



**DELOITTE & TOUCHE LLP**

***Financial and Business Solutions (FABS)  
Contract No. GS-23F-8132H***

**FEDERAL SUPPLY SERVICE  
Authorized Federal Supply Schedule Price List**

**Schedule Title:** Schedule 520 – Financial and Business Solutions (FABS)  
Industrial Group 520

**Contract Number:** GS-23F-8132H

**Contract Period:** Option Period: January 16, 2008 – December 30, 2012

**Supplement #:** 8 (January 16, 2008)

**Contractor:** Deloitte & Touche LLP  
1750 Tysons Blvd, Suite 800  
McLean, VA 22102  
<http://www.deloitte.com>

**Contract Administration Contact:**

Charlene Barton, Contracts Manager  
Phone: (202) 378-5548  
Fax: (202) 513-8517  
[chabarton@deloitte.com](mailto:chabarton@deloitte.com)

**Authorized Negotiator:**

Jonathan K. Korol, Partner  
Phone: (202) 220-2975  
[jkorol@deloitte.com](mailto:jkorol@deloitte.com)

**Business Size:** Large

Prices shown herein are Net (Discount deducted)

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

***Federal Supply Service***  
**Authorized Federal Supply Schedule Price List**

**CUSTOMER INFORMATION**

1a.	Awarded Special Item Number(s)  Descriptions Pricing Schedule	520-1, 520-2, 520-5, 520-7, 520-8, 520-11, 520-12, 520-13 Attached Attached
1b.	Lowest Unit Price	Pricing List
1c.	Labor Category Descriptions	Attached
2.	Maximum Order	\$1,000,000
3.	Minimum Order	\$300
4.	Geographic Coverage	Domestic
5.	Point(s) of Production	McLean, Fairfax County, VA
6.	Net Price	See Statement
7.	Quantity Discount	on Pricing List
8.	Prompt Payment Terms	None
9a.	Government Credit Card below micro-purchase threshold	Yes
9b.	Government Credit Card above micro-purchase threshold	Not Accepted
10.	Foreign Items	N/A
11a.	Time of Delivery	Per Task Order
11b.	Expedited Delivery <i>Items available for expedited delivery are noted in this price list</i>	Per Task Order, Contact POC
11c.	Overnight and 2-day delivery	N/A
11d.	Urgent Requirements <i>In accordance with clause I-FSS-140-B Deloitte &amp; Touche LLP shall reply to any inquiry for accelerated delivery within 3 working days after receipt of inquiry. Any telephone inquiries or replies will be confirmed by Deloitte &amp; Touche LLP in writing.</i>	Contact POC
12.	F. o. b. Points	Destination

13a.	Ordering Address	Cover Sheet
13b.	Ordering Procedures <i>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 (<a href="http://fss.gsa.gov/schedules">http://fss.gsa.gov/schedules</a>).</i>	
14.	Payment Address:	Deloitte & Touche LLP PO Box 277694 Atlanta, GA 30384-7694
15.	Warranty Provisions	N/A
16.	Export packaging charges	N/A
17.	Terms and conditions of Government Purchase card Acceptance	N/A
18.	Terms and conditions of rental, maintenance, and repair	N/A
19.	Terms and conditions of installation	N/A
20.	Terms and conditions of repair parts	N/A
20a.	Terms and conditions for any other services	N/A
21.	List of service and distribution points	N/A
22.	List of Participating dealers	N/A
23.	Preventative maintenance	N/A
24a.	Special attributes such as environmental attributes	N/A
24b.	Section 508 compliance information available on Electronic and Information Technology (EIT) supplies and services.	N/A
25.	Data Universal Number System (DUNS) Number:	18-710-7958
26.	Central Contractor Registration (CCR) Notification	3CCJ5

## ***WELCOME***

---

*Deloitte & Touche LLP welcomes this opportunity to present to you our qualifications and price list for the General Services Administration Financial and Business Solutions Schedule.*

*The unique environment and varied constituency of government agencies present challenges to those who work in the Federal arena. Deloitte & Touche LLP understands your needs and is committed to providing services in a manner that assists you both financially and operationally. We believe that by maximizing the value of our professional relationships with our clients, we build a solid foundation based on partnership. Our pledge of value delivers tangible and measurable results.*

*Providing your organization with outstanding service requires a detailed understanding of your business. Deloitte & Touche LLP has the skills, resources, experience and commitment to assist Federal agencies and governmental entities in meeting the demanding requirements of today's Federal environment. We fully understand the challenges faced by organizations while accomplishing their missions and are committed to helping agencies achieve their operational and organizational improvement goals. We are aware of your need for timely, responsive service and pay close attention to the unique circumstances and concerns of each individual organization. Our competitive advantage is our carefully selected and trained professionals, who not only understand your mission and business imperatives, but also understand your organizational structure and management roles.*

*We look forward to meeting with you and discussing potential opportunities. Pursuant of our firm mission, "to be the professional services firm that consistently exceeds the expectations of our clients and our people," Deloitte & Touche LLP has the ability to offer you the highest quality service possible, in the most efficient manner.*

*Very truly yours,*

***Deloitte & Touche LLP***

## ***FIRM OVERVIEW***

Deloitte & Touche LLP is one of the nation's largest and most respected professional services firms providing financial, tax, human capital, information systems, and other management consulting services through nearly 30,000 employees in more than 100 U.S. cities. Our clients number in the tens of thousands and range from Fortune 500 multinationals, to high-tech start-ups, to federal, state, and local government agencies, to not-for-profit charities and associations.

We take pride in providing innovative but practical approaches to client problems that will both improve the efficiency of their operations and make them better places to work. We are known for our commitment to excellence and our creative human resource programs. Emerson's Professional Service Review, an independent monitor of our profession, states in its 2000 Annual Report: *"The firm (Deloitte & Touche LLP) has become an employer of choice among the major firms. Its award-winning human resource initiatives are not only being recognized by recruits, the firm is now helping other companies worldwide develop processes to attract and retain the best people. With a shortage of knowledge workers projected for several decades, being recognized as a top place to work is a primary asset for any organization."* When a client hires Deloitte & Touche LLP, it hires a world-class firm that can bring deep expertise and a remarkable breadth of resources to bear on any area of its operations.

Deloitte & Touche has provided a number of services to the Federal industry. These services are as follows:

<ul style="list-style-type: none"><li>▪ Financial Auditing and Accounting Services</li><li>▪ Financial Management Services</li><li>▪ Business Process Reengineering</li><li>▪ Outsourcing</li><li>▪ Activity Based Costing</li><li>▪ Human Resources Consulting</li><li>▪ Organizational and Operational Assessments</li><li>▪ SAS 70 Reviews</li><li>▪ Internal Control Reviews</li><li>▪ Systems Analysis</li><li>▪ FMFIA and CFO Compliance</li><li>▪ EDP/ADP Auditing</li></ul>	<ul style="list-style-type: none"><li>▪ ERP Implementation</li><li>▪ ERP Second Wave</li><li>▪ eBusiness Solutions</li><li>▪ Management Consulting</li><li>▪ Facilitation Services</li><li>▪ eLearning</li><li>▪ Program and Project Management</li><li>▪ Performance Measurement</li><li>▪ Systems Development</li><li>▪ Systems Implementation</li><li>▪ eGovernment Solutions</li><li>▪ Change Management</li></ul>
---	--

Deloitte & Touche LLP is dedicated to helping our clients and people excel. Known as an employer of choice for innovative human resources programs. For more information, please visit our web site at [www.deloitte.com](http://www.deloitte.com).

## ***SERVICES***

---

### **SIN 520-1 ~ PROGRAM FINANCIAL ADVISORY SERVICES**

Deloitte & Touche LLP has the requisite skill sets, technology and experience to provide agencies with the overall management and development of an asset sales program. The program financial advisor is responsible for developing a strategic view of the asset portfolio and provides advice and support on how to manage, package, present, various asset portfolios in such a way as to maximize the portfolio's value. Value added Program Financial Advisor's have to been forward thinking in order to identify critical issues and offer meaningful solutions relative to: loan portfolio analysis, securitizations, restructurings, mark-to-market portfolio valuations, budget and budget analysis, credit reform analysis, marketing activities, post sale analysis, and training.

In addition to any services listed above, Deloitte & Touche LLP has the skills to provide the following services: Asset sales, Develop, manage and/or implement an origination program, Trust fund management/institutional trust services/investment banking, Equity oversight and transaction administration.

### **SIN 520-2 ~ TRANSACTION SPECIALIST**

Deloitte & Touche LLP is uniquely qualified and positioned to provide asset sale advisory services related to the valuation and disposition of various assets, any resulting asset sales structure, pricing, and bid acceptance. These services may include, but are not limited to the following: valuation of assets; developing sales strategies; pre-sale support; review of pending sale; budgeting and budget analysis; credit reform analysis; marketing and sale support, and; training.

### **SIN 520-5 ~ LOAN SERVICING AND ASSET MANAGEMENT**

The assets of an organization, monetary, personnel, or physical, make up a major portion of that organization's resource investment. The management of those assets to ensure their efficient and effective utilization is a critical factor in an organization's success. Deloitte & Touche LLP applies our proven methodologies and experienced personnel to assist organizations in minimizing risk through effective analysis and design of asset management systems. In addition, we conduct specialized reviews to assess adequacy of controls and policies and procedures, assess agency compliance with asset management related requirements, resolve audit recommendations and assist management in implementing corrective actions, and perform special analysis and evaluations.

As mentioned in the introduction above Deloitte & Touche LLP is experienced in providing loan servicing and asset management services needed to service, monitor, and maintain government held loans/assets; refinance government-held loans/assets; avert defaults; share and manage risk on serviced loans/assets; and/or service and monitor loans and other asset guarantees. This may include but is not limited to the following;

- Assist in assessment and improvement of current asset management processes related to cash management, inventory management, Government property, plant and equipment, loan servicing practices, and review of opinions on financing and refinancing
- Verify and maintain borrower data
- Exchange data with an agency's central database and reconcile information
- Issue forms, disclosures, letters, and other materials
- Cancel loans
- Convert loans to repayment status
- Calculate interest; Assess and post fees and late charges

- Bill the borrower; Process borrower remittances
- Process borrower requests for remittances via pre-authorized debit
- Determine income contingent repayment (ICR)
- Prepare annual statements
- Reconvert loans
- Loan consolidation and transfer
- Transfer defaulted loans
- Accept and service loans from another service or DCS
- Perform skip tracing and transmit information to an agency's central database
- Report to credit bureaus
- Provide customer service
- Reconcile with an agency's central database
- Refinance Government-held loans
- Enforce creditor's rights under the loan
- Protect loan collateral
- Share and manage credit risk
- Workout or restructure troubled loans.

### SIN 520-7 ~ FINANCIAL AND PERFORMANCE AUDITS

Deloitte & Touche LLP provides financial auditing services, giving an attestation of whether the financial statements of an audited entity present fairly the financial position, results of operations, and cash flows in conformity with generally accepted accounting principles. Services may include but are not limited to the following: Financial statement audits; Segments of financial statements; internal controls, Compliance with laws and regulations, Economy and efficiency audits, Program results and program fraud audits.

**Financial Audits.** Deloitte & Touche LLP is experienced in advising and assisting agencies in the preparation of annual CFO Act reports, performance audits and audits of annual financial statements. We have assisted agency OIG and CFO personnel in analyzing and compiling data for use in preparing financial statements and related disclosures in accordance with the CFO Act of 1990, Government Auditing Standards, Government Performance and Results Act of 1993 (GPRA), Government Management Reform Act of 1994 (GMRA), Federal Manager's Financial Integrity Act of 1982 (FMFIA), Federal Financial Management Improvement Act of 1996 and various OMB Circulars and Bulletins.

**Financial Related Audits.** Financial related audits require the performance of procedures used to determine whether presentation of specific financial information complies with stated criteria; whether specific financial compliance requirements are being adhered to; or whether the organization's internal control structure is suitably designed and functioning so as to achieve stated control objectives. In addition to financial compliance, often other laws and regulations are applicable to an organization, which are not specifically financial in nature, but with which noncompliance could have an impact on the financial statements.

Deloitte & Touche LLP performs a wide range of such engagements, including attestations of management's assertions with respect to the internal controls of an organization in connection with a financial statement audit or separately; audits of specified elements of an organization's or accounts financial statements; tests of grants procedures; tests of grant expenditures in accordance with the terms of the grant and other applicable guidelines such as FAR; evaluation of internal controls over financial reporting, including manual monitoring and reconciliation controls as well as general

computer and application controls over EDP processing; and a variety of engagements to examine compliance with applicable laws and regulations.

**Performance Audits.** Deloitte & Touche LLP is experienced in conducting organizational effectiveness, efficiency, economy of effort and value for money reviews. We approach evaluations, reviews, assessments, management and performance audits with the intent of being an aid to management through delivering credible, timely and realistic solutions to their issues. It is typically easy to identify areas of inefficiency, but it is more difficult to develop realistic recommendations. Our experience with all aspects of governmental entities enables us to address client problems and needs from a comprehensive perspective, taking into account the functioning of the organizations as a whole. It is because of our thorough in-depth understanding of the Federal environment that we have the capability to assist governmental entities in achieving operational and organizational improvement goals.

### SIN 520-8 ~ COMPLEMENTARY AUDIT SERVICES

Deloitte & Touche LLP provides a number of additional financial analysis and auditing services including, but not limited to: desk reviews, fraud audits, benefit plan audits, quality control reviews, reviews of adjusted community rate proposals, economy and efficiency audits, IPA reviews, financial and budget analysis, EDP/ADP audits, SAS-70 reviews, reviews of internal controls and statistical sampling applications, Assist in development of questions for use at hearings, Develop methods and approaches to be applied in evaluating a new or a proposed program, Forecast potential program outcomes under various assumptions, and Perform peer reviews

### SIN 520-11 ~ ACCOUNTING

Deloitte & Touche LLP offers a line of financial operations, accounting and reporting services through our Deloitte & Touche Outsourcing (DTO) national practice. DTO provides a variety of record keeping, account processing, data-management and management reporting services on an outsourced basis, in concert with value-added co sourcing services including internal audit, business process review and reengineering to clients in all market segments.

In addition Deloitte & Touche LLP also provides the following services: Analyze, process, and summarize transactions, Assist in devising new or revised accounting policies and procedures, Classify accounting transactions, Perform special studies to improve accounting operations, Resolve accounting issues, Resolve and/or implement audit findings, Assess or enhance accounting internal controls, Improve operating efficiency and effectiveness

### SIN 520-12 ~ BUDGETING

Since the budget process is, in fact, a cycle, with the two components overlapping (albeit for different fiscal years), streamlining and improvements are complex to implement. This is particularly true with information systems that are often times called upon to serve more than just a budgeting function (for example, financial reporting, accounting); modifications must be previewed and screened for their applicability to all functions. Deloitte & Touche LLP enables agencies to integrate their budget and management planning processes by developing work flow and organization analyses by activity and/or process (i.e., purchasing, acquisition, financial reporting). Comparing these analyses with our best practices knowledge network enables us to assist agencies in determining the most efficient and cost effective processes to implement, including among other things, reducing layers of management, eliminating hand-offs, eliminating reports and supervisory reviews. Identified requirements (for example, the degree of competition required for the estimated value of service or product being purchased, performance measurements, etc.) of the organization are incorporated into the analyses to

ensure that recommendations are feasible and fit into the long-term strategy of the agency as well as any regular performance reviews.

Deloitte & Touche LLP Budgeting services includes by is not limited to the following: Assess and improve the budget formulation process, Assess and improve the budget execution process, Conduct special reviews of budget formulation or execution issues, Review budgetary controls, Assist with implementation of corrective actions

### SIN 520-13 ~ COMPLEMENTARY FINANCIAL MANAGEMENT SERVICES

Deloitte & Touche LLP is experienced in providing complementary financial management services as stated in the descriptions below for Financial Management Systems Services, Financial Reporting and Analysis services, Financial Planning and Performance Measurement Services and Other Financial Management services. Services provide include but is not limited to the following: Assess and improve financial management systems, Conduct A-127 system compliance reviews, Assist with implementation of corrective actions, Document systems, Identify systems requirements, Plan and develop systems, Assist in meeting agency financial management system requirements, Assess and improve financial reporting and analysis, Develop new reporting formats and pro-forma financial reports, Assist in improving and streamlining reporting and analysis processes, Perform cost-benefit or other special financial analyses, Assist with the requirements of the Government Performance & Results Act

**Financial Management Systems Services.** Deloitte & Touche LLP has a major commitment to provide a wide range of control assurance services in support of our clients' financial management systems. We approach elements of those systems, such as information security and control, as business issues with major technical aspects. As the leader in Information Security Consulting, we understand security requirements in large-scale multi-platform, networked computing environments. We have helped our clients define and implement business-based information security architectures that parallel and support their technical architectures. We bring a strong implementation-orientation to all our work. Our recommendations are pragmatic and workable. We have the technical resources and experience to implement our recommendations and at the same time assist agencies in gaining efficiencies. Our efforts, "thought leadership" and nationally eminent professionals have been recognized throughout the industry. Business continuity is the uninterrupted availability of all of the resources necessary to operate your enterprise at a level acceptable to senior management. The object of continuity planning is to assist organizations in the preservation of their businesses by concentrating on the business process.

**Financial Reporting and Analysis Services.** We perform market and competitive analysis, cost determinations, lost profit analysis, economic studies, statistical analysis, and industry review in a variety of business situations. We apply our insight and creativity in developing credible damage theories and models appropriate to the issues of each case and useful in critiquing the adversary's position. When appropriate, we work with other professionals from our firm in the valuation, accounting, actuarial, compensation, solutions and government contracting practices, to provide specific technical support.

**Financial Planning and Performance Measurement Services.** Performance measurement is one of many critical tools to help an organization continually improve. It is, in essence, a means to an end. Peter Drucker, the eminent management theorist, has been frequently quoted as saying that "we manage what we measure." The inherent value of performance measurement is the commitment and accountability it creates on the part of management to strive for desired outcomes of the organization.

We view performance measurement as a critical tool necessary to the effective management of government services. The information generated from a performance measurement system is used in three key administrative functions that are common to all governments - *planning, budgeting and management*. Properly implemented, performance measures significantly enhance an organization's ability to perform these functions.

**Other Financial Management Services.** The specialists of Deloitte & Touche LLP Government Contracting and Federal Assurance Services Groups understand Federal agencies' needs and can help provide stability in this turbulent world of government contracting and grants management. Our team includes accountants, attorneys, and consultants with broad experience in developing, interpreting, and helping agencies enforce and companies comply with government regulations and standards. Their diverse backgrounds include serving with the Defense Contract Audit Agency, other government agencies, and within industry. Their sound advice and targeted assistance can provide a unique insight into the dynamic world of Federal procurement. Specific areas of expertise include Quality Assurance/Quality Control, cost and controls review, risk assessments, benchmarking activities and rate proposal reviews.

## ***LABOR CATEGORIES***

---

### **Financial Processing Services**

- **Partner/Principal/Director Financial Processing Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 10 years of applicable financial or business consulting experience, including substantial experience in managing the business associated with client requirements.

**Functional Responsibility:** Organizes and directs overall engagement performance. Ensures that goals and objectives are accomplished within prescribed timeframe and funding parameters. Negotiates and makes decisions for the firm. Participates in project status committee meetings to resolve issues through application of Firm resources or experience gained in other projects. Ensures compliance with Firm policies and professional standards.

- **Project Director Financial Processing Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 7 years of applicable financial or business consulting experience, including substantial experience in project management.

**Functional Responsibility:** Performs day-to-day management of overall contract support operations. Manages and coordinates the planning and production of all contract support activities. Has authority and responsibility to identify and commit resources required to support effort. Crafts and enforces quality control programs.

- **Deputy Project Manager Financial Processing Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 3 years of applicable financial or business consulting experience, including experience in project management.

**Functional Responsibility:** Assists Project Director is performing day-to-day management of overall contract support operations. Assists Project Director in managing and coordinating the planning and production of all contract support activities. Subject to Project Director approval, has authority and responsibility to identify and commit resources required to support effort. Crafts and enforces quality control programs.

- **Senior Professional Financial Processing Services**

**Minimum Education:** Paraprofessional certificate.

**Minimum Experience:** Experience in preparing documentation.

**Functional Responsibility:** Directs and supervises junior professional. Assists in drafting and preparing project documentation. Prepares readable documents to be used by project personnel.

- **Junior Professional Financial Processing Services**

**Minimum Education:** None.

**Minimum Experience:** Experience in preparing documentation.

**Functional Responsibility:** Reports directly to Senior Professional. Assists in drafting and preparing project documentation. Prepares readable documents to be used by project personnel.

- **Asset Technician Financial Processing Services**

**Minimum Education:** Associate or technical degree or equivalent professional experience.

**Minimum Experience:** None.

**Functional Responsibility:** Performs services in support of asset and loan sales. Provides administrative and related support to project team. Assists in drafting and preparing project deliverables.

## **Auditing Services**

- **Partner/Principal/Director Auditing Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 10 years of applicable financial or business consulting experience, including substantial experience in managing the business associated with client requirements.

**Functional Responsibility:** Organizes and directs overall engagement performance. Ensures that goals and objectives are accomplished within prescribed timeframe and funding parameters. Negotiates and makes decisions for the firm. Participates in project status committee meetings to resolve issues through application of Firm resources or experience gained in other projects. Ensures compliance with Firm policies and professional standards.

- **Experienced Senior Manager Auditing Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 5 years of applicable financial or business consulting experience, including 3 years of management experience.

**Functional Responsibility:** Responsible for ensuring that technical or financial solutions and schedules are implemented in a timely manner. Resolves project staffing and planning issues. Works with agency/department resources on implementation issues. Manages firm staff assigned to project. Works with Project Director to resolve staffing and Firm resource issues. Conducts preliminary quality assurance over project deliverables and activities.

- **Senior Manager Auditing Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 5 years of applicable financial or business consulting experience, including 3 years of management experience.

**Functional Responsibility:** Assigns work tasks to team members. Develops, maintains and monitors sub-task work plans. Performs first-line issue resolution. Provides updates on engagement progress to Experienced Senior Managers and helps draft final report. Conducts on-site quality control inspections. Reviews and approves all milestone documentation.

- **Experienced Manager Auditing Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 3 years of applicable financial or business consulting experience, including two years of management experience.

**Functional Responsibility:** Develops business architecture for consulting services or framework for financial services. Establishes standards for projects. Supervises and reviews work product of less experienced managers. Integrates work product across project. Defines and maintains project's performance standards. Conducts performance reviews of managers and other less experienced staff. Has first-line responsibility for ensuring that project timeframes are satisfied.

- **Manager Auditing Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 3 years of applicable financial or business consulting experience, including two years of management experience.

**Functional Responsibility:** Reviews all documentation prepared by more junior personnel and is responsible for initial drafting of final project reports prior to submission for approval. Assumes responsibility for coordination of subordinate activities. Monitors project performance and staff relationships. Conducts performance reviews of other less experienced staff. Corrects errors identified during acceptance process. Reports directly to Experienced Manager.

- **Senior Staff Auditing Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 2 year of applicable financial or business consulting experience including one year of experience in a supervisory capacity.

**Functional Responsibility:** Analyzes and develops client solutions with team. Prepares documentation, reports and other deliverables for client approval. Assigns specific work tasks to more junior staff. Participates in planning of engagement and is responsible for all tasks delegated by Managers. Supports team in implementation and acceptance process. Ensures that deliverables are in compliance with statement of work.

- **Junior Staff Auditing Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** None.

**Functional Responsibility:** Assists in drafting and preparing project deliverables. Supports team in implementation and acceptance process. Analyzes information and other project requirements. Develops required corrective or support actions. Assists manager in reporting and tracking of project costs and level of effort.

## Accounting Services

### ▪ Partner/Principal/Director Accounting Services

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 10 years of applicable financial or business consulting experience, including substantial experience in managing the business associated with client requirements.

**Functional Responsibility:** Organizes and directs overall engagement performance. Ensures that goals and objectives are accomplished within prescribed timeframe and funding parameters. Negotiates and makes decisions for the firm. Participates in project status committee meetings to resolve issues through application of Firm resources or experience gained in other projects. Ensures compliance with Firm policies and professional standards.

### ▪ Experienced Senior Manager Accounting Services

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 5 years of applicable financial or business consulting experience, including 3 years of management experience.

**Functional Responsibility:** Responsible for ensuring that technical or financial solutions and schedules are implemented in a timely manner. Resolves project staffing and planning issues. Works with agency/department resources on implementation issues. Manages firm staff assigned to project. Works with Project Director to resolve staffing and Firm resource issues. Conducts preliminary quality assurance over project deliverables and activities.

### ▪ Senior Manager Accounting Services

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 5 years of applicable financial or business consulting experience, including 3 years of management experience.

**Functional Responsibility:** Assigns work tasks to team members. Develops, maintains and monitors sub-task work plans. Performs first-line issue resolution. Provides updates on engagement progress to Experienced Senior Managers and helps draft final report. Conducts on-site quality control inspections. Reviews and approves all milestone documentation.

- **Experienced Manager Accounting Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 3 years of applicable financial or business consulting experience, including two years of management experience.

**Functional Responsibility:** Develops business architecture for consulting services or framework for financial services. Establishes standards for projects. Supervises and reviews work product of less experienced managers. Integrates work product across project. Defines and maintains project's performance standards. Conducts performance reviews of managers and other less experienced staff. Has first-line responsibility for ensuring that project timeframes are satisfied.

- **Manager Accounting Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 3 years of applicable financial or business consulting experience, including two years of management experience.

**Functional Responsibility:** Reviews all documentation prepared by more junior personnel and is responsible for initial drafting of final project reports prior to submission for approval. Assumes responsibility for coordination of subordinate activities. Monitors project performance and staff relationships. Conducts performance reviews of other less experienced staff. Corrects errors identified during acceptance process. Reports directly to Experienced Manager.

- **Experienced Senior Consultant Accounting Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 3 years of applicable financial or business consulting experience including two years of experience in a supervisory capacity.

**Functional Responsibility:** Develops and implements systems and creates and maintains databases. Prepares technical documentation, reports and other deliverables for client approval. Supports team and helps administer implementation and testing. Participates in planning of engagement and is responsible for all tasks delegated by Managers.

- **Senior Staff Accounting Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 2 year of applicable financial or business consulting experience including one year of experience in a supervisory capacity.

**Functional Responsibility:** Analyzes and develops client solutions with team. Prepares documentation, reports and other deliverables for client approval. Assigns specific work tasks to more junior staff. Participates in planning of engagement and is responsible for all tasks delegated by Managers. Supports team in implementation and acceptance process. Ensures that deliverables are in compliance with statement of work.

- **Junior Staff Accounting Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** None.

**Functional Responsibility:** Assists in drafting and preparing project deliverables. Supports team in implementation and acceptance process. Analyzes information and other project requirements. Develops required corrective or support actions. Assists manager in reporting and tracking of project costs and level of effort.

## **Financial Management Services**

- **Partner/Principal/Director Financial Management Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 10 years of applicable financial or business consulting experience, including substantial experience in managing the business associated with client requirements.

**Functional Responsibility:** Organizes and directs overall engagement performance. Ensures that goals and objectives are accomplished within prescribed timeframe and funding parameters. Negotiates and makes decisions for the firm. Participates in project status committee meetings to resolve issues through application of Firm resources or experience gained in other projects. Ensures compliance with Firm policies and professional standards.

- **Experienced Senior Manager Financial Management Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 5 years of applicable financial or business consulting experience, including 3 years of management experience.

**Functional Responsibility:** Responsible for ensuring that technical or financial solutions and schedules are implemented in a timely manner. Resolves project staffing and planning issues. Works with agency/department resources on implementation issues. Manages firm staff assigned to project. Works with Project Director to resolve staffing and Firm resource issues. Conducts preliminary quality assurance over project deliverables and activities.

- **Senior Manager Financial Management Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 5 years of applicable financial or business consulting experience, including 3 years of management experience.

**Functional Responsibility:** Assigns work tasks to team members. Develops, maintains and monitors sub-task work plans. Performs first-line issue resolution. Provides updates on engagement progress to Experienced Senior Managers and helps draft final report. Conducts on-site quality control inspections. Reviews and approves all milestone documentation.

- **Experienced Manager Financial Management Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 3 years of applicable financial or business consulting experience, including two years of management experience.

**Functional Responsibility:** Develops business architecture for consulting services or framework for financial services. Establishes standards for projects. Supervises and reviews work product of less experienced managers. Integrates work product across project. Defines and maintains project's performance standards. Conducts performance reviews of managers and other less experienced staff. Has first-line responsibility for ensuring that project timeframes are satisfied.

- **Manager Financial Management Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 3 years of applicable financial or business consulting experience, including two years of management experience.

**Functional Responsibility:** Reviews all documentation prepared by more junior personnel and is responsible for initial drafting of final project reports prior to submission for approval. Assumes responsibility for coordination of subordinate activities. Monitors project performance and staff relationships. Conducts performance reviews of other less experienced staff. Corrects errors identified during acceptance process. Reports directly to Experienced Manager.

- **Experienced Senior Consultant Financial Management Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 3 years of applicable financial or business consulting experience including two years of experience in a supervisory capacity.

**Functional Responsibility:** Develops and implements systems and creates and maintains databases. Prepares technical documentation, reports and other deliverables for client approval. Supports team and helps administer implementation and testing. Participates in planning of engagement and is responsible for all tasks delegated by Managers.

- **Senior Staff Financial Management Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** 2 year of applicable financial or business consulting experience including one year of experience in a supervisory capacity.

**Functional Responsibility:** Analyzes and develops client solutions with team. Prepares documentation, reports and other deliverables for client approval. Assigns specific work tasks to more junior staff. Participates in planning of engagement and is responsible for all tasks delegated by Managers. Supports team in implementation and acceptance process. Ensures that deliverables are in compliance with statement of work.

- **Junior Staff Financial Management Services**

**Minimum Education:** Bachelors Degree in relevant business or technical field.

**Minimum Experience:** None.

**Functional Responsibility:** Assists in drafting and preparing project deliverables. Supports team in implementation and acceptance process. Analyzes information and other project requirements. Develops required corrective or support actions. Assists manager in reporting and tracking of project costs and level of effort.

## **LABOR RATES**

*Option Years*

*January 16, 2008 – December 30, 2012*

(Includes 0.75% IFF)

Labor Category	CY2008 (1/16/08-12/31/08)	CY2009 (1/01/09-12/31/09)	CY2010 (1/01/10-12/31/10)	CY2011 (1/01/11-12/31/11)	CY2012 (01/01/12-12/31/12)
<b>Financial Processing Services (Sin: 520-1, 520-2, 520-5)</b>					
Partner/Principal/Director Financial Processing Services	\$380.38	\$391.79	\$403.54	\$415.65	\$428.12
Project Director Financial Processing Services	\$236.86	\$243.97	\$251.29	\$258.83	\$266.59
Deputy Project Manager Financial Processing Services	\$161.16	\$165.99	\$170.97	\$176.10	\$181.38
Senior Professional Financial Processing Services	\$156.95	\$161.66	\$166.51	\$171.51	\$176.66
Junior Professional Financial Processing Services	\$144.33	\$148.66	\$153.12	\$157.71	\$162.44
Asset Technician Financial Processing Services	\$119.11	\$122.68	\$126.36	\$130.15	\$134.05
<b>Auditing Services (Sin: 520-7, 520-8)</b>					
Partner/Principal/Director Auditing Services	\$307.01	\$316.22	\$325.71	\$335.48	\$345.54
Experienced Senior Manager Auditing Services	\$199.70	\$205.69	\$211.86	\$218.22	\$224.77
Senior Manager Auditing Services	\$138.57	\$142.73	\$147.01	\$151.42	\$155.96
Experienced Manager Auditing Services	\$123.62	\$127.33	\$131.15	\$135.08	\$139.13
Manager Auditing Services	\$115.47	\$118.93	\$122.50	\$126.18	\$129.97
Senior Staff Auditing Services	\$108.68	\$111.94	\$115.30	\$118.76	\$122.32
Junior Staff Auditing Services	\$100.53	\$103.55	\$106.66	\$109.86	\$113.16
<b>Accounting Services (Sin: 520-11)</b>					
Partner/Principal/Director Accounting Services	\$276.36	\$284.65	\$293.19	\$301.99	\$311.05
Experienced Senior Manager Accounting Services	\$177.75	\$183.08	\$188.57	\$194.23	\$200.06
Senior Manager Accounting Services	\$151.03	\$155.56	\$160.23	\$165.04	\$169.99
Experienced Manager Accounting Services	\$144.87	\$149.22	\$153.70	\$158.31	\$163.06
Manager Accounting Services	\$138.69	\$142.85	\$147.14	\$151.55	\$156.10
Experienced Senior Consultant Accounting Services	\$125.34	\$129.10	\$132.97	\$136.96	\$141.07
Senior Staff Accounting Services	\$119.17	\$122.75	\$126.43	\$130.22	\$134.13
Junior Staff Accounting Services	\$111.98	\$115.34	\$118.80	\$122.36	\$126.03
<b>Financial Management Services (Sin: 520-12, 520-13)</b>					
Partner/Principal/Director Financial Management Services	\$362.69	\$373.57	\$384.78	\$396.32	\$408.21
Experienced Senior Manager Financial Management Services	\$303.07	\$312.16	\$321.52	\$331.17	\$341.11
Senior Manager Financial Management Services	\$276.36	\$284.65	\$293.19	\$301.99	\$311.05
Experienced Manager Financial Management Services	\$250.69	\$258.21	\$265.96	\$273.94	\$282.16
Manager Financial Management Services	\$223.97	\$230.69	\$237.61	\$244.74	\$252.08
Experienced Senior Consultant Financial Management Services	\$211.65	\$218.00	\$224.54	\$231.28	\$238.22
Senior Staff Financial Management Services	\$198.28	\$204.23	\$210.36	\$216.67	\$223.17
Junior Staff Financial Management Services	\$183.92	\$189.44	\$195.12	\$200.97	\$207.00

**Escalation Factor = 3.0%**

### **Asset Sales under SINS 520-1 and 520-2**

39 basis points of gross sales proceeds (No escalation factor is included on the basis points)

The prices shown in this Federal Supply Schedule Price List are net prices. However, depending on the anticipated level of effort of specific projects and the nature or timing of the services to be provided, Deloitte & Touche LLP will evaluate on a task by task basis if an additional competitive adjustment (as a percent of some of these rates) is feasible. If feasible, Deloitte & Touche LLP will offer such additional discounts to the ordering agency as part of the task/delivery order negotiation process.