



**GENERAL SERVICES ADMINISTRATION
Federal Supply Service
Authorized Federal Supply Schedule Price List**

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: GSAAvantage.gov

Financial and Business Solutions (FABS)

FSC Group 520

Special Item Numbers

520-1 Program Financial Advisor Services

520-2 Transaction Specialist

520-3 Due Diligence and Support Services

Contract No. GS-23F-0026T

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov

Contract Period:

February 15, 2007 through February 14, 2012 (Base Period)
with three 5 year option periods (February 15, 2012 through February 14, 2027)

Prices Shown Herein are Net (discount deducted)

**Keres Consulting Inc.
5600 Wyoming Blvd. NE, Suite 225
Albuquerque, NM 87109
1-505-837-2104
1-505-837-0575 (Fax)**

www.keresnm.com

Small Business

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CUSTOMER INFORMATION

1a. Awarded Special Item Numbers:

- 520-1 Program Financial Advisor Services
- 520-2 Transaction Specialist
- 520-3 Due Diligence and Support Services

See Table of Contents – KERES CONSULTING INC. AUTHORIZED SCHEDULE PRICELIST

1c. Labor Category Descriptions: See Table of Contents – KERES CONSULTING INC. LABOR CATEGORY DESCRIPTIONS

2. Maximum Order: \$1,000,000 per SIN

3. Minimum Order: \$300

4. Geographical Coverage (delivery area): Domestic and overseas delivery

5. Points of Production: N/A

6. Discount from list prices or statement of net price: Prices shown herein are net (discount deducted)

7. Quantity Discounts: The following volume discounts apply.

Task orders between \$100,000 and \$499,999	.50%
Task orders between \$500,000 and \$1,000,000	.75%
Task orders greater than \$1,000,000	1.0%

8. Prompt Payment Terms: Net 30 Days

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

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

10. Foreign items (list items by country of origin): None

11a. Time of delivery: Time of delivery is specified in negotiated task orders between Ordering Agency and Contractor.

11b. Expedited Delivery: As negotiated in task orders between Ordering Agency and Contractor.

11c. Overnight and 2-day Delivery: As negotiated in task orders between Ordering Agency and Contractor.

11d. Urgent Requirements: Urgent requirements are specified in negotiated task orders between Ordering Agency and Contractor.

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

13a. **Ordering address:**

For mailed orders:
Keres Consulting Inc.
5600 Wyoming Blvd. NE., Suite 225
Albuquerque, NM 87109

For facsimile orders:
Keres Consulting Inc.
5600 Wyoming Blvd. NE., Suite 225
Albuquerque, NM 87109
Fax No.: 505-837-0575

The telephone number, 505-328-3157, can be used by ordering agencies to obtain technical and/or ordering assistance.

13b. **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:**

Payment Address:
Keres Consulting Inc.
5600 Wyoming Blvd. NE, Suite 225
Albuquerque, NM 87109

Wire Transfer:
Bank Name: Irwin Union Bank, FSB
Address: 6565 Americas Parkway, NE,
Suite 200, Albuquerque, NM 87110
Routing #: 083974467
Account #: 83058917
Account Name: Keres Consulting, Inc.

15. **Warranty provision:** Standard UCC 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):** None

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. **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** N/A

24b. **Section 508 compliance information on electronics and information technology (EIT) supplies and services:** N/A

25. **Data Universal Number System (DUNS) number:** 09-685-4158

26. **Notification regarding registration in Central Contractor Registration (CCR):** Keres Consulting Inc. is registered in the Central Contractor's Registration (CCR) database.

KERES CONSULTING INC. LABOR CATEGORY DESCRIPTIONS

Labor Category Title: Managing Director	
Description:	Establish working relationship with customer’s senior leadership and management. Serves as program manager on large complex project assignments. Ultimate responsibility for project success.
Experience:	Ten years of combined consulting and general industry experience. Extensive experience in leading and managing senior staff on large, complex assignments. Application experience with wide range of project management and quality assurance best practices. Demonstrated superior communication skills as well as analytical and problem-solving abilities.
Minimum Training:	Superior leadership and communication skills
Certifications:	N/A
Education/Degrees:	Graduate degree in business or engineering/science preferred.

Labor Category Title: Project Director	
Description:	Serves as program manager for large, concurrent, complex assignments. Assigns responsibilities to program/project managers and team members and establishes priorities. Actively plans, directs, and monitors team’s performance in achieving program/project objectives.
Experience:	Seven or more years of consulting, facilitation, and project management experience. Usually specialist in one or more functional areas. Demonstrated superior communication as well as analytical and problem-solving abilities. Application experience with project management and quality assurance best practices.
Minimum Training:	Superior leadership and communication skills. Project management, organizational, and planning skills.
Certifications:	N/A
Education/Degrees:	Graduate degree in business or engineering/science preferred.

Labor Category Title: Program Manager	
Description:	Serves as program manager for large concurrent consulting and facilitation assignments. Assigns responsibilities to program/project management and team members and establishes priorities. Actively plans, directs, and monitors team's performance in achieving program/project objectives. Ensures program/project deliverables are provided in accordance with contract requirements. Subject matter expert in one or more functional areas.
Experience:	Five or more years of consulting, facilitation, and project management experience. Usually specializes in one or more functional areas. Demonstrated experience in managing consulting and project management assignments to cost/schedule baseline. Application experience with project management and quality assurance best practices.
Minimum Training:	Effective leadership and communication skills. Project management, organizational, and planning skills.
Certifications:	N/A
Education/Degrees:	Graduate degree in business or engineering/science preferred.

Labor Category Title: Junior Program Manager	
Description:	Serves as program manager for smaller concurrent consulting and facilitation assignments. Assigns responsibilities to program/project team members and establishes priorities. Actively plans, directs, and monitors team's performance in achieving program/project objectives. Ensures program/project deliverables are provided in accordance with contract requirements. Subject matter expert in one or more functional areas.
Experience:	Three or more years of consulting, facilitation, and project management experience. Demonstrated experience in managing consulting and project management assignments to cost/schedule baseline. Application experience with project management and quality assurance best practices.
Minimum Training:	Effective leadership and communication skills. Project management, organizational, and planning skills.
Certifications:	N/A
Education/Degrees:	Graduate degree in business or engineering/science preferred.

Labor Category Title: Project Manager	
Description:	Serves as project manager for consulting and facilitation task order assignments and reports to the program manager. Assigns responsibilities to project team members and establishes task priorities. Actively plans, directs, and monitors project team's performance in achieving assigned project objectives. Ensures project deliverables are provided in accordance with contract requirements and specifications.
Experience:	Five or more years of consulting, facilitation, and project management task order experience. Demonstrated experience in managing consulting and project management task orders to cost/schedule baseline. Application experience with project management and quality assurance best practices.
Minimum Training:	Effective leadership and communication skills. Project management, organizational, and planning skills.
Certifications:	N/A
Education/Degrees:	Bachelor's degree preferred.

Labor Category Title: Assistant Project Manager	
Description:	Serves as assistant project manager for consulting and facilitation task order assignments and reports to the project manager. Provides assistance to the project manager in establishing task order assignments and defining cost, schedule, and technical baselines for task orders. Collects team's performance data to confirm that project objectives are achieved.
Experience:	Three or more years of consulting, facilitation, and project management task order experience. Demonstrated experience in consulting and project management task orders and cost/schedule baseline control.
Minimum Training:	Effective leadership and communication skills. Project controls, planning, and scheduling skills.
Certifications:	N/A
Education/Degrees:	Bachelor's degree preferred.

Labor Category Title: Senior Manager	
Description:	Serves as subject matter functional manager for consulting and facilitation task order assignments. Assigns responsibilities to subject matter experts and establishes subject matter task priorities. Actively plans, directs, and monitors assigned subject matter experts' performance in achieving assigned task order objectives. Ensures that task order deliverables are provided in accordance with contract requirements and specifications. Works as a member of project team.
Experience:	Ten or more years of consulting, facilitation, and project management task order experience. Demonstrated experience in providing subject matter expertise and management for assigned task orders. Demonstrated superior communication skills.
Minimum Training:	Effective leadership and communication skills. Subject matter expertise in functional area.
Certifications:	Professional license/certification desired.
Education/Degrees:	Graduate degree in subject matter functional area preferred.

Labor Category Title: Manager	
Description:	Provides direct support to program/project managers and subject matter experts in assigned management area.
Experience:	Five or more years of consulting, facilitation, and management task order experience. Demonstrated experience in assisting subject matter experts and program/project management for assigned task orders. Demonstrated superior communication skills.
Minimum Training:	Effective leadership and communication skills. General management skills.
Certifications:	N/A
Education/Degrees:	Bachelor's degree preferred.

Labor Category Title: Team Leader	
Description:	Provides leadership for one or more assigned activities within a task order. Reports to the project manager and is responsible for technical, cost, and schedule baselines of assigned activity.
Experience:	Five or more years of consulting, facilitation, and management task order experience. Demonstrated experience in leading small teams of personnel executing work at the activity level.
Minimum Training:	Effective leadership and communication skills. General leadership and organizational skills.
Certifications:	N/A
Education/Degrees:	Bachelor's degree preferred.

Labor Category Title: Real Estate Specialist III	
Description:	Responsible for the planning, design, and technical execution of complex real property asset business solutions. Applies technical and management processes and methods to real property asset management problems and issues. Provides real property asset management and asset disposal technical direction to members of program/project team.
Experience:	Ten or more years of applying real property asset management processes in providing solutions to complex asset problems and issues. Demonstrated success in providing real property asset management direction of large multi-functional project teams. Demonstrated superior communication skills.
Minimum Training:	Effective leadership and communication skills. General leadership and organizational skills.
Certifications:	N/A
Education/Degrees:	M.S. degree preferred. Bachelor's degree with applicable minimum work experience acceptable.

Labor Category Title: Real Estate Specialist II	
Description:	Responsible for the planning, design, and execution of real property asset management business solutions. Applies technical and management processes and methods to real property asset problems and issues. Responsible for determining technical objectives. Provides real property asset management and asset disposal technical direction to members of program/project team.
Experience:	Eight or more years of applying real property asset management processes in providing solutions to complex asset problems and issues. Demonstrated success in providing real property asset management direction to large multi-functional project teams. Demonstrated superior communication skills.
Minimum Training:	Effective leadership and communication skills. General leadership and organizational skills.
Certifications:	N/A
Education/Degrees:	Bachelor's degree preferred.

Labor Category Title: Real Estate Specialist I	
Description:	Assists higher-level real estate specialists in the planning, design, and execution of real property asset management business solutions. Applies technical and management processes and methods to real property asset problems and issues under the direction of a higher-level real estate specialist.
Experience:	Four or more years of applying real property asset management processes in providing solutions to asset problems and issues. Demonstrated superior communication skills.
Minimum Training:	Effective organizational and communication skills.
Certifications:	N/A
Education/Degrees:	Bachelor's degree preferred.

Labor Category Title: Subject Matter Expert III	
Description:	Responsible for the planning, design, and technical subject execution of complex business solutions. Applies sophisticated technical and management processes and methods to problems and issues. Responsible for determining technical subject objectives. Provides technical subject direction to members of program/project team.
Experience:	Ten or more years of applying technical and management processes to define and develop solutions for complex problems and issues. Demonstrated success in technical direction of large multi-functional project teams. Demonstrated superior communication skills.
Minimum Training:	Effective leadership and communication skills. Subject expert in one or more disciplines.
Certifications:	Professional license/certification desirable (if applicable).
Education/Degrees:	Ph.D. preferred. Master's degree with applicable minimum work experience acceptable.

Labor Category Title: Subject Matter Expert II	
Description:	Responsible for the planning, design, and technical subject execution of complex business solutions. Applies sophisticated technical and management processes and methods to problems and issues. Responsible for determining technical subject objectives. Provides technical subject direction to members of program/project team.
Experience:	Eight or more years of applying technical and management processes to define and develop solutions for complex problems and issues. Demonstrated success in technical direction of large multi-functional project teams. Demonstrated superior communication skills.
Minimum Training:	Effective leadership and communication skills. Subject expert in one or more disciplines.
Certifications:	Professional license/certification desirable (if applicable).
Education/Degrees:	Master's degree preferred. Bachelor's degree with applicable minimum work experience acceptable.

Labor Category Title: Subject Matter Expert I	
Description:	Applies sophisticated technical and management processes and methods to problems and issues under the direction of a higher-level subject matter expert. Assists higher-level subject matter experts in providing technical subject direction to members of program/project team.
Experience:	Four or more years of applying technical and management processes to define and develop solutions for complex problems and issues. Effective communication skills.
Minimum Training:	Subject expert in one or more disciplines.
Certifications:	N/A
Education/Degrees:	Bachelor's degree preferred.

Labor Category Title: Senior Financial Analyst	
Description:	Responsible for applying knowledge of finance to support the development of business and management solutions. Contributor to project team in the area of finance.
Experience:	Ten or more years of applying processes to define and develop financial solutions for complex business and management problems and issues. Demonstrated superior communication skills.
Minimum Training:	Effective leadership and communication skills.
Certifications:	N/A
Education/Degrees:	Master's degree preferred. Bachelor's degree with applicable minimum work experience acceptable.

Labor Category Title: Financial Analyst	
Description:	Responsible for applying knowledge of finance to support the development of business and management solutions. Contributor to project team in the area of finance.
Experience:	Six or more years of applying processes to define and develop financial solutions for complex business and management problems and issues. Demonstrated superior communication skills.
Minimum Training:	Effective communication skills.
Certifications:	N/A
Education/Degrees:	Bachelor's degree preferred.

Labor Category Title: Junior Financial Analyst	
Description:	Responsible for applying knowledge of finance to support the development of business and management solutions. Supports higher-level analyst and contributes to project team in the area of finance.
Experience:	One or more years of applying processes to define and develop financial solutions for complex business and management problems and issues. Demonstrated communication skills.
Minimum Training:	Effective communication skills.
Certifications:	N/A
Education/Degrees:	Bachelor's degree preferred.

Labor Category Title: Senior Cost Analyst	
Description:	Responsible for evaluating cost alternatives for business and management solutions. Required to conduct complex cost/risk analysis and develop cost estimates to support the development of business and management solutions. Contributor to project team in the area of cost analysis.
Experience:	Ten or more years of applying processes to define and develop cost analysis solutions for complex business and management problems and issues. Demonstrated superior leadership and communication skills.
Minimum Training:	Effective leadership and communication skills.
Certifications:	N/A
Education/Degrees:	Master's degree preferred. Bachelor's degree with minimum years of experience acceptable.

Labor Category Title: Cost Analyst	
Description:	Responsible for evaluating cost alternatives for business and management solutions. Required to conduct cost/risk analysis and develop cost estimates to support the development of business and management solutions. Contributor to project team in the area of cost analysis.
Experience:	Six or more years of applying processes to define and develop cost analysis solutions for business and management problems and issues. Demonstrated leadership and communication skills.
Minimum Training:	Effective leadership and communication skills.
Certifications:	N/A
Education/Degrees:	Bachelor's degree preferred.

Labor Category Title: Junior Cost Analyst	
Description:	Responsible for collecting and performing analysis of cost and technical data and assisting in the development of cost estimates under the direction of a higher-level cost analyst.
Experience:	One or more years of collecting and performing cost analysis and developing cost estimates. Demonstrated communication skills.
Minimum Training:	Effective communication skills.
Certifications:	N/A
Education/Degrees:	Bachelor's degree preferred.

Labor Category Title: Technical Writer	
Description:	Responsible for reviewing and editing highly complex written and graphic technical materials, documentation, studies, reports, and other presentation graphics. Responsible for ensuring compliance with consistent standards of style and format, and for overall structure and organization of material.
Experience:	Five years of experience developing, editing, and producing technical and graphic documentation for business and management solutions.
Minimum Training:	Effective communication skills.
Certifications:	N/A
Education/Degrees:	Bachelor's degree preferred.

Labor Category Title: Administrative Support	
Description:	Responsible for providing high-level project administration support to consulting and facilitation support services. Assists in the development of presentations, performs data entry, and produces reports.
Experience:	Five years of experience in performing program- and project-level administrative support services.
Minimum Training:	Effective communication skills. Proficient in Microsoft Office and desktop publishing.
Certifications:	N/A
Education/Degrees:	High School Diploma (GED).

Labor Category Title: Clerical Support	
Description:	Responsible for word processing of letters, reports, presentations, and other documents. Performs filing and other clerical duties.
Experience:	Three years of experience in performing program- and project-level clerical support services.
Minimum Training:	Effective communication skills. Proficient in Microsoft Office.
Certifications:	N/A
Education/Degrees:	High School Diploma (GED).

KERES CONSULTING INC. AUTHORIZED SCHEDULE PRICELIST

Labor Category Rates – SIN 520-1 Program Financial Advisor Services

Labor Category Rates – SIN 520-2 Transaction Specialist

Labor Category Rates – SIN 520-3 Due Diligence and Support Services

Labor Category	Year 1 DOA - 2/14/2008	Year 2 2/15/2008- 2/14/2009	Year 3 2/15/2009 2/14/2010	Year 4 2/15/2010 2/14/2011	Year 5 2/15/2011 2/14/2012
Managing Director	\$177.75	\$183.08	\$188.57	\$194.23	\$200.06
Project Director	\$172.81	\$177.99	\$183.33	\$188.83	\$194.50
Program Manager	\$135.78	\$139.85	\$144.05	\$148.37	\$152.82
Junior Program Manager	\$97.00	\$99.91	\$102.91	\$105.99	\$109.17
Project Manager	\$111.55	\$114.90	\$118.34	\$121.89	\$125.55
Assistant Project Manager	\$97.00	\$99.91	\$102.91	\$105.99	\$109.17
Senior Manager	\$123.30	\$127.00	\$130.81	\$134.73	\$138.78
Manager	\$86.79	\$89.39	\$92.08	\$94.84	\$97.68
Team Leader	\$105.68	\$108.85	\$112.12	\$115.48	\$118.94
Real Estate Specialist III	\$99.81	\$102.80	\$105.89	\$109.07	\$112.34
Real Estate Specialist II	\$88.32	\$90.97	\$93.70	\$96.51	\$99.40
Real Estate Specialist I	\$76.32	\$78.61	\$80.97	\$83.40	\$85.90
Subject Matter Expert III	\$142.95	\$147.24	\$151.66	\$156.21	\$160.89
Subject Matter Expert II	\$122.53	\$126.21	\$129.99	\$133.89	\$137.91
Subject Matter Expert I	\$88.32	\$90.97	\$93.70	\$96.51	\$99.40
Senior Financial Analyst	\$98.02	\$100.96	\$103.99	\$107.11	\$110.32
Financial Analyst	\$81.69	\$84.14	\$86.66	\$89.26	\$91.94
Junior Financial Analyst	\$67.39	\$69.41	\$71.49	\$73.64	\$75.85
Senior Cost Analyst	\$98.02	\$100.96	\$103.99	\$107.11	\$110.32
Cost Analyst	\$81.69	\$84.14	\$86.66	\$89.26	\$91.94
Junior Cost Analyst	\$67.39	\$69.41	\$71.49	\$73.64	\$75.85
Technical Writer	\$87.81	\$90.44	\$93.16	\$95.95	\$98.83
Administrative Support	\$46.97	\$48.38	\$49.83	\$51.33	\$52.87
Clerical Support	\$35.22	\$36.28	\$37.36	\$38.49	\$39.64

Note:

1. Labor rates include the 0.75% Industrial Funding Fee (IFF) that will be paid to GSA FSS
2. Travel costs shall be governed by FAR 31.205-46