

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 is available through GSA Advantage!™, a menu-driven database system. The INTERNET address for GSA Advantage!™ is: <http://www.gsa.gov>.

Mission Oriented Business
Integrated Services (MOBIS)
FSC Group 874, Class 8742
Contract Number: GS-23F-8040H
Contract Period:
Sept. 30, 2012 to Sept. 30, 2017
Revised March 23, 2015
Business Size: Large

Hay Group, Inc.
Washington, DC Metro Office
4301 N. Fairfax Dr., Suite 600,
Arlington, VA 22203-1633
Phone: 703.841.3100
Fax: 703.841.3113

Mission Oriented Business Integrated Services
Customer Information

Table of Awarded Special Item Numbers (SINs):

SIN 874-1 and 874-1(RC) Integrated Consulting Services See page 3 & 4

- 1b. Prices See page 3 & 4 for labor categories and hourly rates
- 2. Maximum Order: \$1,000,000.00
- 3. Minimum Order: \$100.00
- 4. Geographic Coverage: 48 contiguous states and the District of Columbia
- 5. Points of Production: Primarily Washington DC metro area, with capability throughout a 13 city network of offices in the United States.
- 6. Discount from List Prices: Per enclosed price list.
- 7. Quantity Discounts: 1% discount on the MOBIS orders for any single year order at or over \$1 million
- 8. Prompt Payment Terms: Net 30 days.
- 9a. Government commercial credit card is accepted.
Discount for payment by Government Commercial Credit Card: None
- 10a. Foreign Items: None
- 11a. Time of Delivery: 30 days after receipt of order, unless otherwise specified in delivery order.
- 11b. Expedited Delivery: Items available for expedited delivery are noted in this price list.
- 11c. Overnight/2 day Delivery: Contact Hay for availability and rates.
- 11d. Urgent Requirements: As agreed upon in negotiated delivery orders.
- 12. F.O.B. Point: Destination
- 13. Ordering Address: Hay Group, Inc.
4301 North Fairfax Drive, Suite 600
Arlington, VA 22203-1633
Contact: Ms. Kim Wyatt
(703) 841-3159 Fax (703) 841-3113
e-mail: Kim.Wyatt@haygroup.com
- 14. Payment Address: Delivery order remit address is:
Hay Group, Inc.
Post Office Box 828352
Philadelphia, PA 19182-8352
- 15. Warranty Provisions: None--unless specified in negotiated delivery orders.
- 16. Export Packing Charges: As agreed upon in delivery order.

SIN 874-1 and 874-1(RC) INTEGRATED CONSULTING SERVICES

For the period: 10/1/2012 through 9/30/2013:

Labor Category:	Hourly Rate:
Principal	\$414.50
Practice Leader	\$345.76
Senior Manager	\$258.55
Senior Consultant	\$229.82
Consultant	\$183.65
Mid Consultant	\$141.59
Junior Consultant	\$106.70
Technical Associate	\$66.69
Support	\$53.35

Prices include an Industrial Funding Fee (IFF) of .75% and annual escalation of 2.6%
 A volume discount of 1% is applicable for all orders at/or exceeding \$1 million

For the period: 10/1/2013 through 9/30/2014:

Labor Category:	Hourly Rate:
Principal	\$425.28
Practice Leader	\$354.75
Senior Manager	\$265.27
Senior Consultant	\$235.80
Consultant	\$188.43
Mid Consultant	\$145.27
Junior Consultant	\$109.48
Technical Associate	\$68.42
Support	\$54.74

Prices include an Industrial Funding Fee (IFF) of .75% and annual escalation of 2.6%
 A volume discount of 1% is applicable for all orders at/or exceeding \$1 million

SIN 874-1 and 874-1(RC) INTEGRATED CONSULTING SERVICES *cont'd*

For the period: 10/1/2014 through 9/30/2015:

Labor Category:	Hourly Rate:
Principal	\$436.34
Practice Leader	\$363.98
Senior Manager	\$272.17
Senior Consultant	\$241.93
Consultant	\$193.33
Mid Consultant	\$149.05
Junior Consultant	\$112.32
Technical Associate	\$70.20
Support	\$56.16

Prices include an Industrial Funding Fee (IFF) of .75% and annual escalation of 2.6%
 A volume discount of 1% is applicable for all orders at/or exceeding \$1 million

For the period: 10/1/2015 through 9/30/2016:

Labor Category:	Hourly Rate:
Principal	\$447.68
Practice Leader	\$373.44
Senior Manager	\$279.25
Senior Consultant	\$248.22
Consultant	\$198.35
Mid Consultant	\$152.92
Junior Consultant	\$115.25
Technical Associate	\$72.03
Support	\$57.62

Prices include an Industrial Funding Fee (IFF) of .75% and annual escalation of 2.6%
 A volume discount of 1% is applicable for all orders at/or exceeding \$1 million

For the period: 10/1/2016 through 9/30/2017:

Labor Category:	Hourly Rate:
Principal	\$459.32
Practice Leader	\$383.15
Senior Manager	\$286.51
Senior Consultant	\$254.67
Consultant	\$203.51
Mid Consultant	\$156.90
Junior Consultant	\$118.24
Technical Associate	\$73.90
Support	\$59.12

Prices include an Industrial Funding Fee (IFF) of .75% and annual escalation of 2.6%
 A volume discount of 1% is applicable for all orders at/or exceeding \$1 million

For additional information about our services or about the GSA contract please contact:

Hay Group, Inc.

4301 N.Fairfax Drive, Suite 600

Arlington, VA 22203-1653

Phone: (703) 841-3100 Fax: (703) 841-3113

Home Page: <http://www.haygroup.com>

Hay Group, Inc.
 MOBIS Labor Category Descriptions
 Contract Number GS-23F-8040H

GSA Labor Category	GSA Minimum Experience	GSA Minimum Education	GSA Functional Duties
Principal	15 years of experience to include 10 years of supervisory and/or project management experience	Master's degree or if on the actuarial track a Fellow of the Society of Actuaries credential (or equivalent experience)	Manage and coordinate major consulting engagements (multiple or integrated projects) in terms of people, budget and work plans to ensure a cohesive effort and satisfied clients. Leverage one's own expertise and in-depth knowledge of practice area to best advantage in design and analysis of project work.
Practice Leader	10 years of consulting or business experience	Master's degree or if on the actuarial track a minimum of an Associate of the Society of Actuaries credential (or equivalent experience)	Manage and coordinate major consulting projects in terms of people, budget and work plans to ensure a cohesive effort and satisfied clients. Leverage one's own expertise and in-depth knowledge of practice area to best advantage in design and analysis of project work.
Senior Manager	6 years of consulting or business experience	Bachelor's degree	Provide technical and consulting expertise on a wide variety of consulting assignments. Manage moderately complex project work and assist with large projects. Provide research and analysis relating to area of specialty. Establish credibility with the members of the client's management staff .
Senior Consultant	5 years of consulting or business experience	Bachelor's degree	Providing analytical, conceptual and process support services to clients and to the Consultants who manage the clients. Deliver basic technical and process consulting through management of standard consulting projects.
Consultant	3 years of business experience	Bachelor's degree	Ensure quality delivery of products to consultants and clients-including obtaining and adhering to changing project requirements; producing accurate, edited work and communicating project parameters to others on project team.
Mid Consultant	2 years of business experience	Bachelor's degree	Ensure quality delivery of products to consultants and clients- including obtaining and adhering to changing project requirements; producing accurate, edited work.
Junior Consultant	0-2 years of business experience	Associate degree, technical training or equivalent experience	Performs technical and administrative assistance to support project teams and works to coordinate and meet deliverable deadlines. Also conducts analysis and research in support of projects.
Technical Consultant	0-2 years experience providing technical or administrative support to project teams	High School Diploma	Performs technical and administrative assistance to support project teams and works to coordinate and meet deliverable deadlines.
Support	0-2 years experience in a professional environment providing general administrative support	High School Diploma	Performs administrative functions to support project teams.
<ul style="list-style-type: none"> - Education can be substituted with experience: 2 years of experience for 1 year of advanced education. - Experience can be substituted with education: 1 year of advanced education for 1 year of experience. 			

SCA MATRIX		
SCA Eligible Contract Labor Category	SCA Equivalent Code - Title	WD Number
Desktop Publishing Specialist	01311 - Secretary 1	05-2103
Administrative Assistant 1	01312 - Secretary 2	05-2103

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the identified SCA labor categories are based on the U.S. Department of Labor WD Number(s) identified in the SCA matrix. The prices offered are based on the preponderance of where work is performed and should the Contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.