



**Schedule for – Professional Services Schedule (PSS)
Industrial Group: 00CORP
Contract Number: GS-23F-0134N**

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

Contract Period: January 30, 2003 – January 29,2018

**Price List Effective August 12,2016
Prices Shown Herein are Net (discount deducted)**

Contractor: Lafayette Group, Inc.
1919 Gallows Road, Suite 630
Vienna, Virginia 22182

Business Size: Small

Telephone: (703) 760-8866

Extension: 265

FAX Number: (703) 760-8870

Web Site: www.lafayettegroup.com

E-mail: lharris@lafayettegroup.com

Contract Administration: Lisa Harris

CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers: 541-1000/RC, 541-2/RC, 541-4A/RC, 541-5/RC, 874-1/RC, and 874-7/RC.

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. *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. *See outlined below.*

2. Maximum Order: \$1,000,000.00 Per SIN



3. Minimum Order: \$100
4. Geographic Coverage (delivery Area): FOB Domestic Only
5. Point(s) of production (city, county, and state or foreign country): Same as company address
6. Discount from list prices or statement of net price: Government Net Prices (discounts already deducted). See prices attached
7. Quantity discounts: None Offered
8. Prompt payment terms: Net 30 days
- 9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold: Yes
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Contact Contractor
10. Foreign items (list items by country of origin): None
- 11a. Time of Delivery (Contractor insert number of days): Specified on the Task Order
- 11b. Expedited Delivery: Items available for expedited delivery are noted in this price list.
- 11c. Overnight and 2-day delivery: Overnight and 2-day delivery is available and customer may contact the Contractor for rates.
- 11d. Urgent Requirements: Contact Contractor
12. F.O.B Points(s): Destination
- 13a. Ordering Address(es): Same as contractor
- 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 address: Lafayette Group, Inc. 1919 Gallows Road, Suite 630, Vienna, Virginia 22182.
15. Warranty provision: Contractor's Standard Commercial Warranty
16. Export Packing Charges (if applicable): N/A



17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Contact Contractor
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. contactor's website or other location.) The EIT standards can be found at: www.Section508.gov/. N/A
25. Data Universal Numbering System (DUNS) number: 88-4980368
26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered.



Company Background

Lafayette Group was founded in 1994 to focus on the public safety and national security needs of Federal, State, and local government agencies. With a cadre of senior officials who have served in law enforcement, criminal justice, public safety, and the military, Lafayette Group offers government agencies a broad array of experience and talents that may be tailored to the unique requirements of each assignment.

Key areas of expertise include management of law enforcement and public safety programs, development of advanced technology, and outreach to State and municipal agencies. Lafayette Group now manages a comprehensive portfolio of local law enforcement and U.S. Government programs in the areas of national security and intelligence counter-terrorism, crime control, corrections, counter-narcotics policy, and substance abuse prevention.

A Record of Distinguished Service

Lafayette Group principals and senior staff bring many years of management experience to the tasks at hand today. Lafayette Group has been recognized for excellent performances as indicated by our CPAR report, for work with DoD. Additionally, Lafayette Group has worked with law enforcement, first responder agencies, and public safety organizations for more than 20 years. The staff's exceptional work has been recognized nationally, receiving awards from the Attorney General, the National Sheriffs Association, and the National District Attorneys Association. Principals have received awards from the U.S. Congress, Attorney General, and the President for distinguished service to our Nation.

Lafayette Group's seasoned officials have served at all levels of American Government—working with distinction in roles as different as beat cop and Presidential appointee. From city streets to the halls of Congress, they have earned numerous honors and awards from prominent national associations.

Lafayette Group provides support services to the following clients:

- U.S. Government Agencies
- State and Local Agencies
- National Community Service Organizations
- Private sector companies that are under contract with U.S. Government agencies



Services

Lafayette Group provides services in the following three GSA Special Identification Numbers (SIN) categories under the GSA PSS Federal Supply Schedule:

- SIN 541-2: PUBLIC RELATIONS SERVICES
- SIN 541-4A: MARKET RESEARCH AND ANALYSIS SERVICES
- SIN 541-5: INTEGRATED MARKETING SERVICES
- SIN 874-1: INTEGRATED CONSULTING SERVICES
- SIN 874-7: INTEGRATED BUSINESS PROGRAM SUPPORT SERVICES

In the following subsections, we describe how Lafayette group will accomplish tasks requested by agencies under resultant PSS contracts.

SIN 541-2: PUBLIC RELATIONS SERVICES

Lafayette Group has provided experienced staff that provides clients with hard-hitting marketing support and public relations materials that help define and distinguish their clients' unique capabilities and skills. Specific tasks in this area have included developing power point presentations, providing media releases, producing pamphlets with graphic displays and assisting with presentations to key audiences.

Lafayette Group has extensive experience assisting Government agencies with the development and dissemination of an effective media message. We have put on numerous media events for government. Our strategy focuses on identifying a "target audience" and then presenting materials in a manner that demonstrates an understanding and awareness of their concerns. Materials are prepared to attract interest and focus on the benefits provided by our client.

SIN 541-4A: MARKET RESEARCH AND ANALYSIS SERVICES

Lafayette Group has developed and implemented comprehensive marketing and communications strategies and plans for corporate, government, and nonprofit clients. Services have included conducting research including focus groups, intercept interviews, telephone surveys, web-based surveys, developing goals and objectives, analyzing marketing data, and executing all aspects of the marketing and communications strategies.

Conducting Research. Lafayette Group has extensive experience developing and conducting research on a variety of marketing topics including identifying and segmenting target audiences and ascertaining and understanding audience preferences and needs. Lafayette Group has experience developing surveys and moderator's guides and conducting research through focus groups, intercept interviews, telephone surveys, mail-in surveys, and web-based surveys. Lafayette Group also analyzes the research data and uses it to formulate strategies and make recommendations to the client.



Developing Marketing Strategic and Plans Lafayette Group has developed and executed marketing strategies and plans for commercial, government, and nonprofit clients. Work includes identifying target audiences, conducting research, developing strategies, developing goals and objectives, identifying opportunities for market penetration, identifying appropriate marketing and communication channels, identifying appropriate marketing materials, developing marketing materials, and executing the plan.

SIN 541-5: INTERGRATED MARKETING SERVICES

Lafayette Group has extensive experience in all aspects of marketing and media services. Experience includes planning strategic, product production, and operational execution which provides Lafayette Group clients with a comprehensive approach to marketing, media and public information services. Specifically, experience with campaign organization, issue prioritization, repetitive theme creation, writing, editing, art and graphic design, etc. permits an overall approach to marketing, media and public information services. Additionally, as former government officials, Lafayette Group personnel working knowledge of their needs and requirements of government clients. Specific task include:

Strategic Planning

Theme Research
Audience Identification
Definition of Objectives
Interviews
Workshops
Survey Design

Product Development

Original Writing
Editing
Art and Graphic Design
Video Production
Conference Booth Design

Operational Execution

White Papers
Memorandas
PowerPoint Presentations
Draft legislative language
Meetings and workshops
Flyers
Press Releases
Media Events
Conference support

SIN 874-1: INTEGRATED CONSULTING SERVICES

Lafayette specializes in assisting Federal agencies in refining business processes and successfully implementing programs that support their organizational mission and national security objectives. Our broad-based scope of consulting services (e.g., advisory support, analyses, reporting, strategic planning, process improvement) range from developing project scope, as in the Interoperable Communications Technical Assistance Program, to providing recommendations to increase efficiency and effectiveness, as in the Communications Assistance for Law Enforcement Act Project and the Terrorism Early Warning Group Technical Assistance Program.

SIN 874-7: INTEGRATED BUSINESS PROGRAM SUPPORT SERVICES

Lafayette specializes in program and project management services for federal, state, and local government clients as they oversee interoperable communications and law enforcement related projects. Lafayette brings experience and subject matter expertise in assisting agencies in



managing their mission-oriented business projects or programs and achieving mission performance goals. With experience supporting clients across all aspects of the program/project management life-cycle, Lafayette provides the necessary management, coordination support, and task-execution to ensure a successful project.

Pricing

Labor Category Descriptions

General Experience/Responsibility: Directs and coordinates strategic planning; public relations; and integrated marketing, consulting, and business program support services in accordance with project specifications and contract objectives. May serve as the primary interface with client representatives. Establishes and maintains relationships with clients and business partners. Manages and evaluates staff performance. Specific responsibilities include but, are not limited to, the following:

- Ensuring that project activities and deliverables align with contract objectives and applicable regulations and directives;
- Ensuring quality and compliance with client expectations through performance metrics, applying best-business practices, staff and client project status meetings, review of staff work, and issuance of directives;
- Defining project objectives and agendas;
- Managing project staffing, schedules, work planning, quality and timely deliverables, and resource allocation (e.g. staff, equipment, supplies);
- Applying innovative approaches and expert knowledge derived from a broad range of cross industry/functional Government and Commercial experience for the purpose of providing applicable and effective marketing/public relations strategies and integrated marketing and consulting solutions;
- Controlling expenditures in accordance with budget allocations; and
- Ensure overall quality performance to include the quality of deliverables and reports.

Minimum Training, Certifications, and Education: Master's Degree with fifteen (15) years of relevant experience in business or related technical field.

Senior Consulting Engineer

General Experience/Responsibility: Supplements the skills of the Principal and project staff with a keen understanding of, and expertise in, program/subject matter and related marketing and public relations techniques and practices. Specific responsibilities include but, are not limited to, the following:

- Performing applied research development and analysis to support marketing research initiatives;
- Providing expert advice, guidance, or consulting in strategic planning, production development, and operational execution in assessing requirements and developing applicable marketing solutions and effective public relations campaigns;



- Lead strategic marketing activities and the development integrated marketing solutions; and
- Applying advanced skills and experience in systems development, detailed knowledge of business processes, technical background and supervisory skills to implement integrated marketing solutions and appropriate public relations campaigns.

Minimum Training, Certifications, and Education: Master’s Degree with ten (10) years experience in a business or technical field. Master’s Degree may be substituted for Bachelors Degree with five (5) additional years of relevant experience.

Telecommunications Engineer

General Experience/Responsibility: Applies their strong analytical and technical skills related to project subject matter (e.g. law enforcement, security, information technology) to assist in implementing project objectives and solutions. Directed to exercise core skills on projects, and may be directed to guide small teams. Specific responsibilities include but, are not limited to, the following:

- Ensuring project outcomes, products, and solutions align with industry best-practices;
- Applying knowledge, capabilities, and tools based on in-depth industry/functional experiences with commercial client;
- Consulting with clients to ascertain and define needs or problem areas related to subject matter;
- Conducting research activities to obtain concrete data required to facilitate the development and implementation of effective project solutions;
- Advising clients on innovative and creative project alternatives;
- Working directly with senior level clients to set project strategy;
- Performing program management support tasks, such as status reporting and work plan maintenance; and
- Preparing and conducting executive-level presentations and briefings.

Minimum Training, Certifications, and Education: Bachelor’s Degree with ten (10) years’ experience to include five (5) years in field related to subject matter.

Program Manager

General Experience/Responsibility: Manages program/project staff, resources, and requirements to ensure that specified program or project activities are carried out in accordance with contract objectives and client expectations. Specific responsibilities include but, are not limited to, the following:

- Planning and developing methods and procedures for implementing program;
- Directing and coordinating program activities;
- Managing all program/project resources (e.g. staff, budget, equipment) to ensure the consistent and quality delivery of effective consulting, public relations and marketing, or business support solutions;
- Serving as the primary point of contact with the client and client-designated representatives;
- Ensuring the quality and timeliness of deliverables;



- Preparing and delivering program/project reports and deliverables; and
- Controlling expenditures in accordance with budget allocations.

Minimum Training, Certifications, and Education: Bachelor's Degree with ten (10) years' experience to include five (5) years' experience specifically related to project/program management and/or marketing and public relations.

Senior Consultant I

General Experience/Responsibility Applies advanced skills and expert knowledge of subject matter to define requirements to develop targeted public relations campaigns and appropriate marketing solutions, and implement effective marketing research methodologies. Provides direction to project teams and interacts with clients at the supervisory level. Specific responsibilities include but, are not limited to, the following:

- Leading staff in conducting marketing research and analysis initiatives;
- Developing strategy that support marketing and public relations actives;
- Participating in quality reviews to ensure work complies with specified standards and aligns with industry-best practices;
- Assisting in project strategy and budget preparation;
- Performing studies and conducting surveys to obtain data required to assess issues/requirements and develop basis for target marketing solutions; and
- Analyzing data to determine appropriate marketing solutions and methods.

Minimum Training, Certifications, and Education: Bachelor's Degree in Marketing, Advertising, or a related field with ten (10) years of relevant experience.

Senior Consultant II

General Experience/Responsibility Applies advanced skills and expert knowledge of subject matter to define requirements to develop targeted public relations campaigns and appropriate marketing solutions, and implement effective marketing research methodologies. Provides direction to project teams and interacts with clients at the supervisory level. Specific responsibilities include but, are not limited to, the following:

- Leading staff in conducting marketing research and analysis initiatives;
- Developing strategy that support marketing and public relations actives;
- Participating in quality reviews to ensure work complies with specified standards and aligns with industry-best practices;
- Assisting in project strategy and budget preparation;
- Performing studies and conducting surveys to obtain data required to assess issues/requirements and develop basis for target marketing solutions; and
- Analyzing data to determine appropriate marketing solutions and methods.

Minimum Training, Certifications, and Education: Bachelor's Degree in Marketing, Advertising, or a related field with six (6) years of relevant experience.



Senior Technical Assistant

General Experience/Responsibility: Coordinates with internal and external customer organizations to ensure successful completion of project. Specific responsibilities include but, are not limited to, the following:

- Ensuring adherence to project schedules and coordinating project status meetings;
- Supporting all operational functions of project;
- Ensuring needed materials and resources are accessible to the project team;
- Assisting in the coordination and routing of contract deliverables;
- Assisting in the preparation of contract reporting; and
- Maintaining work request logs and assisting in the distribution of work requests to appropriate project staff.

Minimum Training, Certifications, and Education: Bachelor's Degree in Business Administration, Marketing, or a related field plus four (4) years of related experience. Degree may be substituted for four (4) additional years of experience in a related field.

Technical Writer

General Experience/Responsibility: Develops, writes, and edits material for reports, manuals, briefs, proposals, instruction books, catalogs, and brochures in support of program or project objectives. Specific responsibilities include but, are not limited to, the following:

- Receiving writing and editing assignments from management staff and/or other authorized staff;
- Organizing written material and completing writing assignments according to set standards;
- Reviewing written materials and recommending revisions and/or changes in scope, format, content, and methods of reproduction and binding;
- Maintaining records and files of work and revisions;
- Selecting and/or developing photographs, drawings, sketches, diagrams, and charts to provide illustration to accompany written material;
- Laying out material for publication;
- Arranging for typing, duplication, and distribution of material; and
- Editing, standardizing, or changing material prepared by other writers.

Minimum Training, Certifications, and Education: Bachelor's Degree in English, Advertising, or a related field. Degree may be substituted for four (4) years of additional experience in a related field.

Supervisor

General Experience/Responsibility: Supervises and coordinates activities of personnel engaged in developing and implementing client program or project objectives. Specific responsibilities include but, are not limited to, the following:



- Managing employee workload, schedules, and assignments;
- Monitoring status of on-going work;
- Reviewing reports, and other deliverables prepared by personnel for clarity, completeness, accuracy, and conformance with quality standards;
- Communicating with managers to report status of assigned tasks;
- Planning and coordinating training of personnel; and
- Interviewing job applicants and making recommendations for hire.

Minimum Training, Certifications, and Education: Bachelor's Degree in Human Resources, Marketing, Management, or a related field is preferred. High School Diploma with seven (7) years of related experience is required.

Data Entry

General Experience/Responsibility: Enters alphabetic, numeric, or symbolic data from source documents into computer, using data entry devices such as keyboard or optical scanner. Specific responsibilities include but, are not limited to, the following:

- Comparing data entered with source documents;
- Re-entering data in verification format on screen to detect errors;
- Compiling, sorting, and verifying accuracy of data to be entered; and
Maintaining record of work completed.

Minimum Training, Certifications, and Education: High School Diploma or GED with two (2) years of experience required.

Enterprise Engineer

General Experience/Responsibility: Provides publications expertise in support of marketing and public relations initiatives. Specific responsibilities include but, are not limited to, the following:

- Developing, writing, and editing material for reports, manuals, briefs, proposals, instruction books, catalogs, and other marketing and public relations collateral.
- Managing team of subject matter experts and other members of the project team to development content for publications;
- Organizing material and completing writing assignments in accordance with set standards regarding order, clarity, conciseness, style, and terminology;
- Finalizing copy for publication and making recommendations regarding format, layout, and methods of reproduction and binding;
- Maintaining records and files of work and revisions; and
- Selecting and/or developing photographs, drawings, sketches, diagrams, and charts to illustrate material.

Minimum Training, Certifications, and Education: Bachelors Degree in English, Journalism, Advertising, or a related field. Degree may be substituted for four (4) years experience in related field and High School Diploma.



Administrative Services Officer

General Experience/Responsibility: Provide administrative support to project management and staff. Specific responsibilities include but, are not limited to, the following:

- Preparing project-related correspondence to facilitate client and project staff communication (e.g. notices, memorandums);
- Coordinating all aspects of group meetings to include managing logistics, providing on-site administrative support, and keeping minutes;
- Creating and/or designing presentation formats using advanced graphics;
- Analyzing data and prepare reports;
- Maintaining project records and acting as custodian of project documents and records (e.g. file of deliverable, project reporting records); and
- Performing other administrative services (e.g. reception services, editing, filing, schedule maintenance, data entry) as assigned.

Minimum Training, Certifications, and Education: Degree in Business Administration or Management, or a related field. Degree may be substituted for a High School Diploma plus four (4) additional years of administrative experience.

Technical Assistant

General Experience/Responsibility: Assisting in the routine administration duties of client programs and projects. Specific responsibilities include but, are not limited to, the following:

- Acting as the focal point for coordinating general administration and procedural items;
- Providing general administrative support to program managers and designated project staff;
- Coordinating and arranging meetings and conferences; and
- Compiling presentations, reports and spreadsheets, as required.

Minimum Training, Certifications, and Education: High School graduate or equivalency plus three (3) years of related experience. Associates Degree from an accredited college or university, or two years' experience in related field is preferred.

Monitor

General Experience/Responsibility: Assisting in the routine administration duties of marketing and public relations related programs. Specific responsibilities include but, are not limited to, the following:

- Supporting the coordination of general administration and procedural items;
- Providing general administrative support;
- Providing administrative and logistical assistance in support of project related meetings and conferences; and
- Assisting in the preparation of reports, memorandums, presentations, and other collateral, as required.



Minimum Training, Certifications, and Education: High School graduate or equivalency required. Associates Degree from an accredited college or university is preferred.

Office Coordinator

General Experience/Responsibility: Organizes office operations and procedures, such as typing, bookkeeping, preparation of payrolls, flow of correspondence, filing, requisition of supplies, reception activities, and other clerical services. Specific responsibilities include but, are not limited to, the following:

- Supporting compliance with procedures for retention, protection, retrieval, transfer, and disposal of records;
- Reviewing clerical, personnel, and other project related records to ensure completeness, accuracy, and timeliness;
- Assisting in the preparation of activity reports; and
- Compiling, storing, and retrieving project related data.

Minimum Training, Certifications, and Education: High School graduate or equivalency required. Associates Degree from an accredited college or university preferred.



PSS Federal Supply Schedule Price List

SIN No.	Labor Category	Year 11	Year 11	Year 12	Year 13	Year 14	Year 15
		01/30/2013 To 09/10/2013	09/11/2013 To 01/29/2014	01/30/2014 To 01/29/2015	01/30/2015 To 01/29/2016	01/30/2016 To 01/29/2017	01/30/2017 To 01/29/2018
541-2, 541-4A, 541-5, 874-1, 874-7	Principal	\$213.19	\$219.58	\$226.17	\$232.96	\$239.95	\$247.15
541-2, 541-4A, 541-5	Senior Consulting Engineer	\$211.61	\$217.96	\$224.50	\$231.23	\$238.17	\$245.31
541-2, 541-4A, 541-5 874-1, 874-7	Telecommunications Engineer	\$148.73	\$153.19	\$157.79	\$162.52	\$167.40	\$172.42
541-2, 541-4A, 541-5 874-1, 874-7	Program Manager	\$147.11	\$151.52	\$156.07	\$160.75	\$165.57	\$170.54
541-2, 541-4A, 541-5	Senior Consultant (1)	\$136.57	\$140.67	\$144.89	\$149.23	\$153.71	\$158.32
541-2, 541-4A, 541-5	Senior Consultant (2)	\$106.50	\$109.70	\$112.99	\$116.38	\$119.87	\$123.46
541-2, 541-4A, 541-5 874-1, 874-7	Senior Technical Assistant	\$97.56	\$100.49	\$103.50	\$106.61	\$109.81	\$113.10
541-2, 541-4A, 541-5 874-1, 874-7	Technical Writer	\$75.12	\$77.37	\$79.69	\$82.08	\$84.54	\$87.08
541-2, 541-4A, 541-5 874-1, 874-7	Supervisor	\$73.33	\$75.53	\$77.79	\$80.13	\$82.53	\$85.01
541-2, 541-4A, 541-5 874-1, 874-7	Data Entry	\$63.09	\$64.98	\$66.93	\$68.94	\$71.01	\$73.14
541-2, 541-4A, 541-5	Enterprise Engineer	\$60.55	\$62.37	\$64.24	\$66.17	\$68.15	\$70.20
541-2, 541-4A, 541-5 874-1, 874-7	Administrative Services Officer	\$57.20	\$58.92	\$60.68	\$62.50	\$64.38	\$66.31
541-2, 541-4A, 541-5 874-1, 874-7	Technical Assistant	\$55.10	\$56.75	\$58.46	\$60.21	\$62.02	\$63.88



541-2, 541-4A, 541-5	Monitor	\$45.13	\$46.48	\$47.87	\$49.31	\$50.79	\$52.31
541-2, 541-4A, 541-5	Office Coordinator	\$31.74	\$32.70	\$33.68	\$34.69	\$35.73	\$36.80

"The Service Contract Act (SCA) is applicable to this contract and as it applies to the entire Professional Services Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29CRF 5413.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when the Contractor adds SCA labor categories / employees to the contract through the modification process, the Contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and applicable wage determination (WD) number. Failure to do so may result in cancellation of the contract."

Other Direct Costs

Sin No.	ODC	Unit of Issue	Price
541-1000 874-1000	Conference Booth Rental	Per Booth	\$18,539.04
541-1000 874-1000	Conference Room Rental	1 Conference Room Per Day	\$828.64
541-1000 874-1000	Name Tags	Per Box of 100	\$52.89
541-1000 874-1000	CD-ROMs	Per Pack of 50	\$13.77
541-1000 874-1000	Freight	1 Shipment	\$1,187.97
541-1000 874-1000	Conference Line	1 Phone Line Per Month	\$635.14
541-1000 874-1000	Printing	1 Color Page	\$2.23
541-1000 874-1000	Binding	1 Book of 124 Pages	\$38.98
541-1000 874-1000	Binders	1 Binder	\$4.01
541-1000 874-1000	Shipping	1 Parcel	\$60.36
541-1000 874-1000	Packaging Material	1 6x9 Padded Mailer 250 Pack	\$52.89

*Prices are inclusive of GSA IFF Fees