



**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: <http://www.gsaadvantage.gov>*

**General Services Administration  
Federal Supply Service  
Professional Engineering Services (PES) Contract  
Schedule 871**

**CONTRACT NUMBER:**  
GS-23F-0061S

**PERIOD COVERED BY CONTRACT:**  
December 28, 2005 through December 28, 2010

**Monitor Government Venture Services, LLC  
100 Bayview Circle  
Suite 320  
Newport Beach, CA 92660  
Phone: 310.595.9701  
Fax: 310.595.9601  
[www.monitor.com](http://www.monitor.com)**

General Services Administration  
Management Services Center Acquisition Division  
Supplement **#PA-0004**, dated **9/25/09**

Business Size: **Large**  
DUNS: **14-259-9617**

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>.

## **GSA AWARDED TERMS AND CONDITIONS MONITOR GOVERNMENT VENTURE SERVICES, LLC**

- 1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

**SIN 871-1: Strategic Planning for Technology Programs/Activities**

**Professional Engineering Discipline: Chemical Engineering / Electrical Engineering**

**SIN 871-2: Concept Development and Requirements Analysis**

**Professional Engineering Discipline: Chemical Engineering / Electrical Engineering**

**SIN 871-6: Acquisition and Life Cycle Management**

**Professional Engineering Discipline: Electrical Engineering**

- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract.

**NOT APPLICABLE**

- 1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate not applicable for this item.

**Please refer to Attachment A**

2. MAXIMUM ORDER:

**\$ 750,000.00**

3. MINIMUM ORDER:

**\$100.00**

4. GEOGRAPHIC COVERAGE (DELIVERY AREA):

**48 Contiguous States, Alaska, Hawaii, Puerto Rico, and the District of Columbia.**

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

**NOT APPLICABLE**

6. Discount from list prices or statement of net price.

**GSA Net pricing as shown in pricing tables provided**

7. QUANTITY DISCOUNTS:

**Monitor Government Venture Services, LLC offers an additional 1% dollar volume discount for single purchase orders that exceed \$500,000.**

8. PROMPT PAYMENT TERMS:

**NONE**

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.

**YES**

10. FOREIGN ITEMS (LIST ITEMS BY COUNTRY OF ORIGIN):

**NONE**

11a. TIME OF DELIVERY:

**The contractor shall deliver or perform services in accordance with the terms negotiated in the agency's order.**

11b. EXPEDITED DELIVERY:

**Products are available for expedited delivery. Expedited delivery time is Negotiated between Contractor and Ordering Agency.**

11c. OVERNIGHT AND 2-DAY DELIVERY:

**Products are available for expedited delivery. Expedited delivery time is Negotiated between Contractor and Ordering Agency.**

11d. URGENT REQUIREMENTS:

**Products are available for expedited delivery. Expedited delivery time is Negotiated between Contractor and Ordering Agency.**

12. F.O.B. POINT(S):

**Destination**

13a. ORDERING ADDRESS:

**Monitor Government Venture Services, LLC**  
**100 Bayview Circle, Suite 320**  
**Newport Beach, CA 92660**  
**Phone: 310.595.9701**  
**Fax: 310.595.9601**

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](http://fss.gsa.gov/schedules).

14. PAYMENT ADDRESS.  
Monitor Government Venture Services, LLC  
P.O. Box 7084  
Newport Beach, CA 92658  
Phone: 310.595.9701  
Fax: 310.595.9601
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).  
**SAME**
18. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE).  
**NOT APPLICABLE**
19. TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE).  
**NOT APPLICABLE**
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).  
**NONE**
23. PREVENTIVE MAINTENANCE (IF APPLICABLE).  
**NOT APPLICABLE**
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants).  
**NOT APPLICABLE**

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/](http://www.Section508.gov/).

**NOT APPLICABLE**

25. DATA UNIVERSAL NUMBER SYSTEM (DUNS) NUMBER.

**14-259-9617**

26. Notification regarding registration in Central Contractor Registration (CCR) database.

**Cage Code # 3QUF0, valid through 9/10/10**

27. Uncompensated Overtime (Indicate if used):

**NO**

# MONITOR GROUP

## **MONITOR GOVERNMENT VENTURE SERVICES, LLC COMPANY INFORMATION**

Monitor Government Venture Services, LLC (“MGVS”) has proven Consulting Services expertise across the full range of Management, Organizational and Business Improvement Services (MOBIS), for this FSS contract. Our staff of seasoned professionals has extensive experience in the areas of Strategic Consulting and Planning, Technology Commercialization and Exploitation, Innovation Management, Organizational Assessment, Program Audit/Evaluation, Best Practices, Change Management, Business Process Re-engineering, Performance Measurements and Indicators, Process and Productivity Improvement and Leadership Development. Our objective is to assist our clients first identify their long-term strategic objectives, and then help them develop the strategies and implementation plans necessary to achieve those objectives, including aligning the resources and business processes with the stated goals and objectives of their strategic plan.

MGVS, a group company of the Monitor Company Group, LP (“Monitor”), focuses on providing advisory services to government customers as a prime contractor or subcontractor. Monitor is a leading global strategy consulting firm providing management advisory services and investment capital since 1983 to Fortune 500 companies and international firms, government agencies, and major nonprofit organizations. Monitor’s sustained investment in thought leadership generates unrivaled intellectual capital for our clients. Many of the world’s leading thought leaders in their respective disciplines work at Monitor, including Michael Porter, Bruce Chew, Tom Copeland, Jeffrey Rayport, Michael Jensen, Peter Schwartz, Chris Argyris, Barry Nalebuff and others. These individuals are known worldwide in academia, industry and government as leaders in corporate finance, competitive strategy, scenario planning, organization strategy and learning, enterprise governance and other disciplines.

### **AREAS OF EXPERTISE AND PERSONNEL**

MGVS has the tools and experience to assist Government decision makers develop and implement strategies for transformation, uncertainty and effective management. Issues of concern to our Government clients are similar to those of our commercial clients and most often have to do with strategic choices, resource allocation, investment decisions, technology insertion, innovation management, and effective policy, governance and organization for mission success. Benefits to our clients include acquisition and partnering strategies that optimize the use of resources and management of risk, options to restructure program and technology portfolios in an highly uncertain environment, ways to accelerate technology insertion into new and existing programs, approaches for influencing industrial base competitiveness, insights into capabilities towards desired beneficial end-states, and how to determine the best and most flexible paths to execute desired strategies.

As a Monitor Group Company, MGVS is able to draw upon all of Monitor’s resources, comprised of approximately 1,200 professionals in 29 offices around the globe with over \$1.5B of investment capital under management, as well as from an established consultant network. At Monitor, consultants are hired for their individual set of skills and capabilities, and represent both some of the brightest graduates and faculty from leading universities, as well as highly experienced executives and technologists from a broad spectrum of industry and government. Nearly half have advanced degrees in business, sciences, engineering, and political science disciplines.

Monitor's basic approach focuses on sources of differentiation, and it has invested in creating an organizational design that aligns well with these sources. There are highly specialized knowledge domains that are useful to clients; through our corporate group structure, we enthusiastically push the frontier of those domains while maintaining our intellectual leadership in the various domains of expertise and problem solving methodologies. This structure enables Monitor to attract and retain the best specialist talent, and effectively apply that talent towards client needs.

## **MANAGEMENT APPROACH, CLIENT SERVICE PHILOSOPHY AND ORGANIZATION**

We do not apply a single strategy or approach to every client; rather, we customize our solutions to emphasize and organize around productive reasoning and problem solving methodologies. Our approach typically focuses on choices of action available to our clients; this leads to practical, meaningful and tailored results. This "unified theory" approach enables us to partner effectively with our clients to develop innovative solutions rooted in facts and data rather than conventional wisdom or common template-based answers. Our management approach and processes are considered amongst the best within the strategy consulting industry; we rank as the fifth best consulting firm (Vault 2003 Guide, "Top 50 Consulting Firms" [www.vault.com](http://www.vault.com)) and are considered by our clients as the leading boutique global strategy consulting firm.

Monitor's differentiated position results largely from our commitment to invest continually in the development of phenomenological theory, heuristic problem solving methodologies and analytical tools. This is evidenced by Monitor's preeminence as a leading contributor both to academic literature and its practical application to strategic problems faced by industry, government agencies and nonprofit organizations.

Our management approach is simple: For any given client engagement, typically a Partner-level individual within MGVS has single point of responsibility with vested authority to assemble the needed resources from throughout the Monitor Group. This individual is assisted by a network of senior partners and thought leaders from throughout the firm as appropriate. Our ability to execute in this manner is uniquely enabled by our structure as a "family of professional services capabilities" under single, common governance worldwide—one global profit center without artificial boundaries.

Monitor is a strong proponent of working with small business. Through an active sub-contracting and outreach program, we seek small and disadvantaged businesses that can qualify for teaming and subcontracting opportunities with Monitor.

# MONITOR GROUP

## **GSA Labor Category Descriptions and Professional Engineering Disciplines**

Monitor Government Venture Services (MGVS) emphasizes key discipline criteria in filling these labor categories with qualified and experienced individuals. Engineering skills specifically focused upon are Chemical Engineering and Electrical Engineering. A brief description of our criteria, emphasis and approach to staffing these categories follows:

### **Chemical Engineering**

Chemical Engineers convert scientific discoveries into marketable products. They are involved in many aspects of Chemical production, Research and Design, as well as in the construction and operation of industrial plants. Chemical engineering is a diverse and complex profession. Frequently, engineers specialize in one area, such as food, pharmaceuticals, heat transfer and energy conversion, petrochemicals (chemicals made from petroleum or natural gas), or consumer products such as plastics, detergents, paint, and synthetic textiles. Others specialize in one particular aspect of chemical production, such as oxidation, evaporation, or polymerization (the process of joining single molecules together into long chains).

Chemical Engineers develop equipment for the manufacture of chemicals and related products and for the prevention of air, water, and soil pollution. They conduct research to develop new manufacturing processes, analyze operating procedures, equipment and machinery functions, and make recommendations for reducing processing time and cost. They design equipment for safe storage and transportation of chemical solids, liquids, and gases, as well as design control systems for chemical plants, based upon data from lab experiments and pilot plant operations. Chemical Engineers also perform tests and take measurements in order to determine the most efficient production methods and develop instrumentation and control systems that will safely and economically produce the highest quality product.

Because their work is multi-disciplinary, MGVS Chemical Engineers must be knowledgeable in chemistry, physics, and mechanical and electrical engineering, as well as in their own specialty. They may work closely with scientists and other engineers as members of a team, utilizing their extensive backgrounds to find solutions for defense, environmental or biomedical problems. MGVS Chemical Engineers who have knowledge and experience in both the scientific and production aspects of this work are experienced as administrators, project directors, sales engineers, and technical consultants. MGVS prides itself on the quality, experience and capabilities of our Chemical Engineering staff and their ability to lead teams to effect solutions for our US Government clients.

### **Electrical and Electronics Engineering**

Electrical and Electronics Engineers are involved in the applying the physics of electrical energy at both the micro and macro levels. This field of study is very broad. Engineers apply theories and principles of science and mathematics to solve practical technical problems. Electrical Engineers specialize in the production, transmission and uses of electrical power. Electronics Engineers are more involved with low power applications including radio and television, control electronics, computers and telephones including cell phones.

MGVS Electrical and Electronics Engineers are experienced in design and manufacturing industries including aerospace, electrical equipment, personal electronics, computer electronics, medical electronics and telecommunication equipment. Whether working as a researcher with experience in the investigation of application issues where material interactions occur at the micro level or conducting product design and development using CAD/CAE (computer-aided design and computer-aided engineering), MGVS engineers are the "hands on" engineers. They guided products through all stages of the design, development and manufacturing process. They've developed performance standards for new products and have developed qualification testing programs to ensure that these standards have been met. Additionally is it quite important that MGVS Engineers have the depth and skills to write technical manuals, instructional pamphlets, and installation instructions.

Electrical and Electronics Engineers work in other fields including power plant construction and design, nuclear power, Research & Development, field service and teaching. Our engineers have experience in all many different arenas of work; including consulting firms, public utilities and government. Additionally some are skilled in the marketing and sales of technical products.

MGVS Electrical and Electronics Engineers are strong communicators skilled in presenting the findings of their work in oral presentations, as well as in technical reports. This requires the keeping of accurate references for all work performed and the ability to clearly communicate findings and results.

## ATTACHMENT A: LABOR CATEGORY DESCRIPTIONS & AWARDED GSA HOURLY RATES

Please note that the prices below reflect the GSA hourly rates valid from December 29, 2008 to December 28, 2009. Please contact MGVS for outward year pricing.

LABOR CATEGORY	GSA HOURLY RATE
<b>Jr. Engineer / Scientist*</b>	<b>\$169.28</b>
<p><b>Education/Experience:</b> B.S., B.A. and/or B.B.A. Degree plus one (1) year of specialized experience preferred. Specialized experience may include design, development or production engineering, systems engineering, facilitation, training, survey development, advanced analysis for life cycle support planning, risk analysis and reduction, and logistics. The Jr. Engineer/Scientist position requires demonstration of advanced research, analysis, assessment, and modeling capabilities.</p> <p><b>Description of Qualifications:</b> The primary role of a Jr. Engineer/Scientist is to support the project team and work closely with more senior Engineers/Scientists conducting research and analysis, interpreting results and making recommendations for next steps. More specifically, this person interacts with case teams and clients at multiple levels, designs qualitative and quantitative research tools, understands the client's market and customer base using online and offline tools (industry reports, annual reports, etc), synthesizes findings, manages and oversees outsourcing of the research process, analyzes and models market data sets, and assists with the creation of presentations. Other responsibilities include developing task plans and understanding best practice frameworks, and key performance metrics. Discipline specific knowledge in Electrical and/or Chemical Engineering is desired.</p>	

LABOR CATEGORY	GSA HOURLY RATE
<b>Engineer / Scientist *</b>	<b>\$246.85</b>
<p><b>Education/Experience:</b> B.S., B.A. and/or B.B.A. Degree plus two (2) years of specialized experience. Specialized experience may include production engineering, systems engineering, facilitation, training, survey development, advanced analysis for life cycle support planning, risk analysis and reduction, and logistics. The Engineer/Scientist position requires demonstration of advanced research, technical analysis, assessment, and modeling capabilities.</p> <p><b>Description of Qualifications:</b> The primary role of an Engineer/Scientist is to work closely with senior Engineers/Scientists conducting research and analysis, interpreting results and making recommendations for next steps. Some mentoring of Jr. Engineer/Scientist is required. More specifically, this person interacts with case teams and clients at multiple levels, designs qualitative and quantitative research tools, performs comprehensive technical systems level design and analysis, performs detailed cost research and cost estimating, synthesizes findings, manages and oversees outsourcing of the research process, analyzes and models market data sets, and assists with the creation of presentations. Presentational skills are often required. Discipline specific knowledge in Electrical and/or Chemical Engineering is desired and strongly encouraged as a skill development.</p>	

*\* Policy on Educational Equivalency: Additional six (6) years of specialized experience may be substituted in lieu of Bachelors degree.*

LABOR CATEGORY	GSA HOURLY RATE
<b>Senior Engineer / Scientist</b>	<b>\$289.64</b>
<p><b>Education/Experience:</b> M.A., M.S., and/or M.B.A. Degree plus two (2) years specialized experience within industry, government or the military. Specialized experience may include production engineering, systems engineering, facilitation, training, survey development, advanced technical analysis, life cycle support planning, programmatic and technical risk analysis and reduction, and logistics.</p> <p><b>Description of Qualifications:</b> The Senior Engineer/Scientist serves in a consulting capacity and leads a part of the project effort and also provides mentoring for more junior Engineers/Scientists. In addition, Senior Engineers/Scientists are required to develop and articulate critical case hypotheses. They facilitate the successful completion of a portfolio of deliverables across many client team members. Specifically, this involves analyzing problems, defining solutions, communicating recommendations, developing procedures, building consensus with the client, managing client relations, providing technical direction, and developing and managing work plans. Presentation of deliverables to a client is a regular part of the job. Discipline specific knowledge in Electrical and/or Chemical Engineering is required.</p>	

LABOR CATEGORY	GSA HOURLY RATE
<b>Principal Engineer/Scientist</b>	<b>\$486.32</b>
<p><b>Education/Experience:</b> M.A., M.S., and/or M.BA Degree plus four (4) years specialized experience within industry, government or the military. Specialized experience may include design, development and production engineering, systems engineering, logistics, advanced analysis for life cycle support planning, programmatic and technical risk analysis and reduction, best practice definition and implementation, facilitation, training, project and/or program management, systems integration and/or engineering, policy planning and execution, methodology development and deployment, process re-engineering, change management, organizational development, advanced analysis, and modeling capabilities.</p> <p><b>Description of Qualifications:</b> The Principal Engineer/Scientist will work with and lead the members of the client team and is responsible for specific project deliverables. Principal Engineers/Scientists are expected to make a significant contribution to the generation of case hypotheses and the articulation of integrated case conclusions, and to provide day-to-day project management. They will provide quality control and testing of technical design and development, data gathering for research, execute complex analyses, demonstrate real-time pattern recognition skills, and conduct client presentations. They will facilitate the successful completion of the portfolio of deliverables across many client team members. Specifically, this involves analyzing problems, defining solutions, communicating recommendations, developing procedures, leading the development of presentations, building consensus with the client, managing client relations, providing technical direction, and developing and managing work plans. They have strong team-building, mentoring, communication and presentation skills. Discipline specific knowledge in Electrical and/or Chemical Engineering is required.</p>	

LABOR CATEGORY	GSA HOURLY RATE
Chief Engineer / Scientist	\$684.95
<p><b>Education/Experience:</b> M.A., M.S., and/or M.B.A. Degree and six (6) years specialized experience. Specialized experience may include design, development and production engineering, systems engineering, logistics, advanced analysis for life cycle support planning, programmatic and technical risk analysis and reduction, best practice definition and implementation, facilitation, training, project and/or program management, systems integration and/or engineering, policy planning and execution, methodology development and deployment, process re-engineering, change management, organizational development, advanced analysis, and modeling capabilities.</p> <p><b>Description of Qualifications:</b> The Chief Engineer/Scientist works with mid and senior level members of the client team responsible for the success of the specific engagement(s). They have broad project management engagement responsibilities and ensure that their work on client projects consistently reflects clients' goals and agenda. They work on business and client development in practice areas and generate ideas for new proposals. The Chief Engineer/Scientist must be capable of leading and managing large programs across multiple sites to ensure timely delivery within budget and facilitating management teams through the change process. Their responsibilities also include leveraging best practices frameworks, their own industry expertise, and technical competence in order to drive the overall design and implementation of customized best practices solutions. This person has excellent inter-personal and presentation skills. Discipline specific knowledge in Electrical and /or Chemical Engineering is required.</p>	

LABOR CATEGORY	GSA HOURLY RATE
Executive Managing Principal	\$919.79
<p><b>Education/Experience:</b> M.A., M.S., and/or M.B.A. Degree and eight (8) years specialized experience. Specialized experience may include design, development and production engineering, systems engineering, logistics, advanced analysis for life cycle support planning, programmatic and technical risk analysis and reduction, best practice definition and implementation, facilitation, training, project and/or program management, systems integration and/or engineering, policy planning and execution, methodology development and deployment, process re-engineering, change management, organizational development, advanced analysis, and modeling capabilities.</p> <p><b>Description of Qualifications:</b> The Executive Managing Principal has superior ability to lead and inspire consulting teams, manage every phase of an engagement, coach and mentor colleagues, and contribute to knowledge. They have exceptional intellectual, organizational and client management skills. Executive Managing Principals work with the most senior members of the client organization to develop and structure strategies, organizations, and business process. Responsibilities include leading the client teams to achieve the agreed upon value proposition, and defining tailored solutions that include but are not limited to the following project areas: supply and value chain management, process re-engineering, deployment logistics services, and management, organizational, and business improvement services. Discipline specific knowledge in Electrical and/or Chemical Engineering is required.</p>	

LABOR CATEGORY	GSA HOURLY RATE
<b>Subject Matter Expert / Thought Leader</b>	<b>\$1,103.75</b>
<p><b>Education/Experience:</b> Ph.D. plus ten (10) years subject matter experience, or Masters Degree and twelve (12) years applicable subject matter experience, or Bachelors Degree with fourteen (14) years subject matter experience.</p> <p><b>Description of Qualifications:</b> The Subject Matter Expert / Thought Leader has profound knowledge of an industry or functional area and brings to bear on projects as called on by the Executive Managing Principal. The person develops requirements for a project's inception to conclusion in a subject matter area, for programs running the gamut from simple to moderately complex. This is the key corporate resource that can be called on to provide unique insight, analysis, evaluation and recommendations for improvements, optimization, development, and/or maintenance efforts for client-specific or mission-critical proficiencies; consult with client to define the true need or problem; and conducts studies and surveys to obtain data and analyze data to advise on or recommend solution. Discipline specific knowledge in Electrical and/or Chemical Engineering is required.</p>	