

Alliance Consulting Corporation

SBA Certified 8(a) Business

GENERAL SERVICES ADMINISTRATION

Authorized Federal Supply Schedule Price List

FINANCIAL AND BUSINESS SOLUTIONS

FSS Group: 520

SIN 520-11 **Accounting**

SIN 520-12 **Budgeting**

SIN 520-13 **Complimentary Financial Management Services**

SIN 520-14 **Audit and Financial Training Services / Contract No: GS-23F-0058W**

(Small Business Set-aside)

Contract Number: GS-23F-0059W

&

Contract Number: GS-23F-0058W

**Small Business Set-aside for SIN 520-14
Financial and Audit Training Services**

Base Contract Period of Performance

May 21, 2010 to May 20, 2015



ALLIANCE CONSULTING CORPORATION

**Metro Park North
7529 Standish Place
Suite 104**

Rockville, MD 20855

Attn: Sam S. Bedi

Email: sbedi@alliancecorp.net

Tel: 301-294-9290, Ext 22

Fax: 301-294-1950

www.alliancecorp.net

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!*, a menu driven database system.



The Internet address for GSA Advantage! is: GSAAdvantage.gov

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SECTION I - CORPORATE OVERVIEW

AllianceCorp is a SBA certified 8(a) business and is incorporated under the laws of the State of Delaware, with its principal place of business in Rockville, MD.

AllianceCorp's FABS-520 Schedule offers government agencies a streamlined way to procure a wide range of effective solutions to meet increasingly complex organizational challenges. Our FABS-520 Schedule gives quick and easy access to AllianceCorp's experts with extensive experience in guiding and assisting clients through a wide range of financial and business solutions and services.

AllianceCorp is committed to FABS-520 solutions that emphasize high quality, innovative services, solution solving, and pro-active customer service:

Quality - AllianceCorp is the consultant of choice for the full range of financial and business projects in both the public and private sectors. We are recognized for the quality of our services across the government for business improvement initiatives and a majority of our clients engage us for additional work, offering further testament to our strong reputation and the value we provide to our customers.

Experience - AllianceCorp offers a rich consulting skill base and management commitment to apply its recognized capability to innovatively resolve program objectives. Our insights and understanding of requirements regularly translate into cost savings and performance efficiencies measurable in terms of reduced learning curves, quality of service, and effective use of leading-edge technologies.

Skilled Professionals - AllianceCorp's multidisciplinary consulting team works with clients on financial and business initiatives on a day-to-day basis. We provide a wide range of services such as accounting, budgeting, financial management services and instructor-lead training. Our team includes several distinguished experts, research and policy analysts, financial analysts, training development specialists, facilitators, and other professionals with experience in financial and business initiatives. Today's Government executives are challenged on several fronts; competing in the information age, providing the highest levels of quality service, and managing with fewer and fewer resources. To meet these demands and challenges, executives and managers are constantly seeking to maximize their organizations' efficiency and effectiveness by redefining, restructuring, and reassuring their missions to achieve more effective and efficient ways to implement new ideas.

We are proud of our reputation for providing quality FABS-520 Support Services. We are committed to applying the knowledge and experience we have gained over the years in helping our customers react quickly and decisively to the challenges they face. Our efforts have not gone without reward: a majority of our business is follow-on tasks from existing clients, proving that AllianceCorp delivers what we promise and achieves superior customer satisfaction, the same satisfaction that our clients have come to expect.

To find out how we can assist you in meeting your FABS-520 needs, please contact us at:

301-294-9290 or visit our website at www.alliancecorp.net



SECTION II - CUSTOMER INFORMATION

1. Table of awarded special item numbers:

SIN 520-11: **Accounting**

SIN 520-12: **Budgeting**

SIN 520-13: **Complementary Financial Management Services**

SIN 520-14: **Audit and Financial Training Services** **Contract No: GS-23F-0058W**
(Small Business Set-Aside)

2. Maximum order

\$1,000,000.00

3. Minimum order

\$300.00

4. Geographic coverage (delivery area)

Domestic only

5. Point(s) of production (city, county, and State or foreign country)

Alliance Consulting Corp
7529 Standish Place
Suite 104,
Rockville, MD 20855

6. Discount from list prices or statement of net price

Government net prices (discounts already deducted)

7. Quantity discounts:

To be negotiated at the task order level

8. Prompt payment terms

1%-10 days Electronic Funds Transfer only, NET 30 days

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

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

Will Accept Over \$2,500

10. Foreign items (list items by country of origin)

None

11a. Time of delivery (Contractor insert number of days)

To be specified on each individual 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 lists that have expedited delivery

Contact Sam S. Bedi to expedite delivery- Tel: 301-294-9290 / Email: sbedi@alliancecorp.net

11c. Overnight and 2-day delivery - The Contractor will indicate whether overnight and 2-day delivery is available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery

Contact Sam S. Bedi for overnight and 2 (two) day delivery

Tel: 301-294-9290 / Email: sbedi@alliancecorp.net

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 affect a faster delivery

Contact Sam S. Bedi for rates. Tel: 301-294-9290 / Email: sbedi@alliancecorp.net

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

Destination

13a. Ordering address

Alliance Consulting Corp

7529 Standish Place

Suite 104

Rockville, MD 20855

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 (fss.gsa.gov/schedules) Contractor is to simply include this statement as Item 13b.

14. Payment address

Alliance Consulting Corp

7529 Standish Place

Suite 104

Rockville, MD 20855

Tel: 301-294-9290

Fax: 301-294-1950

ACH Payments: Financial Information – Wachovia Bank

9-Digit ABA Routing Number: see invoice

Account No. see invoice

15. Warranty provision

Not applicable



16. Export packing charges, if applicable
TBD
17. Terms and conditions of Government purchase card acceptance
(any thresholds above the micro-purchase level)
Contact Sam S. Bedi for rates. Tel: 301-294-9290 / Email: sbedi@alliancecorp.net
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. 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/
N/A
25. Data Universal Number System (DUNS) Number
118861942
26. Notification regarding registration in Central Contractor Registration (CCR) database
Registered with CCR - Registration complete



FOLLOWING IS A LIST OF AWARDED SINs AND THEIR DEFINITIONS

SIN 520-11 ACCOUNTING

Transaction analysis, transaction processing, data analysis and summarization, technical assistance in devising new or revised accounting policies and procedures, classifying accounting transactions, special studies to improve accounting operations.

SIN 520-12 BUDGETING

Access and improve the budget formulation and execution processes, conduct special reviews to resolve budget formulation or budget execution issues, provide technical assistance to improve budget preparation or execution processes.

SIN 520-13 COMPLEMENTARY FINANCIAL MANAGEMENT SERVICES

Access and improve financial management systems, financial reporting and analysis, strategic financial planning, financial policy formulation and development. Devise and implement performance measures, conduct special cost studies, perform actuarial services, perform economic and regulatory analysis, assist with financial quality assurance efforts, perform benchmarking.

SIN 520-14 AUDIT AND FINANCIAL TRAINING SERVICES

Contract No: GS-23F-0058W (Small Business Set-Aside)

Plan and deliver audit and financial training services including but not limited to course development and instruction required to support audit, review, financial assessment and financial management activities.



SECTION III – FABS-520 HOURLY LABOR RATES

Alliance Consulting Corp. (AllianceCorp) proposes to provide services under the following GSA FABS-520 Special Item Numbers (SINS):

SIN 520-11: ACCOUNTING

SIN 520-12: BUDGETING

SIN 520-13: COMPLEMENTARY FINANCIAL MANAGEMENT SERVICES

SIN 520-14: AUDIT AND FINANCIAL TRAINING SERVICES

Contract No: GS-23F-0058W (Small Business Set-aside)



LABOR HOUR RATES

The Following list specifies Labor Categories and their associated approved loaded rates. Rates listed are On-Site rates. Full description of each labor category is included as Section V: FABS-520 Labor Category Position Descriptions.

SIN	LABOR CATEGORY	BASE YEAR	YEAR 2	YEAR 3	YEAR 4	YEAR 5
520-11	Accountant / Analyst I	\$115.26	\$117.56	\$119.91	\$122.30	\$124.74
520-11	Accountant / Analyst II	\$141.07	\$143.89	\$146.76	\$149.69	\$152.68
520-12	Budget / Analyst I	\$115.26	\$117.56	\$119.91	\$122.30	\$124.74
520-12	Budget / Analyst II	\$141.07	\$143.89	\$146.76	\$149.69	\$152.68
520-13	Financial Management / Analyst I	\$113.14	\$115.40	\$117.70	\$120.05	\$122.45
520-13	Financial Management / Analyst 1	\$117.55	\$119.90	\$122.29	\$124.73	\$127.22
520-13	Subject Matter Expert I	\$277.95	\$283.50	\$289.17	\$294.95	\$300.84
520-13	Program Manager I	\$175.00	\$178.50	\$182.07	\$185.71	\$189.43



SECTION IV – FABS-520 TRAINING & RATES

Contract No: GS-23F-0058W (Small Business Set-Aside)

ACC Course Number	Title of Training Course	GSA Price	Additional Student Price After Minimum Participant	Minimum Participant	Maximum Participant
	Schedule of Two-Day Training Courses				
ACC-001	Independent Government Cost Estimating	\$7,200.00	\$480.00	15	30
ACC-002	Cost and Price Analysis	\$7,200.00	\$480.00	15	30

Pricing / Discount Notes:

1. ACC requires a minimum of fifteen (15) students per on-site training course. The course price is based on a minimum of fifteen (15) students. Additional student prices will be charged after the minimum Fifteen (15) student course price, not-to-exceed thirty (30) students.
2. The GSA Discount is computed based on equivalent commercial pricing (from training catalogues, the internet or equivalent training done for the private sector)
3. Each Price includes the course instruction and all materials.
4. A “training day” consists of 6.5 hours of training.
5. ACC classes are generally held at a pre-determined client site. ACC facilities are available as a billable ODC up to thirty (30) students and will be negotiated at the task order level.
6. The GSA Price includes the Industrial Funding Fee (0.75%)
7. Travel expenses are a separate, reimbursable expense based on the current, allowed rates from the Government Travel Regulations. Prices exclude GTR reimbursable expenses for instructor travel, including applicable per-diem.
8. Additional Discount: If more than six training classes are purchased from Schedule 520-14 over the course of the year, the subsequent pricing will reflect a 2% discount.

Future economic price adjustments for training courses awarded under SINs 520-14 will be in accordance with 552.216-70 and based on Alliance Consulting Corp’s Professional Services Commercial Price List.



SIN 520-14: AUDIT AND FINANCIAL TRAINING SERVICES

Contract No: GS-23F-0058W (Small Business Set-Aside)

Title of Course:	INDEPENDENT GOVERNMENT COST ESTIMATING	Length of Course (# of Hrs/Days):	16 hours/ 2 days
Total Price of Course:	\$ 7,200.00	Minimum Number of Participants:	15
Course Number	ACC-001	Maximum Number of Participants:	30
Price per each additional participant in excess of the minimum (if applicable)			\$480.00
Description of course: One of the major gaps in effectively carrying out the procurement process is cost estimating. The reason it is a gap stems from the realization that it must be done but how do we do it? This two-day workshop will close this knowledge and skill gap by briefly, yet completely explaining the why, what, how, where and when. In addition, connections to the selection and administration phases will be emphasized.			
NOTE: Base Price herein is based on fifteen (15) students and assumes maximum participant attendance.			

Title of Course:	COST AND PRICE ANALYSIS	Length of Course (# of Hrs/Days):	16 hours/ 2 days
Total Price of Course:	\$ 7,200.00	Minimum Number of Participants:	15
Course Number	ACC-002	Maximum Number of Participants:	30
Price per each additional participant in excess of the minimum (if applicable)			\$480.00
Description of course: No single area of federal procurement is more comprehensive or prone to error than doing cost or price analysis. This three-day course takes a full view approach to presenting all salient aspects required to understand and apply tools and techniques better to achieve an “early warning” facility with these topics. A balance of concept followed by immediate application and exercise will strengthen each participant’s ability to then work through case studies. The “take away” herein is to have a complete perspective on pricing and cost concerns as they affect the acquisition lifecycle.			
NOTE: Base Price herein is based on fifteen (15) students and assumes maximum participant attendance.			



SECTION V - LABOR CATEGORIES

AllianceCorp recognizes that successful performance depends on having the right skills and experience. These skills and experience, in turn, are acquired through the proper mix of education and professional experience. Increasingly, we find that the skills needed to meet Task Order performance requirements, in order to address today's problems, and tomorrow's challenges require individuals with varying levels of education, specialized knowledge and experience. The correct combination of these three elements is often unique and dependent on the particular requirements associated with the work being performed. Therefore, AllianceCorp's FABS-520 Schedule utilizes equivalencies between experience and education that allow us to take the full measure of an individual's capabilities. The job descriptions defined in this section provide the general guidelines for each labor category; however reasonable consideration may be used for determining the optimal combination of experience and education for each task.



[SIN 520-11: ACCOUNTING](#)

Labor Category: Accountant / Analyst – I

Responsibility/Function: Serves as a member of group of analysts who are working in concert to systematically integrate business, cost accounting, and financial reporting with management processes to ensure the efficient stewardship of public funds. In the performance of task work, applies an understanding of accounting practices and principles conducts data gathering, analysis, and reconciliation. Provides support to process improvement analysis assessments. Cognizant of interrelationships between financial management requirements and automated solutions, considering the current system environment and the potential integration of added systems concurrently or later. Familiarity with activity based costing, business case analysis and outsourcing requirements.

Experience: 2-4 years.

Education: BA or BS degree in business or related field. Applicable experience may be substituted for degree requirements.

Labor Category: Accountant / Analyst – II

Responsibility/Function: Serves as a team member, helping to ensure that a group of analysts are working in concert to systematically integrate business, cost accounting, and financial reporting with management processes to ensure the efficient stewardship of public funds. Provides guidance on the accurate recording of complex accounting events, apply appropriate cost accounting techniques, and possess an understanding of the principles of financial statement compilation. Possesses the ability to assess operational weaknesses, perform process improvement analysis, and craft corrective solutions. Ability to assess products and or procedures for compliance with government standards, accounting principles, internal controls, and multi-tiered system application standards. Understands the interrelationships between core accounting requirements and automated solutions, considering the current system environment and the potential integration of added systems. Is familiar with activity based costing, business case analysis and outsourcing requirements.

Experience: 4-6 years.

Education: BA or BS degree in business or related field. Applicable experience may be substituted for degree requirements.

[SIN 520-12: BUDGETING](#)

Labor Category: Budget / Analyst – I

Responsibility/Function: Performs budget duties associated with tracking obligations, costs, and revenues of various funds, revolving funds, and multi-year appropriations. Tracks customer advances, agreements, billings, purchase requests and orders through a variety of automated systems. Assists with projects and program managers, accountants and various analysts on a day-to-day basis.

Experience: 2-4 years.

Education: BA or BS degree in business or related field. Applicable experience may be substituted for degree requirements.



Labor Category: Budget / Analyst – II

Responsibility/Function: Performs full range of budget duties associated with tracking obligations, costs, and revenues of various funds, revolving funds, and multi-year appropriations. Tracks customer advances, agreements, billings, purchase requests and orders through a variety of automated systems. Develops budgets at the program level, office level and agency level. Works with project and program managers, accountants and various analysts on a day-to-day basis.

Experience: 4-6 years.

Education: BA or BS degree in business or related field. Applicable experience may be substituted for degree requirements.

SIN 520-13: COMPLEMENTARY FINANCIAL MANAGEMENT SERVICES

Labor Category: Financial Management Analyst - I

Responsibility/Function: Assists with development of financial policy, procedure manuals, and flowcharts of processes. Performs duties associated with OMB A-123 Appendix A. Develops operational work flows between budget offices and accounting offices, performs transaction analyses, and recommends accounting adjusting entries. Works with staff providing supporting information and records. Works closely with budget analysts and accountants on a daily basis.

Experience: 2-4 years.

Education: BA or BS degree in business or related field. Applicable experience may be substituted for degree requirements.

Labor Category: Financial Management Analyst - II

Responsibility/Function: Develops financial policy, procedure manuals, and flowcharts of processes. Performs duties associated with OMB A-123 Appendix A. Works with staff providing supporting information and records. Develops operational work flows between budget offices and accounting offices, performs transaction analyses, recommends accounting adjusting entries and assesses requirements for new reports. Develops financial reports and analyses such as future earnings or expenses that summarize and forecast the organization's financial position. Works closely with budget officers and accounting managers on a daily basis.

Experience: 4-6 years.

Education: BA or BS degree in business or related field. Applicable experience may be substituted for degree requirements.

Labor Category: Subject Matter Expert – I

Responsibility/Function: Defines the problems and analyzes and develops plans and requirements in the subject matter area for moderately complex to complex financial systems. Coordinates and manages the preparation of analysis, evaluations, and recommendations for proper implementation of programs and systems specifications in integrated financial management systems. Specifically: information systems architecture, networking, telecommunications, automation, communications protocols, risk management/electronic analysis, software, life-cycle management, software development methodologies, modeling and simulation, and capable of providing complex statistical modeling and analysis.



Experience: 8-10 years.

Education: MA or MS degree in business or related field. Applicable experience may be substituted for degree requirements.

Labor Category: Program Manager – I

Responsibility/Function: Performs day-to-day management of overall contract support operations, possibly involving multiple projects and groups of personnel at multiple locations. Organizes, directs and coordinates the planning and production of all contract support activities. Demonstrates written and oral communication skills. Has authority and responsibility to identify and commit resources required to support effort. Establishes and alters (as necessary) corporate management structure to direct effective contract support activities. Crafts and enforces quality control programs.

Experience: 6-8 years.

Education: BA or BS degree in business or related field. Applicable experience may be substituted for degree requirements.