

GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule Price List

Financial and Business Solutions

FSC Group: 520

SINs 520-11 and 520-17

SolomonEdwardsGroup, LLC

1255 Drummers Lane

Wayne, PA 19087

Business Size: Large

www.solomonedwards.com

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General Services Administration Federal Supply Services

Contract Number: **GS-23F-0052X**

Effective: **March 22, 2011**

Period Covered by Contract: March 22, 2011 through March 21, 2016

Prices Shown Herein are Net (discount deducted)

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

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CUSTOMER INFORMATION PAGE

- 1a. **Awarded Special Item Number (SINs):**
520-11 Accounting
520-17 Risk Assessment and Mitigation Services
- 1b. **Pricing:** For pricing, see section IV starting on Page 7.
- 1c. **Labor Categories:** For labor categories, see section V starting on Page 8.
2. **Maximum order:** The maximum order is \$1,000,000
3. **Minimum order:** \$100.00
4. **Geographic coverage (delivery area):** SolomonEdwardsGroup, LLC offers FABS services domestically and internationally.
5. **Point(s) of production (city, county, and state or foreign country):** Services may be performed either at customer location or at SolomonEdwardsGroup, LLC facilities.
6. **Discount from list prices or statement of net price:** None. Negotiated per individual contracts.
7. **Quantity discounts:** Not applicable
8. **Prompt payment terms:** 2% Net 30
9. **Government Purchase Card Acceptance:**
- 9a. Government purchase cards are accepted at or below the micro-purchase threshold.
- 9b. Government purchase cards are accepted or not accepted above the micro-purchase threshold.
10. **Foreign items:** Not applicable.
11. **Time of delivery:**
- 11a. **Time of delivery:** Negotiated at time of contract in response to government request for services and based upon the location and availability of staff.
- 11b. **Expedited delivery:** Not applicable
- 11c. **Overnight and 2-day delivery:** Not applicable
- 11d. **Urgent requirements:** As negotiated on individual task or purchased orders.
12. **F.O.B. point(s):** Destination.

13a. **Ordering address:** SolomonEdwardsGroup, LLC
 Attention: Amy Daly
 1255 Drummers Lane, Suite 200
 Wayne, PA 19087
 E-mail: adaly@solomonedwards.com

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 Addresses:**

EFT Information	Mail (lockbox)
PNC Bank 1600 Market Street Philadelphia, PA 19103 ABA routing: 031207607 Account Number: 8026266495	SolomonEdwardsGroup, LLC PO Box 824123 Philadelphia, PA 19182-4123

15. **Warranty provision:** SolomonEdwardsGroup, LLC will exercise due professional care and competence in the performance of services provided herein.

16. **Export packing charges:** Not applicable.

17. **Terms and conditions of Government purchase card acceptance:** No thresholds above the micro-purchase level.

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 –** Not applicable.

21. **List of service and distribution points –** Not applicable

22. **List of participating dealers –** Not applicable

23. **Preventative maintenance –** Not applicable.

24a. **Special attributes such as environmental attributes:** Not applicable

24b. **Section 508 compliance information:** Not applicable

25. **Data Universal Number System (DUNS) number:** 104258251

26. **Central Contractor Registration (CCR) database:** SolomonEdwardsGroup, LLC is registered in the CCR database.

SIN 520-11 ACCOUNTING

The roots of our firm are in serving commercial and governmental agencies in the areas of finance, accounting, audit, and banking operations. We intimately understand the pressures of Federal financial management, ever-changing regulations, the intricacies of standards, and the need to ensure effective and efficient control. We have provided commercial and governmental agencies with accounting, budgeting, financial management, system selection and implementation, process improvement, internal control assessment and optimization.

SEG has been successful providing the large federal agencies, quasi-government, and commercial entities, with vast and different accounting projects by delivering industry experts, subject matter experts, and hands-on resources to ensure timely completion within budget and achieving all stated objectives. These projects and our related services, include, but are not limited to:

- Analyzing, processing and summarizing transactions.
- Assisting in devising new accounting policies and procedures.
- Classifying accounting transactions.
- Performing special studies to improve accounting operations.
- Resolving accounting issues.
- Resolving and/or implementing audit findings.
- Assessing or enhancing accounting internal controls.
- Improving operating efficiency and effectiveness.

SIN 520-117 RISK ASSESSMENT AND MITIGATION SERVICES

Comprehensive risk assessments, defensible audit plans, and proactive approaches to risk mitigation have become an imperative. SEG's enterprise risk management framework adopts a broad perspective that links objectives with risk potential and further prioritizes risk across all levels of the organization. Our framework is nimble to ensure that the uniqueness of an agency's culture, people, process and technologies are considered and imbedded in risk evaluation as well as follow-up actions. The SEG approach is grounded in our in-depth understanding and experience working with governmental agencies but imbeds forward thinking best practices emerging in both the commercial and government sectors.

Leveraging SEG's risk assessment and mitigation services, agencies and stakeholders will benefit from:

- Greater transparency;
- Alignment of organizational risk with agency objectives;
- Consideration of regulatory or environmental (outside the agency) influencers;
- Linkage between growth, risk and returns;
- Improved risk responses;
- Focus on information security and its prevalent effect on risk; and
- Coordination of risk and control activities.

Our services include, but are not limited to, the following areas:

- Documentation of disclosure responsibilities for PII and PHI type information;
- Deployment of risk assessment and mitigation strategies and techniques;
- Improvement of capabilities through the reduction, identification and mitigation of risks;
- Detailed risk statements, risk explanation and mitigation recommendations;
- Design and development of new business applications, processes, and procedures in response to risk assessments;
- Ensuring compliance with governance and regulatory requirements;
- Evaluation of threats and vulnerabilities to the protection PII and PHI type of information;
- Training of government personnel on how to prevent data breaches and identify theft;
- Information assurance of PII and PHI type information;
- Vulnerability assessments and prioritization of threats;
- Privacy impact and policy assessments;
- Review and creation of privacy and safeguarding policies;
- Maintenance and demonstration of compliance;
- Evaluation and analysis of internal controls critical to the detection and elimination of weaknesses to the protection of PII and PHI type of information.

FABS RATES

SolomonEdwardsGroup, LLC is pleased to offer the following labor rates per hour. For additional information regarding labor categories, please see section V beginning on page 8.

Accounting (520-11)

Labor Category	Labor Rate Per Hour (inclusive of IFF)				
	3/22/11 to 3/21/12	3/22/12 to 3/21/13	3/22/13 to 3/21/14	3/22/14 to 3/21/15	3/22/15 to 3/21/16
Principal	\$ 195.46	\$ 199.61	\$ 203.86	\$ 208.20	\$ 212.64
Senior Manager	\$ 166.14	\$ 169.67	\$ 173.28	\$ 176.97	\$ 180.74
Manager	\$ 146.59	\$ 149.71	\$ 152.89	\$ 156.15	\$ 159.48
Senior Consultant	\$ 127.05	\$ 129.74	\$ 132.51	\$ 135.33	\$ 138.21
Consultant	\$ 107.50	\$ 109.78	\$ 112.12	\$ 114.51	\$ 116.95

Risk Assessment and Mitigation Services (520-17)

Labor Category	Labor Rate Per Hour (inclusive of IFF)				
	3/22/11 to 3/21/12	3/22/12 to 3/21/13	3/22/13 to 3/21/14	3/22/14 to 3/21/15	3/22/15 to 3/21/16
Partner	\$ 293.18	\$ 299.41	\$ 305.79	\$ 312.30	\$ 318.95
Practice Leader	\$ 244.32	\$ 249.51	\$ 254.82	\$ 260.25	\$ 265.79
Principal	\$ 195.46	\$ 199.61	\$ 203.86	\$ 208.20	\$ 212.64
Senior Manager	\$ 166.14	\$ 169.67	\$ 173.28	\$ 176.97	\$ 180.74
Subject Matter Expert	\$ 190.57	\$ 194.62	\$ 198.76	\$ 203.00	\$ 207.32
Manager	\$ 156.36	\$ 159.69	\$ 163.09	\$ 166.56	\$ 170.11
Senior Consultant	\$ 127.05	\$ 129.74	\$ 132.51	\$ 135.33	\$ 138.21
Consultant	\$ 97.73	\$ 99.80	\$ 101.93	\$ 104.10	\$ 106.32

LABOR CATEGORIES

Accounting (SIN 520-11)

Our Accounting Services team is comprised of a team of experts with specialized expertise in driving efficient and effective accounting operations, policy and procedures, internal controls, as well as, system and process optimization. The team is led by a Principal in the practice and may include Senior Managers, Managers, Senior Consultants and Consultants. The following is description of the technical requirements of each of these positions:

Labor Category	Education / Certification	Minimum Yrs. Experience	Description
Principal	BS /BA; typically holds CPA, CIA, or relevant certification	12	<p>The Principal is responsible for the overall quality of the engagement including ensuring the appropriate resource selection and deployment, reviewing and ensuring quality of all deliverables, and interfacing with key project stakeholders to ensure on-time and on-budget projects. Typically acts as the primary liaison to the client. Ensures awareness of any milestone concerns or significant issues and resolves accordingly.</p> <p>Principals are typically recognized experts in internal control, financial reporting, accounting operations, process improvement, or related disciplines.</p>
Senior Manager	BS /BA; typically holds CPA, CIA, or relevant certification	10	<p>Senior Managers bring specific knowledge to a project and possess deep expertise in at least one service line area. The Senior Manager is often selected as the on-site project manager due to their broad business knowledge, ability to link customer needs with business processes, and their strong project management and communication skills. The Senior Manager often leads the day to day team, manages project deliverables, coordinates the resolution of issues, and manages team member activities.</p>
Manager	BS /BA	6	<p>A Manager brings specific industry or functional knowledge to the projects. The Manager has responsibility for the day-to-day tasks of project teams in large scale deployment projects or overall project management for smaller projects. The Manager interfaces with project stakeholders and ensures effective communication through project plans. He or she is typically responsible for the day to day management of team members executing the tasks associated with the project plan. The manager reviews consultant's work</p>

Labor Category	Education / Certification	Minimum Yrs. Experience	Description
			product to ensure quality and alignment with project objectives. The Manager interfaces with project stakeholders and ensures effective communication throughout the project.
Senior Consultant	BS /BA	5	<p>A Senior Consultant is assigned tasks associated with the overall project plan and supervises staff professionals. These team members typically have strong accounting and internal control experience and are responsible for process evaluation, accounting transactions, data capture, data mining, and initial policy and procedure development. They typically perform more difficult and technical areas. They use strong analytical skills to uncover and evaluate process gaps; policy and control deficiencies; adherence to regulatory requirements, and application of appropriate accounting regulations. They have a proven ability to learn and understand the client's operations and are able to identify engagement issues as they arise and communicate issues and potential solutions to firm and client management appropriately.</p> <p>Generally has entry to mid management experience and capability. Good project execution skills and written and oral communication capabilities. May have achieved professional training, certifications and accreditations normally associated with positions of authority within the industry.</p>
Consultant	BS /BA	3	A Consultant is assigned tasks associated with the overall project plan. These team members apply accounting experience and analytical skills to follow designated tasks. Consultants integrate with the other team members to support completion of deliverables, specific data analyses, complete data entry or data capture, and drive document attainment and control.

Risk Assessment and Mitigation Services (520-17)

Our uniquely qualified risk team has worked together on complex projects and initiatives serving companies and governmental agencies large and small. The team is led by a Partner, Practice Leader or Principal in the practice and may include Senior Managers, Senior Technical Advisors, Senior Managers, Managers, Senior Consultants, and Consultants. The team will consist of risk professionals, industry leaders, and process and technology experts ensuring that the risk assessment program is grounded in practicality and meaningful mitigation actions.

The following is description of the technical requirements of each of these positions:

Labor Category	Education	Minimum Yrs. Experience	Description
Partner	BS /BA	15	<p>The Partner is responsible for the oversight of the client relationship, as well as, insuring that specific engagements and work product are performed to the firm's uncompromising high quality standards. Responsible for planning and commitment of the Firm's resources. Serves as the firm's most experienced and senior Subject Matter Experts. Outstanding project management skills, engagement scoping, team leadership, and written and oral communication capabilities.</p> <p>15+ years of experience in a combination of client service or industry practitioner. Most have a minimum of 10 years of executive "C" level experience (ex. COO, CCO, CRO, CLO or CFO.) Possesses Bachelor's Degree in Economics, Business, Finance, Accounting or related field and often holds an MBA or other advanced degree. Generally has attained certification or licensure in area of functional expertise.</p>
Practice Leader	BS /BA	15	<p>The Practice Leader may be responsible for project oversight in conjunction with the Partner or as the lead on less complex engagements. Sets overall direction for client engagements and is responsible for contract and financial management of one or more client engagements. The Practice Leader ensures that specific engagements and work product are performed to the firm's uncompromising high quality standards. Outstanding project management skills, engagement scoping, team leadership, and written and oral communication capabilities.</p>
Principal	BS /BA;	10	<p>Serve as Subject Matter Experts and/or Project Manager for large or complex engagements. Responsible for insuring the projects and tasks are performed on time and within budget. Also ensures contractual compliance for engagements and monitors and managers resource allocation. Outstanding project management skills, engagement scoping, team leadership, and written and</p>

Labor Category	Education	Minimum Yrs. Experience	Description
			<p>oral communication capabilities.</p> <p>Up to 10+ years of experience in a combination of client service and industry related practitioner roles.</p>
Senior Manager	BS /BA	8	<p>A Senior Manager brings specific knowledge to a project and possesses deep expertise in at least one service area. The Senior Manager is often selected as the on-site project manager due to his/her broad business knowledge, ability to link customer needs with business processes, and his/her strong project management and communication skills. The Senior Manager often leads the day to day team, manages project deliverables, facilitates the resolution of issues, and coordinates team member activities along with being an expert in their field.</p>
Senior Technical Advisor/Subject Matter Expert (“SME”)	BS /BA; most often will have advanced degree	10	<p>Senior Technical Advisors have extremely in-depth knowledge of their designated area of expertise and are called upon by project teams to address complex matters arising during the project. Senior Technical Advisors will be leveraged to review, analyze, and perform steps related to their field of expertise (i.e. credit, risk, compliance operations, technical accounting etc.). They have a proven ability to understand client strategy and link with practical business solutions. Involved in designing remediation activities or process improvement programs for complex matters.</p>
Manager	BS /BA	7	<p>A Manager in our practice brings specific industry or functional knowledge to the project. The Manager is typically responsible for the day to day management of team members executing the tasks associated with the segments of the project plan. The Manager interfaces with project stakeholders and ensures effective communication through project plans, status reports, and closing documents. A Manager has knowledge and experience delivering projects that align with the specific service line’s business/functional goals and strategies. Demonstrates strong skills and experience as both an expert and Team Leader or Project Manager for small to mid-size engagements involving supervision of 5-10 resources.</p>

Labor Category	Education	Minimum Yrs. Experience	Description
Senior Consultant	BS /BA	5	<p>A Senior Consultant is assigned tasks associated with the overall project plan and supervises staff professionals. These team members typically have strong risk assessment, analytical skills, and database design / management expertise and are responsible for data capture, data mining, and initial policy, procedure and process redesigns. They typically perform more difficult and technical areas. They use strong analytical skills to uncover and evaluate process gaps; policy and control deficiencies; adherence to regulatory requirements, and application of appropriate accounting regulations. They have a proven ability to learn and understand the client's operations and are able to identify engagement issues as they arise and communicate issues and potential solutions to firm and client management appropriately.</p> <p>Generally has entry to mid management experience and capability. Good project execution skills and written and oral communication capabilities. May have achieved professional training, certifications and accreditations normally associated with positions of authority within the industry.</p>
Consultant	BS /BA	3	<p>A Consultant is a critical team member and is assigned tasks associated with the overall project plan. These team members apply accounting experience and analytical skills to follow designated tasks. Consultants integrate with the other team members to support completion of deliverables, specific data analyses, complete data entry or data capture, and drive document attainment and control.</p>