

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 GSA Advantage! is: GSAAvantage.gov.

Schedule Title: Financial and Business Solutions (FABS)
FSC Standard Industry Group: 520
FSC Service: Professional Financial Services
FSC Service Code(s): R704 and R710
Contract #: GS-23F-0055W
Contract Period: 05/19/2010 – 05/18/2015



Contractor:
Red Rock Government Services, LLC
21351 Gentry Drive, Suite 150
Sterling, VA 20165
703-448-1635
703-651-5550 (fax)
www.redrockbusinessadvisors.com

Contract Administration Source: Chad Davis
703-850-8886
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Business size: Small

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- 1. Special Item numbers/Rates/Categories:**
 - a. Special Item Numbers (SINs): 520-11 Accounting; 520-13 Complementary Financial Management Services
 - b. Prices shown in price list are valid for all geographic areas. See Price List for details
 - c. Labor Rates and Category Descriptions: Please see labor category descriptions
- 2. Maximum order**
\$1,000,000.00
- 3. Minimum order**
\$300.00
- 4. Geographic coverage (delivery area)**
Domestic
- 5. Point(s) of production (city, county, and State or foreign country)**
Red Rock Government Services, LLC
21351 Gentry Drive, Suite 150
Sterling, VA 20165
- 6. Discount from list prices or statement of net price**
Prices shown in price list are net with all discounts deducted
- 7. Quantity discounts**
2% - \geq \$1,000,000.00 Task Order Value per year
- 8. Prompt payment terms**
2% NET10
- 9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold**
Government Purchase Cards are accepted at the micro purchase threshold.
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold**
Government Purchase Cards are accepted at the micro purchase threshold
- 10. Foreign items (list items by country of origin)**
Not Applicable
- 11a. Time of delivery**
To be negotiated with ordering activity at time of order
- 11b. Expedited Delivery**
To be negotiated with ordering activity at time of order

11c. Overnight and 2-day delivery

To be negotiated with ordering activity at time of order

11d. Urgent Requirements

To be negotiated with ordering activity at time of order

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

Destination

13a. Ordering address(es)

Red Rock Government Services, LLC
21351 Gentry Drive, Suite 150
Sterling, VA 20165
Attention: C. Davis
703-448-1635
703-651-5550 (fax)
Email: chad@redrockbusiness.com

13b. Ordering procedures

See the section titled Blanket Purchase Agreement. Further information and a sample BPA can be found at: http://www.gsa.gov/Portal/gsa/ep/contentView.do?contentType=GSA_OVE

14. Payment address(es)

Red Rock Government Services, LLC
21351 Gentry Drive, Suite 150
Sterling, VA 20165
Attention: A/R
703-448-1635
703-651-5550 (fax)
Email: chad@redrockbusiness.com

15. Warranty provision

Not Applicable

16. Export packing charges, if applicable

Not Applicable

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level)

Not Applicable

18. Terms and conditions of rental, maintenance, and repair (if applicable)

Not Applicable

19. Terms and conditions of installation (if applicable)

Not Applicable

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- 20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable)**
Not Applicable
- 20a. Terms and conditions for any other services (if applicable)**
Not Applicable
- 21. List of service and distribution points (if applicable)**
Not Applicable
- 22. List of participating dealers (if applicable)**
Not Applicable
- 23. Preventive maintenance (if applicable)**
Not Applicable
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants)**
Red Rock will comply with any applicable environmental guidelines/ regulations associated with the production and distribution of products and services provided under this GSA Schedule.
- 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. contractor's website or other location.)**
The EIT standards can be found at: www.Section508.gov/
- 25. Data Universal Number System (DUNS) number**
186166240
- 26. Notification regarding registration in Central Contractor Registration (CCR) database**
Red Rock's CCR registration is active and current

Red Rock Labor Category Descriptions

<p>Partner/Principal (P/P)</p> <p>General Experience—A Partner/Principal requires a minimum of 12 years of consulting and/or directly relevant industry experience. Experience includes: executive level management and direction on program financial advisory services engagements, working experience in project definition and business and systems analysis, creation of competitive strategies, and integration of global business solutions. A Partner/Principal works with other senior client staff to monitor quality and risk and identify potential issues and overall project problem areas and designs a strategy for addressing them. A Partner/Principal is proficient in reviewing strategic plans and business strategies and design, organizational and infrastructure designs, and project deliverables to maintain a standard of consistency and quality throughout a project’s life cycle. A Partner/Principal has experience with Federal accounting, budget planning, budget formulation, and budget execution functions.</p> <p>Functional Responsibility—A Partner/Principal provides strong executive level management and direction. A Partner/Principal has served in this position for several years and possesses a broad understanding of the financial management operations and services. A Partner/Principal not only brings a thorough understanding of financial management, but also has an extensive tool set of skills to solve the client’s problems. This position serves in an advisory capacity, providing members of the project team and the client organization a level of quality review to help guide the project to remain on schedule and within funding parameters. A Partner/Principal provides management and technical review, industry insight, issue resolution, and employs proven problem solving techniques, directs critical decision making. This position is also responsible for ensuring quality assurance.</p> <p>Minimum Education: Bachelor’s or equivalent</p>

<p>Senior Manager:</p> <p>General Experience—A Senior Manager requires a minimum of 10 years of consulting and/or directly relevant industry experience, including: engagement experience in project scope and approach, focus on project delivery and business and technical integration, ability to drive business strategy and planning changes at the executive levels, oversight of key business and process enablers, and management of project resources. A Senior Manager maintains responsibility for managing the project team and daily operations of project development and fostering client comfort and feasibility with the project objectives and goals. Other experience includes communication with client and project managers and management of multiple projects across various industries and/or clients.</p> <p>Functional Responsibility—A Senior Manager provides strong senior-level management and has served in this position for several years. A Senior Manager has responsibility for overall project activities and is the primary point of contact with client executives. This position assumes responsibility for project delivery and oversight of key business enablers on projects and identification of needs for new tools. A Senior Manager assumes regular interaction and communications with the Government Contracting Officer (CO) and delegated government representatives. A Senior Manager also maintains responsibility for managing business solutions, delegating appropriate resources, and fostering quality assurance principles across projects and deliverables and using problem solving techniques to resolve issues. A Senior Manager may be involved in process and productivity improvement, systems alignment, organizational assessments, and program audits and evaluations. A Senior Manager has deep knowledge of Federal accounting, budget planning, budget formulation, and budget execution functions and is proficient with the applicable GAO, OMB, and other financial regulations.</p> <p>Minimum Education: Bachelor’s or equivalent</p>
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Manager:

General Experience—A Manager is an experienced Manager that has a minimum of seven years of consulting and/or directly relevant industry experience. Experience includes: senior-level management and direction on client engagements, extensive experience in all aspects of leading a project, understanding business needs, experience in formulating project definition, isolating success factors, and aligning firm objectives with client needs. A Manager maintains the day-to-day interaction with the client, fostering successful program management through performance reviews, assessment and analysis, design and development of solutions, monitoring budget allotments, issues resolution, and implementation. Other experience includes management of local resources, administration of project work plans and processes, and core capabilities in information systems design and technical solutions.

Functional Responsibility—A Manager provides strong management and direction and is focused on high performance work. A Manager has served in this position for several years and has extensive consulting experience and industry focus. A Manager assumes responsibility for managing engagement issues and outlining project work plans and deliverables. A Manager reviews engagement scope for consistency with overall firm and client objectives and actively manages project resources, budget activities, quality control practices and project deliverables. A Manager also maintains a constant flow of communication with the client and project team and provides technical direction and experience. A Manager assumes day-to-day responsibility for proper implementation of business solutions and overall project performance. A Manager may oversee analysis of client problems, development of creative solutions and recommendations, organizational assessments, program audits, and evaluations, system alignment, and process and productivity improvement. A Manager has advanced knowledge of Federal accounting principles and transactions as well as budget planning, formulation and execution processes. A Manager also has deep understanding of the applicable GAO, OMB, and other financial regulations.

Minimum Education: Bachelor's or equivalent

Senior Consultant:

General Experience—A Senior Consultant is an experienced senior consultant that has a minimum of 3 to 7 years of consulting and/or directly relevant industry experience and/or educational training in related fields. Experience includes: support program management and analysis of client issues, assist with solution design and development, lead client teams, analyzing project data, and develop of appropriate deliverables. A Senior Consultant is able to support the objectives and goals of the program. Other experience includes: perform benchmark analyses, build organizational design models, and define business and technical needs.

Functional Responsibility—A Senior Consultant provides senior-level analytical and program support. A Senior Consultant contributes to engagement work plan development and often leads assigned engagement tasks to completion. Based on project scope, a Senior Consultant may: apply business modeling, process modeling, and business design techniques; formulate diagnoses through financial or statistical modeling, assesses appropriate alternatives, and offer conclusions to Project Manager. A Senior Consultant also participates in organizational assessments, and leads performance measures and indicators analysis. A Senior Consultant has knowledge of Federal accounting principles and accounting transactions and an understanding of budget planning, budget formulation, and budget execution processes. A Senior Consultant is proficient with various financial analysis methods and has an understanding of financial systems requirements.

Minimum Education: Bachelor's or equivalent

Consultant:
General Experience —A Consultant is an experienced consultant that requires a minimum of one to three years in the consulting field or other related work experience. Experience includes: proficiency in analyzing and defining business needs, applying methodologies, support of program management, exposure to client issues, and development of project deliverables. A Consultant provides assistance on completing work plan activities, analyzes relevant data and information, and supports implementation of business solutions. Other experience may include process improvement diagnoses, process modeling and documentation, benchmarking activities, and exposure to change management principles.
Functional Responsibility —A Consultant provides analytical and program support and has served in this position for at least 12 months. A Consultant serves as a key analytical resource on the engagement team, conducting relevant research, distilling data, and creating reports. A Consultant uses consulting tools and methodologies to meet project objectives and complete assigned project deliverables and activities. A Consultant maintains responsibility for quality assurance practices and may also participate in organizational assessments, process analysis and design, and performance measures and indicators. A Consultant has exposure to Federal accounting principles and budget planning, budget formulation, and budget execution processes.
Minimum Education: Bachelor’s or equivalent

Pricing

SINs	Labor Category Description	Base Period Year 1	Base Period Year 2	Base Period Year 3	Base Period Year 4	Base Period Year 5
520-11,13	Partner/Principal	\$156.92	\$160.06	\$163.26	\$166.52	\$169.86
520-11,13	Senior Manager	\$134.50	\$137.19	\$139.93	\$142.73	\$145.59
520-11,13	Manager	\$121.05	\$123.47	\$125.94	\$128.46	\$131.03
520-11,13	Senior Consultant	\$112.08	\$114.32	\$116.61	\$118.94	\$121.32
520-11,13	Consultant	\$92.36	\$94.21	\$96.09	\$98.01	\$99.97

**Blanket Purchase Agreement
(CUSTOMER NAME)**

BPA NUMBER _____

Pursuant to GSA Federal Supply Schedule Contract Number(s) _____, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (Ordering Agency):

- (1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

<i>MODEL NUMBER/PART NUMBER</i>	<i>*SPECIAL BPA DISCOUNT/PRICE</i>
_____	_____
_____	_____
_____	_____

(2) Delivery:

<i>DESTINATION DELIVERY</i>	<i>SCHEDULE/DATES</i>
_____	_____

- (3) The Government estimates, but does not guarantee, that the volume of purchases through this agreement will be _____.
- (4) This BPA does not obligate any funds.
- (5) This BPA expires on _____ or at the end of the contract period, whichever is earlier.
- (6) The following office(s) is hereby authorized to place orders under this BPA:

OFFICE POINT OF CONTACT

- (7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.
- (8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:
 - (a) Name of Contractor;
 - (b) Contract Number;
 - (c) BPA Number;
 - (d) Model Number or National Stock Number (NSN);
 - (e) Purchase Order Number;
 - (f) Date of Purchase;
 - (g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
 - (h) Date of Shipment.
- (9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.
- (10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.