute resolution, logistical support and other mission-oriented activities.*
- *Financial/ROI analysis*
- *Requirements analysis for complex business systems*
- *Optimal human capital allocation strategies*

Functional Responsibility: Provides leadership and direction and applies domain, technical and analytical expertise, to complex, multi-faceted projects. Demonstrated track record of success

developing and/or executing recommendations and solutions that align organizational business goals with desired outcomes.

Minimum Education*: Bachelor's Degree or equivalent experience.

Commercial Job Title: SME III

Minimum/General Experience: SME III's will possess at least 10 (ten) years of professional experience and are regarded as Experts in their specialty areas. SME III's are multi-disciplinary professionals with expertise in at least 2 (two) if not more of the following areas:

- *Architecture, engineering, construction and integrated AEC project delivery methods.*
- *Organizational assessments, data collection and analysis, surveys, benchmarking and performance measurement.*
- *Business process analysis, workflow analysis and functional assessments, process reengineering/improvement, organizational transformation and change management.*
- *Enterprise business operations and management*
- *Acquisition planning assistance, acquisition document and procedures development, contract oversight and administration, independent verification and validation*
- *Strategic business planning, business model and use case development*
- *Decision support and statistical analysis systems*
- *Survey design, implementation and analysis*
- *Risk assessment, security assessment, quality management and quality assurance*
- *Policy analysis, development and implementation strategies*
- *Facilitation of meetings, seminars, and conferences to support problem solving, business strategy, dispute resolution, logistical support and other mission-oriented activities.*
- *Financial/ROI analysis*
- *Requirements analysis for complex business systems*
- *Optimal human capital allocation strategies*

Functional Responsibility: Provides leadership and direction and applies domain, technical and analytical expertise, to complex, multi-faceted projects. Demonstrated track record of success developing and/or executing recommendations and solutions that align organizational business goals with desired outcomes.

Minimum Education*: Master's Degree or equivalent experience.

Commercial Job Title: SME IV

Minimum/General Experience: SME IV's will possess at least 12 (twelve) years of professional experience and are regarded as Experts in their specialty areas. SME IV's are multi-disciplinary professionals with expertise in at least 2 (two) if not more of the following areas:

- *Architecture, engineering, construction and integrated AEC project delivery methods.*
- *Organizational assessments, data collection and analysis, surveys, benchmarking and performance measurement.*
- *Business process analysis, workflow analysis and functional assessments, process reengineering/improvement, organizational transformation and change management.*
- *Enterprise business operations and management*
- *Acquisition planning assistance, acquisition document and procedures development, contract oversight and administration, independent verification and validation*
- *Strategic business planning, business model and use case development*
- *Decision support and statistical analysis systems*
- *Survey design, implementation and analysis*
- *Risk assessment, security assessment, quality management and quality assurance*
- *Policy analysis, development and implementation strategies*
- *Facilitation of meetings, seminars, and conferences to support problem solving, business strategy, dispute resolution, logistical support and other mission-oriented activities.*
- *Financial/ROI analysis*
- *Requirements analysis for complex business systems*
- *Optimal human capital allocation strategies*

Functional Responsibility: Provides leadership and direction and applies domain, technical and analytical expertise, to complex, multi-faceted projects. Demonstrated track record of success developing and/or executing recommendations and solutions that align organizational business goals with desired outcomes.

Minimum Education*: Master's Degree or equivalent experience.

Commercial Job Title: SR. PROJECT MANAGER

Minimum/General Experience: Must be capable of leading projects that involve the successful management of teams composed of multiple specialized experts. Ten (10) years of professional experience in managing and coordinating multi-task assignments in the design, construction, facility management or enterprise business field.

Functional Responsibility: Day-to day management of overall contract support operations. Organized, directs and coordinates the planning and production of contract support activities.

Leads project planning, manages resource allocation and staffing. Ensures compliance with all administrative and contractual requirements. Demonstrates written and oral communication skills.

Minimum Education*: Master's Degree or equivalent experience.

Commercial Job Title: PROJECT MANAGER

Minimum/General Experience: Seven (7) years of professional experience in managing and coordinating multi-task project assignments in design, construction, facility management or enterprise business field.

Functional Responsibility: Manages controls and directs the activities of multiple functional areas through program and project/task managers with overall responsibility for the implementation of the project phases. Develops detailed work plans and schedules. Assigns staff responsibilities and supervise all staff efforts.

Minimum Education*: Bachelor's Degree or equivalent experience.

Commercial Job Title: PROJECT ADMINISTRATOR

Minimum/General Experience: Five (5) years of professional experience performing, supervising, directing, or advising on work involved in providing or negotiating for a variety of essential management services. Any combination of the following services, or similar or closely related activities, may be involved: program management, project management, funds management, contract administration, staff supervision, management analysis, contract administration.

Functional Responsibility: Assists and advises the head of the organization and other senior project leaders in matters pertaining to management of services. Coordinates and facilitates team communications and project collaboration sites.

Minimum Education*: Bachelor's degree in English, Business Administration or equivalent experience.

Commercial Job Title: BUSINESS STRATEGIST/ANALYST

Minimum/General Experience: Three (3) years of professional experience providing business consulting services, research, and analytical support towards the completion of project deliverables. Familiarity with Microsoft Office, analytical tools, and research methodologies is required.

Functional Responsibility: Supports the efforts of Project Managers and Subject Matter Experts by performing The Business Strategist/Analyst works under the direction of the Project Manager or SME works under the direction of the Project Executive or Subject Matter Expert and coordinates the work of Technical Writers.

Minimum Education*: Bachelor's degree or equivalent experience.

Commercial Job Title: TECHNICAL WRITER II

Minimum/General Experience: Seven (7) years of professional experience collecting and organizing information for print publications including, among others: user's manuals, training materials, installation guides, proposals, and other reports.

Functional Responsibility: Directs the collection and organization of information required for preparation of white papers, user's manuals, training materials, installation guides, proposals, and other reports and deliverables. Duties include writing and editing technical information for both technical and non-technical personnel. General knowledge of government documents and procedures.

Minimum Education*: Bachelor's degree or equivalent related experience. A Bachelor's degree in a professional discipline such as architecture, engineering or public administration can be substituted for five (5) years prior experience and a Master's degree can be substituted for seven (7) years prior experience.

Commercial Job Title: TECHNICAL WRITER I

Minimum/General Experience: Five (5) years of professional experience collecting and organizing information for print publications including, among others: proposals, white papers, policy documents and other reports.

Functional Responsibility: Assists in collecting and organizing information required for preparation of white papers, proposals, and other reports and deliverables. Duties include writing

and editing technical information for both technical and non-technical personnel. Interprets technical documentation standards and prepares documentation accordingly.

Minimum Education*: Bachelor's degree or equivalent related experience.

Commercial Job Title: ADMINISTRATIVE SPECIALIST II

Minimum/General Experience: Five (5) years of prior administrative experience with some supervisory responsibilities or a college degree can be substituted for prior experience.

Functional Responsibility: Schedules meetings, types and distributes project minutes and correspondence, conducts database entry and other administrative tasks associated with project performance. Supervises the work of other administrative specialists. Conducts and coordinates research.

Minimum Education*: Associate's degree or equivalent experience. A Bachelor's degree can be substituted for prior administrative experience.

Commercial Job Title: ADMINISTRATIVE SPECIALIST I

Minimum/General Experience: Two (2) years of experience in administrative support positions.

Functional Responsibility: Schedules meetings, types and distributes project minutes and correspondence, conducts database entry and other administrative tasks associated with project performance.

Minimum Education*: Associate's degree or equivalent experience.

***EDUCATION SUBSTITUTION MATRIX**

Degree	Related Experience Substitution
Associate's	2 years
Bachelor's	5 years
Master's	10 years

Pricing Appendix

Pricing Final Template											
SIN(s) PROPOSED	SERVICE PROPOSED (e.g. Job Title/Task)	MINIMUM EDUCATION/ CERTIFICATION LEVEL	MINIMUM YEARS OF EXPERIENCE	COMMERCIAL PRICE LIST (CPL) OR MARKET PRICES	UNIT OF ISSUE (e.g. Hour, Task, Sq ft)	MOST FAVORED CUSTOMER (MFC)	DISCOUNT OFFERED TO MFC (%)	MFC PRICE	DISCOUNT OFFERED TO GSA (off CPL or Market Prices) (%)	PRICE OFFERED TO GSA (excluding IFF)	BASE YEAR PRICE OFFERED TO GSA (including IFF)
874-1, 874-6, 874-7, and 874-99	Project Executive	See Labor Category Descriptions	See Labor Category Descriptions	\$250.00	Hourly	GSA	1.76%	\$245.59	2.50%	\$243.75	\$245.59
874-1, 874-6, 874-7, and 874-99	SME IV	See Labor Category Descriptions	See Labor Category Descriptions	\$250.00	Hourly	NIBS	0.00%	\$250.00	2.00%	\$245.00	\$246.85
874-1, 874-6, 874-7, and 874-99	SME III	See Labor Category Descriptions	See Labor Category Descriptions	\$220.00	Hourly	GSA	1.76%	\$216.12	2.50%	\$214.50	\$216.12
874-1, 874-6, 874-7, and 874-99	SME II	See Labor Category Descriptions	See Labor Category Descriptions	\$178.60	Hourly	GSA	1.76%	\$175.45	2.50%	\$174.13	\$175.45
874-1, 874-6, 874-7, and 874-99	SME I	See Labor Category Descriptions	See Labor Category Descriptions	\$159.98	Hourly	GSA	1.76%	\$157.16	2.50%	\$155.98	\$157.16
874-1, 874-6, 874-7, and 874-99	Senior Project Manager	See Labor Category Descriptions	See Labor Category Descriptions	\$200.00	Hourly	GSA	3.28%	\$193.45	4.00%	\$192.00	\$193.45
874-1 874-6, 874-7, and 874-99	Project Manager	See Labor Category Descriptions	See Labor Category Descriptions	\$143.29	Hourly	GSA	1.77%	\$140.76	2.50%	\$139.70	\$140.76
874-1 874-6, 874-7, and 874-99	Project Administrator	See Labor Category Descriptions	See Labor Category Descriptions	\$143.29	Hourly	Applied Software	0.20%	\$143.00	2.00%	\$140.42	\$141.49
874-1, 874-6, 874-7, and 874-99	Business Strategist/Analyst	See Labor Category Descriptions	See Labor Category Descriptions	\$125.08	Hourly	Adams	0.00%	\$125.08	2.00%	\$122.58	\$123.50
874-1, 874-6, 874-7, and 874-99	Technical Writer II	See Labor Category Descriptions	See Labor Category Descriptions	\$103.40	Hourly	GSA	1.76%	\$101.58	2.50%	\$100.82	\$101.58
874-1, 874-6, 874-7, and 874-99	Technical Writer I	See Labor Category Descriptions	See Labor Category Descriptions	\$79.90	Hourly	Adams	0.00%	\$79.90	2.00%	\$78.30	\$78.89
874-1, 874-6, 874-7, and 874-99	Administrative Specialist II	See Labor Category Descriptions	See Labor Category Descriptions	\$65.80	Hourly	Adams	0.00%	\$65.80	2.00%	\$64.48	\$64.97
874-1, 874-6, 874-7, and 874-99	Administrative Specialist I	See Labor Category Descriptions	See Labor Category Descriptions	\$51.70	Hourly	Adams	0.00%	\$51.70	2.00%	\$50.67	\$51.05
Note 1: DCS's standard commercial practices with respect to these customers are more fully detailed in the CSP Narrative of this proposal.											
Note 2: A full description of all labor categories is located behind the Labor Category Descriptions tab of this proposal.											
Note 3: Market pricing represents the highest rate charged to a customer during the relevant disclosure period.											
Note 4: The discount offered to GSA is calculated of the GSA Price excluding IFF.											