

1. Labor Categories for MOBIS 874-1 Consulting Services

Sigma One Corporation offers services of highly qualified professionals in the areas of MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS) with emphasis on management and strategy consulting; program planning, assessments and evaluations; studies, analyses, and reports relating to mission-oriented business enterprise and institutional programs and initiatives. The particular services include strategic planning, scenario simulations; policy and regulatory studies, economic studies, and executive/management coaching services; customized training as part of a consulting engagement; policy and regulatory development and review; expert witness services in support of litigation, claims, or other formal cases, and advisory and assistance services for Enterprise and Institutional Development, International Trade Capacity, Trade Facilitation, Macroeconomic (Monetary/Fiscal) Management, Labor Markets, Financial Markets, International Trade Agreements and Sectoral Policies and Programs. Our management consultant professionals are highly skilled and capable in their respective areas of specialization. All Professionals are recruited and compensated for professional experience, particularly international experience, advanced degrees, language ability, ability to express themselves in written and oral presentations, analytical capacity and skills, specialized industry knowledge, and unique qualifications that may favor an individual to work in a particular engagement.

The functional labor categories which Sigma One Corporation provides to its clients are:

- Attorney
- Business and Financial Specialist
- Trade Specialist
- Macro-economist
- Micro/sector Economist
- Training Specialist
- Institutional Development Advisor
- Industry Specialist
- Electronic Information Management Specialist
- Environmental Specialist
- Social Scientist/ Sociologist
- Labor Specialist
- Accountant

These labor categories are distinguished at three levels dependent on number of years experience, specific expertise, advanced degrees and level of supervision. Level 1 employees are senior managers and analysts who work autonomously as supervisors, team leaders and program managers. Level 2 employees are often members of a consulting team led by a Level 1 manager, however dependent on the size of the contract or task order and the size of the consulting team, a Level 2 consultant may be designated as a Team Leader. Level 3 personnel conduct field work analysis, provide knowledge management for the consulting team, and support the team in analytical tasks pertinent to that contract. Level 3 employees may have a Masters degree with fewer years experience or a Bachelors degree with significant experience.

GSA SCHEDULE MOBIS (SIN 874-1) - LABOR CATEGORY DESCRIPTIONS	
Labor Category (Job Title):	<i>Attorney</i>
Responsibilities:	Assesses legal and regulatory frameworks for business operations and economic growth-oriented policies. Assist in the promotion of a sound legal and regulatory environment required to support private sector development; e.g. property rights, contracts, bankruptcies, licensing and concessions, labor regulation, financial market regulation, competition policy; and conflicts of interest. Assists businesses and organizations in advocacy for streamlined regulations and with compliance procedures.
Minimum Experience: Level 1	Ten years
Education: Level 1	JD/LLB
Minimum Experience: Level 2	Five years
Education: Level 2	JD/LLB
Labor Category (Job Title):	<i>Business and Financial Specialist</i>
Responsibilities:	Analyzes business operations and financial problems and options for business enterprises, business clusters and/or public institutions and designs financing and investment strategies and approaches based on business process improvements and financial restructuring. Consults with and coaches business owners and/or boards of directors to implement operational and financial restructuring options. Works independently or leads teams.
Minimum Experience: Level 1	Ten years
Education: Level 1	MS/MA/MBA or BA/BS with 15 years experience
Minimum Experience: Level 2	Five years
Education: Level 2	MS/MA/MBA or BA/BS with 10 years experience
Minimum Experience: Level 3	Three years
Education: Level 3	BA/BS
Labor Category (Job Title):	<i>Trade Specialist</i>
Responsibilities:	Works independently and leads teams. Analyzes problems and designs and implements solutions for government institutions and business enterprises regarding Trade Policy and the administration of trade, including customs administration and streamlining, regulation of international trade, transport/logistic systems, related information and intelligence systems. Analyzes tariffs and non-tariff trade barriers, Trade competitiveness, (WTO) and regional trade agreements, preferential trade programs; May have specialized knowledge on food safety, transportation security, SPS regulations and other specific trade agreement requirements for international trade of goods and services. Excellent writer and presenter.
Minimum Experience: Level 1	Ten years
Education: Level 1	MS/MA/MBA or BA/BS with 15 years experience
Minimum Experience: Level 2	Five years
Education: Level 2	MS/MA/MBA or BA/BS with 10 years experience
Minimum Experience: Level 3	Three years
Education: Level 3	BA/BS

Labor Category (Job Title):	<i>Macro-Economist</i>
Responsibilities:	Analyzes complex economic management problems involving fiscal policy and/or monetary and financial policy. Conducts research on policy and strategic issues to meet specific requirements of countries. Analyzes and recommends improvements to taxation systems including VAT, income taxes, corporate taxes, pricing of public services and government revenues to help achieve fiscal policy objectives. Supervises analysts, technical specialists and consultants. Excellent writer and presenter.
Minimum Experience: Level 1	Ten years
Education: Level 1	Ph.D. or MS/MA/MBA with 15 years experience
Minimum Experience: Level 2	Five years
Education: Level 2	MS/MA/MBA or BA/BS with 10 years experience
Minimum Experience: Level 3	Three years
Education: Level 3	BA/BS
Labor Category (Job Title):	<i>Micro-Sector Economist</i>
Responsibilities:	Performs independent analyses, prepares reports and briefings and leads policy dialogue on issues regarding specific economic sectors including trade, domestic market, and factor market policies. Designs and helps implement sectoral policy reform interventions, including market strengthening, promotion of efficient and equitable allocation of resources, and human and capital formation. Works with autonomy and leads experts and consultants.
Minimum Experience: Level 1	Ten years
Education: Level 1	MS/MA/MBA or BA/BS with 15 years experience
Minimum Experience: Level 2	Five years
Education: Level 2	MS/MA/MBA or BA/BS with 10 years experience
Minimum Experience: Level 3	Three years
Education: Level 3	BA/BS
Education: Level 3	BA/BS
Labor Category (Job Title):	<i>Training Specialist</i>
Responsibilities:	Undertakes training needs assessments for clients' businesses and organizations. Identifies trainers, training elements, courses, observational tours, etc. Participates in trainee selection. Supports budgetary and administrative aspects of training programs, including required documentation and logistics.
Minimum Experience: Level 1	Ten years
Education: Level 1	MS/MA/MBA or BA/BS with 15 years experience
Minimum Experience: Level 2	Five years
Education: Level 2	MS/MA/MBA or BA/BS with 10 years experience
Minimum Experience: Level 3	Three years
Education: Level 3	BA/BS

Labor Category (Job Title):	<i>Institutional Development Advisor</i>
Responsibilities:	Analyzes public/private partnerships and institutions to increase institutional effectiveness. Provides reports and briefings to senior institutional decision makers (public, NGO and business associations) regarding problem solving strategies. Trains and coaches decision-makers in the design and implementation of institutional reforms. Works independently and with autonomy.
Minimum Experience: Level 1	Ten years
Education: Level 1	MS/MA/MBA or BA/BS with 15 years experience
Minimum Experience: Level 2	Five years
Education: Level 2	MS/MA/MBA or BA/BS with 10 years experience
Minimum Experience: Level 3	Three years
Education: Level 3	BA/BS
Labor Category (Job Title):	<i>Industry Specialist</i>
Responsibilities:	Undertakes analyses and develops designs for business and industrial processes re-engineering leading to increased efficiency and competitiveness in all stages of the product and service delivery value chain for individual enterprises or for industrial clusters.
Minimum Experience: Level 1	Ten years
Education: Level 1	MS/MA/MBA or BA/BS with 15 years experience
Minimum Experience: Level 2	Five years
Education: Level 2	MS/MA/MBA or BA/BS with 10 years experience
Minimum Experience: Level 3	Three years
Education: Level 3	BA/BS
Labor Category (Job Title):	<i>Electronic Information Management Specialist</i>
Responsibilities:	Designs and implements electronic information and communications solutions for businesses and institutions using state-of-art and off-the-shelf information technology products and services. Designs and implements knowledge management systems. Works independently or in teams.
Minimum Experience: Level 1	Ten years
Education: Level 1	MS/MA/MBA or BA/BS with 15 years experience
Minimum Experience: Level 2	Five years
Education: Level 2	MS/MA/MBA or BA/BS with 10 years experience
Minimum Experience: Level 3	Three years
Education: Level 3	BA/BS
Labor Category (Job Title):	<i>Environmental Specialist</i>
Responsibilities:	Conducts and/or leads environmental assessments of policies and/or proposed business innovation. Recommends sound environmental management strategies and operations and/or designs and implements mitigation strategies for existing environmental problems.
Minimum Experience: Level 1	Ten years
Education: Level 1	MS/MA/MBA or BA/BS with 15 years experience
Minimum Experience: Level 2	Five years
Education: Level 2	MS/MA/MBA or BA/BS with 10 years experience
Minimum Experience: Level 3	Three years
Education: Level 3	BA/BS

Labor Category (Job Title):	<i>Social Scientist/Sociologist</i>
Responsibilities:	Analyzes social problems and issues in context of economic growth policies and business development strategies to recommend socially and culturally appropriate approaches to expand access and opportunity by addressing poverty and distributional concerns. Assesses poverty remediation strategies and evaluates social impacts of development and business strategies, particularly as these may relate to gender, social or ethnic differences. Provides the analytical base for social safety nets and for developing poverty indicators to identify and monitor developmental impacts. Works independently and as part of teams.
Minimum Experience: Level 1	Ten years
Education: Level 1	Ph. D. or MS/MA with 15 years experience
Minimum Experience: Level 2	Five years
Education: Level 2	MS/MA or BA/BS with 10 years experience
Minimum Experience: Level 3	Three years
Education: Level 3	BA/BS
Labor Category (Job Title):	<i>Labor Specialist</i>
Responsibilities:	Analyzes labor market data and household and enterprise-level surveys of wages, incomes, expenditures, skills and occupations to assist in improving the performance of labor markets and to support policy dialogue and consultations. Works independently or as team member.
Minimum Experience: Level 1	Ten years
Education: Level 1	MS/MA/MBA or BA/BS with 15 years experience
Minimum Experience: Level 2	Five years
Education: Level 2	MS/MA/MBA or BA/BS with 10 years experience
Minimum Experience: Level 3	Three years
Education: Level 3	BA/BS
Labor Category (Job Title):	<i>Accountant</i>
Responsibilities:	Provides advisory services to business enterprises and institutional managers regarding best practices and regulatory compliance in financial reporting to authorities, donors, stakeholders, financial institutions and taxing authorities. Provides briefs and training materials regarding best practices to professional colleagues. Assists with establishing fund and cost accounting systems and public accounting practices.
Minimum Experience: Level 1	Ten years
Education: Level 1	CPA/CMA/MBA or BA/BS with 15 years experience
Minimum Experience: Level 2	Five years
Education: Level 2	CPA/CMA/MBA or BA/BS with 10 years experience
Minimum Experience: Level 3	Three years
Education: Level 3	BA/BS in Accounting

Mission Oriented Business Integrated Services (MOBIS)

Schedule 874-1

Consulting Services

General Services Administration (GSA) Federal Supply Schedule Price List

Labor Rates per Hour

Contract Number: GS-10F-0441P**July 28, 2010 through July 27, 2014**

Contractor:

Sigma One Corporation, Inc.
712 Nottingham Road
Greensboro, North-Carolina 27408-7415

For RFQ Distribution:

dlf@sigmaone.com

Contract Administrator:

David L. Franklin
336-273-4540

Business Size:

Small, Disadvantaged Business

SIN 874-1: Consulting Services**LABOR RATES per hour**

Labor Category	2010-2011		2011-2012		2012-2013		2013-2014	
		Year 7		Year 8		Year 9		Year 10
Level 1								
Attorney	\$	177	\$	182	\$	187	\$	192
Business and Financial Specialist	\$	159	\$	163	\$	167	\$	171
Trade Specialist	\$	174	\$	179	\$	185	\$	191
Macro-Economist	\$	174	\$	179	\$	185	\$	191
Micro-Sector Economist	\$	164	\$	169	\$	174	\$	179
Training Specialist	\$	165	\$	170	\$	175	\$	180
Institutional Development Advisor	\$	163	\$	168	\$	173	\$	178
Industry Specialist	\$	161	\$	168	\$	171	\$	176
Elec. Info. Management Specialist	\$	160	\$	164	\$	168	\$	172
Environmental Specialist	\$	166	\$	171	\$	176	\$	181
Social Scientist/Sociologist	\$	150	\$	155	\$	160	\$	165
Labor Specialist	\$	154	\$	159	\$	164	\$	170
Accountant	\$	138	\$	143	\$	148	\$	153
Level 2								
Attorney	\$	133	\$	137	\$	141	\$	145
Business and Financial Specialist	\$	106	\$	108	\$	111	\$	114
Trade Specialist	\$	104	\$	107	\$	110	\$	113
Macro-Economist	\$	115	\$	118	\$	122	\$	126
Micro-Sector Economist	\$	104	\$	107	\$	110	\$	113
Training Specialist	\$	107	\$	110	\$	113	\$	116
Institutional Development Advisor	\$	113	\$	116	\$	119	\$	123
Industry Specialist	\$	102	\$	105	\$	108	\$	111
Elec. Info. Management Specialist	\$	104	\$	106	\$	109	\$	112
Environmental Specialist	\$	105	\$	108	\$	111	\$	114
Social Scientist/Sociologist	\$	103	\$	106	\$	109	\$	112
Labor Specialist	\$	104	\$	107	\$	110	\$	114
Accountant	\$	95	\$	98	\$	101	\$	104
Level 3								
Attorney		N/A		N/A		N/A		N/A
Business and Financial Specialist	\$	58	\$	59	\$	60	\$	61
Trade Specialist	\$	51	\$	52	\$	53	\$	54
Macro-Economist	\$	58	\$	59	\$	61	\$	63
Micro-Sector Economist	\$	51	\$	52	\$	53	\$	54
Training Specialist	\$	56	\$	57	\$	58	\$	59
Institutional Development Advisor	\$	51	\$	52	\$	53	\$	54
Industry Specialist	\$	53	\$	54	\$	55	\$	56
Elec. Info. Management Specialist	\$	53	\$	54	\$	55	\$	56
Environmental Specialist	\$	50	\$	51	\$	52	\$	53
Social Scientist/Sociologist	\$	53	\$	54	\$	55	\$	57
Labor Specialist	\$	51	\$	52	\$	53	\$	54
Accountant	\$	48	\$	49	\$	50	\$	51