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# **GSA MOBIS CONTRACT GS-10F-147AA**

## ***GENERAL SERVICES ADMINISTRATION SERVICES***

### **Federal Acquisition Service**

#### ***Authorized Federal Supply Schedule Price List***

**Schedule for - Mission Oriented Business Integrated Services (MOBIS)**

**Federal Supply Group: 874 Class: R499**

**Contract Number: GS-10F-147AA**

**SINs awarded: 874-1/1RC, 874-4/4RC**

**Contract Period: April 23, 2013 - April 22, 2018**

**BEYOND OPTIMAL STRATEGIC SOLUTIONS, LLC**

**1437 Oakview Drive**

**Mclean, VA 22101 4140**

**Business Size: Small, Veteran Owned, Service-Disabled Veteran Owned Small Business  
(VA/CVE Certified)**

**Telephone: (703) 599/6696**

**FAX Number: (703) 761/0175**

**Web Site: [www.beyondoptimal.com](http://www.beyondoptimal.com)**

**E-mail: [tim@beyondoptimal.com](mailto:tim@beyondoptimal.com)**

**Contract Administration: Timothy Reed**

Beyond Optimal Strategic Solutions, LLC assists clients in meeting strategic sourcing and other acquisition challenges. The key difference between BOSS and other advisory firms is that our subject matter experts have experience in formulating and executing strategic sourcing from within government agencies. We incorporate industry best practices and research in our customer solutions, but rather than delivering an industry focused answer, we bring your organization solutions based on the reality of the government procurement environment. As we wrote in a sourcing white paper in 2006, “DoD is not IBM” (available at [www.beyondoptimal.com](http://www.beyondoptimal.com)). Our knowledge of the differences between strategic sourcing in industry and the public sector are the foundation of our approach to meeting procurement challenges within government.

We assist our clients in enhancing procurement strategy throughout the sourcing cycle. Our capabilities include assisting emergent sourcing organizations with identifying the capabilities and competencies necessary to establish effective organizations. BOSS experts also provide just-in-time training for leaders, stakeholders, and team members, as well as facilitation expertise to help analyze and identify sourcing opportunities. A summary of our capabilities is presented below.

- **BOSS is capable of providing assistance in all phases of the strategic sourcing process including:**

**Opportunity Assessment**  
**Spend Analysis**  
**Current Strategy Review**  
**Market Research**  
**Strategy Development & Execution**  
**Performance Management**

- **BOSS Strategic Sourcing focused models**
  - **Integrated rate, process, and demand cost model**
    - Enables organizations to identify and track sourcing savings in a comprehensive manner
  - **Strategic Sourcing organization multi-functional staffing model**
    - Analysis of organization workload requirements that results in identification of all functional expertise required to staff and meet sourcing strategy requirements
- **Data infrastructure**
  - **Provide integrated data environment to support early assessments and opportunity identification during spend analysis**
  - Tracking actuals to enhance model accuracy and create routine reporting capability at all levels of the organization

- **Workforce capability analysis**
  - Assessment of workforce competency and capability/availability
  - Evaluation of workload complexity within sourcing areas
  - Human capital tools that calculates workforce capability, with anticipated workload management
- **Executive / Stakeholder training**
  - Highly effective strategy to level set expectations and priorities
  - Message management and communication strategy
  - Ensures that strategies are not duplicated within the agency
- **Spend analysis and opportunity assessment**
  - Complete spend analysis of integrated data
  - Identify candidates for commodity council/sourcing strategy
  - Utilization of multiple decision criteria for selection
  - SME advice and strategy vector
- **Commodity spiral execution assistance**
  - We have experience in the formulation and execution of Federal agency commodity strategy
  - Not theoretical advice; but actual knowledge and insight from successful federal strategy experiences
- **Commodity team training**
  - JIT training for each step of the sourcing process
  - Sourcing tools and methods
- **Strategy communication/spend capture**
  - IT interface/portal for buyers ensures just-in-time knowledge transfer from Strategic Sourcing organization to contract specialists
  - Sourcing guidance, policy and information is not readily available at the point-of-execution (buyer) at the time-of-need (execute requirements)

### **CUSTOMER INFORMATION:**

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!**<sup>™</sup>, a menu-driven database system. The INTERNET address for **GSA Advantage!**<sup>™</sup> is:

<http://www.GSAAdvantage.gov>

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**For more information on ordering from Federal Supply Schedules  
click on the FSS Schedules button at**

<http://www.gsa.gov/schedules-ordering>

- 1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers: 874-1/1RC, 874-4/4RC
- 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 and Overseas
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). See Attachment.
7. Quantity discounts: 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: will accept over \$3,000
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 list that have expedited delivery: Contact Contractor



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- 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 effect a faster delivery: Contact Contractor
12. F.O.B Points(s): Destination
- 13a. Ordering Address(es): Same as Contractor
- 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](http://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. 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. contactor’s website or other location.) The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/).
25. Data Universal Numbering System (DUNS) number: 832698687
26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered



**Contract: GS-10F-147AA**

**LABOR RATES (per hour)**

SINs: 874-1, 874-1(RC), 847-4, 847-4(RC)

Contract Period Performance: April 23, 2013 - April 22, 2018

SINs	Labor Category	Minimum Education	Minimum Experience	GSA Price Including 0.75% IFF				
				Year 1	Year 2	Year 3	Year 4	Year 5
874-1, 874-4	Subject Matter Expert	PhD	20	\$335.52	\$343.07	\$350.79	\$358.68	\$366.75
874-1, 874-4	Senior Associate	Masters	10	\$248.34	\$253.93	\$259.64	\$265.48	\$271.46
874-1, 874-4	Strategic Research Associate	Masters	8	\$197.23	\$201.67	\$206.21	\$210.84	\$215.59
874-4	Course Development Associate	Masters	7	\$130.85	\$133.80	\$136.81	\$139.88	\$143.03
874-4	Instructor	Bachelors	5	\$99.57	\$101.81	\$104.10	\$106.44	\$108.83

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

Skill Category	Education Level	Experience Level	Responsibilities
Subject Matter Expert	PhD degree in related subject area	20 years	Responsibilities include 1) advising senior project management in area of expertise; and 2) leading complex problem solving process in area of expertise
Senior Associate	Master's degree in related subject area	10 years	Responsibilities include: 1) leading analysis and

			management of project work streams; and 2) leading complex problem solving processes
Strategic Research Associate	Master's degree in related subject area	8 years	Responsibilities include: 1) develop project research methodologies 2) quantitative and qualitative analysis on critical project issues, 3) utilize practical expertise in the subject area to develop deliverables to meet customer requirements
Course Development Associate	Master's degree in related subject area	7 years	Responsibilities include: 1) analyzing and assessing training requirements; and 2) developing curricula to meet customer requirements
Instructor	Bachelor's degree in related subject area	5 years	Responsibilities include: 1) analyzing and assessing training requirements; and 2) delivering instruction via various methods.

Substitution Criteria for Advanced Academic Degrees	
Degree	Substitution Requirement
Ph. D.	Master's degree and four additional years of experience
Master's	Bachelor's degree and four additional years of experience