



**GENERAL SERVICES ADMINISTRATION
FEDERAL ACQUISITION SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICELIST**

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

Schedule for – Mission Oriented Business Integrated Services (MOBIS)
Federal Supply Group: 874 Class: R499

Contract Number: **GS-10F-0426X**

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

Contract Period: August 16, 2011 – August 15, 2016

<p>Contractor: Tercon, Inc. 8300 Boone Blvd., Suite 610 Vienna, VA 22182-2685 (703) 338-0059 (p) (703) 388-2466 (f) www.tercon.com stevedavis@tercon.com</p>	<p>Business Size: Woman-Owned Small</p> <p>Contract Administrator: Steve Davis</p>
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CUSTOMER INFORMATION:

1a. **Awarded Special Item Number(s):**

Special Item Number (SIN)	Description
874-1 and 874-1RC	Consulting Services
871-2 and 874-2RC	Facilitation Services
871-3 and 874-3RC	Survey Services
871-7 and 874-7RC	Program and Project Management Services

1b. **Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract:** See pricing on page 4

1c. **Descriptions of all corresponding commercial job titles with experience, functional responsibility and education:** See descriptions on page 5.

2. **Maximum Order:** \$1,000,000

3. **Minimum Order:** \$300

4. **Geographic Coverage:** Domestic and Overseas

5. **Point of Production:** Same as company address

6. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted). See pricing page 3
7. **Quantity Discount:** 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:** None
- 11a. **Time of Delivery:** Specified on the Task Order
- 11b. **Expedited Delivery:** Consult with Contractor
- 11c. **Overnight/2-Day Delivery:** Consult with Contractor
- 11d. **Urgent Requirements:** Consult with Contractor
12. **FOB Point:** Destination
- 13a. **Ordering Address:** Same as company address
- 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).
14. **Payment Address:** Same as company address
15. **Warranty Provisions:** Contractor's standard commercial warranty
16. **Export Packing charges:** N/A
17. **Terms and conditions of Government Purchase Card Acceptance:** Contact contractor
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:** N/A
21. **List of service and distribution points:** N/A
22. **List of participating dealers:** N/A
23. **Preventive maintenance:** N/A
- 24a. **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 at www.tercon.com. The EIT standards can be found at: www.Section508.gov/.**

25. **DUNS Number:** 16-8155224

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

GSA HOURLY RATES
SINs 874-1, 874-2, 874-3 and 874-4

<i>Labor Category</i>	<i>08/16/11</i>	<i>08/16/12</i>	<i>08/16/13</i>	<i>08/16/14</i>	<i>08/16/15</i>
	– <i>08/15/12</i>	– <i>08/15/13</i>	– <i>08/15/14</i>	– <i>08/15/15</i>	– <i>08/15/16</i>
Support Coordinator	\$75.57	\$77.23	\$78.93	\$80.66	\$82.44
Consultant/Analyst	\$210.58	\$215.21	\$219.95	\$224.79	\$229.73
Senior Consultant	\$239.29	\$244.56	\$249.94	\$255.44	\$261.06
Lead Consultant	\$263.22	\$269.02	\$274.93	\$280.98	\$287.16
Partner	\$335.01	\$342.38	\$349.92	\$357.61	\$365.48

Labor Category Descriptions

Support Coordinator

Provides advanced support to management and consulting personnel to include tasks such as documentation planning, meeting and event planning and administration, training and seminar scheduling and logistics support, materials distribution, and client relationship management.

Minimum Education: Associate's Degree

Minimum Experience: 2 years of relevant experience

Consultant Analyst

Applies strong analytical and technical skills to deliver key project activities including business process documentation, assessment, and redesign. Evaluates and provides alternatives as required to optimize organizational design. Assesses and proposes as necessary element of change management to support business process change or other business transitions related to environment or leadership. Experience must be in business and consulting, with experience in facilitating group processes.

Minimum Education: Bachelor's Degree

Minimum Experience: 7 years of relevant experience

Senior Consultant

Applies insight and experience from past and related projects to solution development. The Senior Consultant designs and develops surveys, conducts interviews, and collects data. Assimilates and interprets data, drawing upon academic and real-world experience. Responsible for designing stakeholder meetings and facilitating those meetings to specific desired outcomes. Possesses the expertise and experience to make adjustments "on the fly," as required. Frames problems for analysis and decision making, and supports development of stakeholder analysis, communications, and training materials. Provides performance coaching to both teams and individuals.

Minimum Education: Master's Degree

Minimum Experience: 12 years of relevant experience

Lead Consultant

All of the responsibilities of the Senior Consultant and maintains responsibility for project management, time reporting, outcome reporting to the client, and is the single point-of-contact (POC) on a specific project. Typically holds 2-4 Partner Update meetings per month wherein the lead consultant provides a project status summary and responds to any questions from the Partners or others attending.

Minimum Education: Master's Degree

Minimum Experience: 15 years of relevant experience

Partner

Acts independently on the most specialized areas of any program or project. This position leads and participates in major system implementations, and applies knowledge of leading organizational and behavioral management techniques, including current and emerging industry best practice. Is recognized within the Human Capital and / or industry vertical in which they practice as a thought leader. Possesses the discipline knowledge and business practice knowledge to create customized client solutions to solve complex organizational issues. Coaches for individual performance at the highest levels of the business or government entity as a peer.

Minimum Education: Master's Degree

Minimum Experience: 20 years of relevant experience