

**Lockheed Martin Management Systems Designers, Inc.
(LM-MSD)**

General Services Administration (GSA) Federal Supply Service (FSS)
Authorized FSS Schedule Price List

Financial and Business Solutions (FABS)

FSC Group/Schedule Number 520

Special Item Numbers (SINs):

520-12 - Budgeting

520-13 - Complementary Financial Management Services

Contract Number: **GS-23F-0036P**

Contract Period: November 5, 2003 - November 4, 2018

Through Modification Number A195 Refresh 16

Prices listed herein are net (discount deducted).

Lockheed Martin Management Systems Designers, Inc. (LM-MSD)

700 North Frederick Avenue

Gaithersburg, MD 20879-3328

Phone: 301-313-3957

FAX: 301-623-4503

E-Mail: pmo.gsaschedule@lmco.com

(Large Business)

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!*[™], <http://www.gsaadvantage.gov/>. For more information on ordering from the Federal Supply Schedules, go to <http://www.fss.gsa.gov/>.

(Last Updated: February 2013)

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I. Customer Information

1a. Awarded Special Item Numbers

SIN 520-12 - Budgeting

SIN 520-13 - Complementary Financial Management Services

1b. Lowest Unit Price/Model Number

Section III lists LM MSD's hourly labor prices for FABS services.

1c. Labor Categories

Section II describes the job titles, experience, functional responsibility, and education for each category of professionals who perform MSD's FABS services.

2. Maximum Order
\$1,000,000

3. Minimum Order
\$300

4. Geographic Coverage
Worldwide.

5. Point(s) of Production
700 North Frederick Avenue
Gaithersburg, MD 20879-3328

6. Discount from List Prices
None.

7. Quantity Discounts
None.

8. Prompt Payment Terms
Net 30 days.

9a. Acceptance of Government Purchase Cards at or below the Micropurchase Threshold LM-MSD accepts Government purchase cards for orders at or below the micropurchase threshold.

9b. Acceptance of Government Purchase Cards above the Micropurchase Threshold LM-MSD accepts Government purchase cards for orders above the micropurchase threshold.

10. Foreign Items
None.

11a. Time of Delivery

Specified in negotiated task orders.

11b. Expedited Delivery

Items available for expedited delivery are noted in this price list.

11c. Overnight and 2-day Delivery

Not applicable.

11d. Urgent Requirements

When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact MSD for the purpose of obtaining accelerated delivery. MSD will reply to the inquiry within three (3) workdays after receipt. (Telephone replies shall be confirmed by MSD in writing or by email.) If MSD offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame will be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

12. F.O.B. Points(s)

Destination.

13a. Ordering Address(es)

Lockheed Martin Management Systems Designers, Inc.

ATTN: GSA FABS Sales

700 North Frederick Avenue

Gaithersburg, MD 20879-3328

Phone: 301-313-3957

FAX: 301-623-4503

Email: deirdre.t.johnson@lmco.com

13b. Ordering Procedures

For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage (<http://fss.gsa.gov/schedules>).

14. Payment Address(es)
Lockheed Martin Management Systems Designers, Inc.
ATTN: Accounts Receivable
2339 Route 70 West
Cherry Hill, NJ 08002
or as indicated on the LM-MSD invoice.
15. Warranty Provision
Not applicable.
16. Export Packaging Charges
Not applicable.
17. Terms and Conditions of Government Purchase Card Acceptance
Not applicable.
18. Terms and Conditions of Rental, Maintenance, and Repair
Not applicable.
19. Terms and Conditions of Installation
Not applicable.
20. Terms and Conditions of Repair Parts
Not applicable.
- 20a. Terms and Conditions for Any Other Services
None.
21. List of Service and Distribution Points
Not applicable.

22. List of Participating Dealers
Not applicable.

23. Preventive Maintenance
Not applicable.

24a. Special Attributes
Not applicable.

24b. Section 508 Compliance
MSD's services and deliverables comply fully with Electronic and Information Technology (EIT) accessibility standards (Section 508). Information about EIT accessibility standards is available at <http://www.section508.gov/>. MSD will address Section 508 compliance as applicable in all negotiated task orders.

25. Data Universal Number System (DUNS) Number
114394778

26. Registration in Central Contractor Registration (CCR) Database
MSD is registered in the CCR database
(<http://www.ccr.gov/index.cfm>).

II. Labor Categories

LM-MSD offers a set of labor categories for awarded SINS: 520-12, Budgeting and 520-13, Complementary Financial Management Services. Listed below are the job titles, experience, education, and functional responsibility for each category of professionals who perform LM-MSD's FABS services.

II.A: SINS 520-12 and 520-13 Labor Categories

Program Manager

Minimum General Experience: Eight (8) to ten (10) years of progressive experience with five (5) years managing complex projects. Demonstrated experience in the financial success of complex projects.

Minimum Education/Training: Master's degree or advanced certification. Bachelor's degree and additional work experience may be substituted.

Functional Responsibility: Responsible for the overall contract management of personnel, operations, and business/financial lifecycle projects. Communicates with all levels of management of personnel, subcontractors, and client agency representatives. Responsible for implementing the policies and objectives of MSD and client organizations. Actively applies quality assurance measures to the management and performance of the contract.

Project Manager

Minimum General Experience: Five (5) to seven (7) years of progressive experience with two (2) years managing tasks or projects.

Minimum Education/Training: Bachelor's degree.

Functional Responsibility: Responsible for managing all aspects of a project and provides guidance and direction for specific tasks or subtasks. Increasing responsibility in implementation and management of task orders. Interfaces with the client on a day-to-day basis. Directs the completion of tasks within estimated time frames and budget constraints. Manages the day-to-day activities and reviews work products for completeness and adherence to customer requirements. Delivers presentations and leads client meetings. Responsible for implementing policies and objectives of MSD and the client organization.

Subject Matter/Functional Specialist

Minimum General Experience: Seven (7) to ten (10) years of progressively responsible experience in the individual's field of study and specialization.

Minimum Education/Training: Advanced degree or certification in a related field usually required. Five (5) years of specialized work experience may be substituted.

Functional Responsibility: Augments or directs teams providing high-level program and functional analysis. Guides the design of solutions for complex issues requiring advanced knowledge of the client organization's areas of concern and the integration of solutions into existing business practices. Participates in all phases of analysis, with specific emphasis on high level issues requiring specialized expertise. Designs and prepares reports and documents to support findings and study results. Prepares executive-level briefing materials.

Financial/Business Systems Specialist

Minimum General Experience: Five (5) to seven (7) years of progressive experience with a minimum of three (3) years in an area of specialization.

Minimum Education/Training: Master's degree or advanced certification usually required. Bachelor's degree and additional work experience may be substituted.

Functional Responsibility: Provides guidance to business-oriented organizations that require specialized systems, technologies, processes, and methodologies. Researches and analyzes automated approaches to complex business and financial information and data processing needs. Advises on makes recommendations on business and financial processes and systems. Designs, documents, and implements solutions. Prepares reports and gives presentations.

Senior Financial/Budget Analyst

Minimum General Experience: Six (6) to eight (8) years of progressive experience, with at least five (5) years performing related work.

Minimum Education/Training: Bachelor's degree. Master's degree or advanced certification may be substituted for some experience.

Functional Responsibility: Provides expertise for financial modeling, financial statement analysis, budget modeling, knowledge of policies and regulations governing the development of Federal budgets, or budgeting and accounting. Provides guidance and direction for project specific tasks that require experience in performing financial/budget analysis. Prepares data, documentation, and reports.

Financial/Budget Analyst

Minimum General Experience: Three (3) to five (5) years of experience performing financial/budget analysis.

Minimum Education/Training: Bachelor's degree. Master's degree or advanced certification may be substituted for some experience.

Functional Responsibility: Provides support for financial modeling, financial statement analysis, budget modeling, knowledge of policies and regulations governing the development of Federal budgets, or budgeting and accounting. Prepares data and contributes to documentation.

Senior Consultant

Minimum General Experience: Seven (7) years of experience participating in financial or business solutions projects.

Minimum Education/Training: Bachelor's degree.

Functional Responsibility: Guides and directs specific subtasks of a project. Provides expertise in one or more key areas of a task and is knowledgeable in the others. Develops plans and strategies. Interfaces with the client on a day-to-day basis. Directs the completion of specific project tasks within estimated time frames and budget constraints. Contributes to presentations and client meetings.

Staff Consultant

Minimum General Experience: Three (3) years of experience participating in financial or business solution projects.

Minimum Education/Training: Bachelor's degree.

Functional Responsibility: Provides support and expertise in a key task area. Supports more experienced, senior consultants in performing task activities. Manages, processes, and tracks project documentation.

Systems Analyst

Minimum General Experience: Two (2) to four (4) years of experience solving problems using analytical software, systems, and approaches. Experience with automated solutions.

Minimum Education/Training: Bachelor's degree.

Functional Responsibility: Supports technical tasks using general and specific experience with analytical tools and methods, including databases applications, spreadsheet modeling, or financial software. Works within estimated time frames and budget constraints.

Analyst

Minimum General Experience: Up to two (2) years of experience in a business environment.

Minimum Education/Training: Bachelor's degree.

Functional Responsibility: Provides general or focused support to senior analysts. Conducts research, surveys literature or market data, summarizes data, and compiles analyses, reports, and other documentation.

Technical/Administrative Specialist

Minimum General Experience: Two (2) to five (5) years of progressive experience in areas relevant to the task. Demonstrated skills relevant to the task.

Minimum Education/Training: Associate's Degree. Training in skills relevant to the task optional.

Functional Responsibility: Provides skilled administrative or technical support for projects. May participate in the writing, preparation, editing, and review of documents; produce graphics, reports, proposals, presentations, and other materials; provide skilled equipment or information technology operation; supervise data entry and management; coordinate administrative projects; or perform other, similar services. Ensures the quality and timely completion of work.

Technical/Administrative Assistant

Minimum General Experience: One (1) to three (3) years of progressive experience in areas relevant to the task.

Minimum Education/Training: High school graduate or equivalent.

Functional Responsibility: Provides administrative or technical support to assist with project activities. Assignments may include word processing, document preparation, data entry, clerical duties, bookkeeping, technology support, or other similar work.

II.B: SIN 520-15 ADDITIONAL JOB DESCRIPTIONS

Accounting Clerk

Minimum/General Experience: Two years of directly relevant experience. Requires knowledge of the terminology, codes, and processes used in an automated accounting system.

Functional Responsibility: Performs one or more accounting tasks such as; posting to registers and ledgers; balancing and reconciling accounts;

verifying consistency, completeness, and mathematical accuracy of accounting documents. In addition, tasks include; assigning prescribed accounting distribution codes; examining and verifying the clerical accuracy of various types of reports, lists, calculations, and postings.

Minimum Education: High School diploma, or equivalent experience/combined education, with additional specialized training in specific aspects of job functions and/or demonstrated ability to perform assigned tasks.

Job Title: Financial Information Specialist I

Minimum/General Experience: Three years of experience in compiling, analyzing, and synthesizing information to support project task requirements. Requires knowledge of information resources, excellent analytical capabilities and written and oral communications skills, and ability to consistently deliver highest quality work under extreme pressure and tight deadlines. Business, financial management and/or accounting experience preferred.

Functional Responsibility: Responds to information and assistance requests in specific subject areas including financial assistance, policy guidance, technical assistance with banking, finance, or other information systems, and, following established guidelines, gathers, prepares, and summarizes relevant materials for use by other project staff, the client, or the client's customers. Assists with a wide variety of tasks related to identifying, cataloging, storing, maintaining, retrieving, disseminating, and reconciling data from various information systems. May perform outreach to gather information and reconcile data.

Minimum Education: Bachelor's degree. Three years of additional, directly relevant work experience (over and above the minimum experience requirements for this position) may be substituted for the Bachelor's degree.

Job Title: Financial Information Specialist II

Minimum/General Experience: Six years of experience in compiling, analyzing, and synthesizing information to support project task requirements. Requires knowledge of information resources, excellent analytical capabilities and written and oral communications skills, and ability to consistently deliver highest quality work under extreme pressure and tight deadlines. Business, financial management and/or accounting experience preferred.

Functional Responsibility: Responds to information and assistance requests in specific subject areas including financial assistance, policy guidance, technical assistance with banking, finance, or other information systems, and, following established guidelines, gathers, prepares, and summarizes relevant materials for use by other project staff, the client, or the client's customers. Assists with a wide variety of tasks related to identifying, cataloging, storing, maintaining, retrieving, disseminating, and reconciling data from various information systems. May perform outreach to gather information and reconcile data.

Minimum Education: Bachelor's degree. Seven years of additional, directly relevant work experience (over and above the minimum experience requirements for this position) may be substituted for the Bachelor's degree.

Management Analyst

Minimum/General Experience: Five years of experience performing business management and financial accounting-related work, with 3 years of related experience specifically on Government contracts. Knowledge of Excel, Lotus, and/or other spreadsheet software applications required.

Functional Responsibility: Performs financial tracking and management tasks, including using spreadsheets to develop and monitor budgets, reviewing all project-related expenses for eligibility, preparing financial reports, and tracking subcontractor and consultant expenses. Ensures mathematical correctness of submitted expenses and identifies problem expenses for management intervention. Working with management, suggests planning and management controls for improvement, including

expanded usage of management information systems and other automated tools.

Minimum Education: Bachelor's degree in a business-related field.

Job Title: Project Supervisor

Minimum/General Experience: Four years of experience in financial-related and business support work, including two years of progressively more responsible supervisory experience. Demonstrated ability to supervise numerous complex and time-critical activities simultaneously. Must be familiar with problem solving methodologies employing proven tools and techniques.

Functional Responsibility: Supervises critical project operational areas, including staff recruitment, hiring, development, and evaluation; performance monitoring; project reporting; and development and implementation of project policies and procedures. Supervises the development and execution of project plans and completion of project deliverables; documents meeting results. May facilitate group interactions in diverse settings, working with participants of divergent views, and/or providing meeting facilitation services.

Minimum Education: Bachelor's degree. Six years of additional, directly relevant work experience (over and above the minimum experience requirements for this position) may be substituted for the Bachelor's degree.

Job Title: Team Leader

Minimum/General Experience: Three years of experience in coordinating tasks, including two years of progressively more responsible supervisory experience. Demonstrated ability to supervise numerous complex and time-critical activities simultaneously. Must be familiar with problem solving methodologies employing proven tools and techniques.

Functional Responsibility: Coordinates and supervises a specific task or function. Ensures all activities are carried out in accordance with project

commitments or specific objectives. Responsible for day-to-day coordination and administration of tasks by ensuring that quality and productivity standards are maintained. Prepares work schedules. Supervises work performance of team members and provides training as needed. Assists with writing project plans and reports; documents meeting results. May facilitate group interactions in diverse settings, working with participants of divergent views, and/or providing meeting facilitation services.

Minimum Education: Bachelor's degree in business or management-related field. Three years of additional, directly relevant work experience (over and above the minimum experience requirements for this position) may be substituted for the Bachelor's degree.

Job Title: Writer/Editor I

Minimum/General Experience: Two years of experience writing and editing publications technical documents especially in the areas of finance and business. Excellent writing skills required, as is the ability to analyze, synthesize, and condense text that includes financial terminology and is intended for use by both technical and non-technical audiences. For publications printed and distributed by Government clients, also requires demonstrated knowledge of writing, editing, and style guidelines and printing regulations of the Government Printing Office.

Functional Responsibility: Supports the development and production of a variety of documents for clients and their customers, including financial documents, fiscal policy guidance and reports, and other business-related materials. Prepares minutes of meetings and produces meeting summary reports. Writes and edits material for online access and dissemination via the Internet.

Minimum Education: Bachelor's degree.

Job Title: Writer/Editor II

Minimum/General Experience: Four years of experience writing and editing technical documents especially in the areas of finance and business. Excellent writing skills required, as is the ability to analyze, synthesize, and condense text that includes financial terminology and is intended for use by both technical and non-technical audiences. For publications printed and distributed by Government clients, also requires demonstrated knowledge of writing, editing, and style guidelines and printing regulations of the Government Printing Office.

Functional Responsibility: Supports the development and production of a variety of documents for clients and their customers, including financial documents, fiscal policy guidance and reports, and other business-related materials. Prepares minutes of meetings and produces meeting summary reports. Writes and edits material for online access and dissemination via the Internet.

Minimum Education: Bachelor’s degree.

III. Labor Rates

Hourly labor rates include all costs to the Government: direct labor, fringe benefits, overhead, general and administrative expenses (G&A), fee, and the GSA Industrial Funding Fee (IFF).

II.A: SINS 520-12 and 520-13 Labor Rates

Table 1: Client Site Rates					
	Year 6	Year 7	Year 8	Year 9	Current
Labor Category	11/4/2009	11/4/2010	11/4/2011	11/4/2012	Pricing
Program Manager I	\$192.66	\$198.44	\$204.39	\$210.53	\$216.84
Project Manager	\$169.35	\$174.43	\$179.67	\$185.06	\$190.61
Subject Matter/Functional Specialist	\$184.46	\$190.00	\$195.70	\$201.57	\$207.61
Financial/Business Systems Specialist	\$154.24	\$158.87	\$163.64	\$168.54	\$173.60

Senior Financial/Budget Analyst	\$137.86	\$141.99	\$146.25	\$150.64	\$155.16
Financial/Budget Analyst	\$113.02	\$116.41	\$119.90	\$123.50	\$127.21
Senior Consultant	\$143.35	\$147.65	\$152.07	\$156.64	\$161.34
Staff Consultant	\$116.52	\$120.02	\$123.62	\$127.33	\$131.15
Systems Analyst	\$98.96	\$101.93	\$104.99	\$108.14	\$111.38
Analyst	\$75.54	\$77.81	\$80.14	\$82.54	\$85.02
Technical/Administrative Specialist	\$64.89	\$66.84	\$68.84	\$70.91	\$73.03
Technical/Administrative Assistant	\$47.91	\$49.34	\$50.82	\$52.35	\$53.92

Table 2 : LM-MSD Corporate Site Rates					
	Year 6	Year 7	Year 8	Year 9	Current
Labor Category	11/4/2009	11/4/2010	11/4/2011	11/4/2013	Pricing
Program Manager I	\$207.04	\$213.25	\$219.65	\$226.24	\$233.03
Project Manager	\$182.00	\$187.46	\$193.08	\$198.88	\$204.84
Subject Matter/Functional Specialist	\$198.22	\$204.17	\$210.30	\$216.60	\$223.10
Financial/Business Systems Specialist	\$165.76	\$170.73	\$175.85	\$181.13	\$186.56
Senior Financial/Budget Analyst	\$148.13	\$152.58	\$157.16	\$161.87	\$166.73
Financial/Budget Analyst	\$121.46	\$125.10	\$128.85	\$132.72	\$136.70
Senior Consultant	\$154.06	\$158.68	\$163.44	\$168.34	\$173.39
Staff Consultant	\$125.23	\$128.98	\$132.85	\$136.84	\$140.94
Systems Analyst	\$106.35	\$109.54	\$112.82	\$116.21	\$119.70
Analyst	\$81.17	\$83.61	\$86.12	\$88.70	\$91.36
Technical/Administrative Specialist	\$69.72	\$71.81	\$73.97	\$76.19	\$78.47
Technical/Administrative Assistant	\$51.47	\$53.01	\$54.60	\$56.24	\$57.93

IV. Description of Services

LM MSD Capabilities

Since 1980, LM-MSD has provided consulting services and solutions to Government and commercial clients. Our excellent reputation derives from up-to-date industry knowledge, broad experience, and a no-nonsense approach to solving problems. We deliver value by focusing on the needs of the customer and the challenge at hand. Whether we are providing budget services to the Intelligence Community or large-scale data processing and warehousing for the Internal Revenue Service, we apply widely accepted and, where appropriate, cutting edge methods and technologies that are selected and customized for the customer's needs.

Our long list of satisfied customers, many with whom we have decades-long relationships, and our continuous growth testify to our success. We would not have achieved this record if we did not provide expert program management and deliver projects on time, within budget, and to specifications. We have an active, corporate-wide Quality Management System that is ISO-9001:2000 compliant and Capability Maturity Model (CMM) processes certified by the Software Engineering Institute (SEI).

SIN 520-12 - Budgeting

LM MSD provides a full range of budgeting services that span the Federal budget lifecycle. We work with customers to implement oversight, analysis, and improvement of budget planning, formulation, programming, and execution. We use information technology solutions and business process analysis to streamline and improve budget activities.

We have experience in all phases of the Federal budget lifecycle, including activities such as:

- reviewing program objectives
- building and maintaining budget data
- formulating responses to Congressional inquiries
- developing budget submissions and presentation analyses
- planning for future budget cycles
- executing reviews and adjustments

Throughout these activities, we employ advanced analytical techniques to examine trends, estimate cost-benefit tradeoffs, explore multidimensional data, and provide the supporting evidence needed for decision making at all levels.

SIN 520-13 - Complementary Financial Management Services

LM MSD offers a variety of services for financial planning, analysis, reporting, and systems. We tailor our support to the challenge at hand, using our expertise in cost-benefit and risk analysis, regulatory impact assessment, the balanced scorecard approach, performance measurement, strategic planning, and other financial modeling and management approaches. We enable our customers to meet and exceed their financial targets, reporting requirements, regulatory compliance, and performance metrics.

To analyze and improve financial performance, we provide data modeling, database management, systems analysis, and reporting. We evaluate the sufficiency and relevance of available data and analyses to support performance and budget planning, compliance with requirements such as the Government Performance and Review Act (GPRA), and the ability to make management decisions. We understand the need for accurate, timely, and usable reporting to support sound financial management.

Our systems support services encompass the full system lifecycle, including requirements analysis, business process re-engineering, data and data flow modeling, user centered design, workflow implementation, system development and integration, documentation, and training. We have extensive experience in evaluating compliance and in formulating and implementing standards, policies, and procedures. Our expertise in independent verification and validation (IV&V) supports oversight of internal projects and external acquisitions. IV&V is critical for large investments and significant organizational changes.