



CHEMONICS

**CHEMONICS INTERNATIONAL**  
**1717 H St, NW, Washington, D.C. 20036**  
**Ph: 202.955.3359 – Fax: 202.955.7530**

**General Services Administration - Federal Supply Service**  
**Authorized Federal Supply Schedule Price List**  
**Mission Orientated Business Integrated Services (MOBIS)**

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

Contract Number: GS-23F-9800H  
Contract Period: Option Years 2008-2012  
Business Size: Large  
Contact Person: Marilyn Tedeschi  
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Email: [mtedeschi@chemonics.com](mailto:mtedeschi@chemonics.com)  
[gsaschedules@chemonics.com](mailto:gsaschedules@chemonics.com)

Payment Addresses

By mail: Attn: Accounts Payable  
Chemonics International  
1717 H. St, NW  
Washington, D.C. 20006

By electronic or wire transfer: SunTrust Bank  
N.A. for the account of Chemonics International Inc.  
Bank Account #700268219  
Bank ABA #055002707

Prompt Payment Discount: None  
Aggregate Discount: None  
Quantity/Dollar Volume Discount: N/A

Minimum Order: \$300  
Maximum Order: \$1,000,000  
FOB Point: Destination

Chemonics International will accept the government credit card.

Chemonics International possesses an adequate and auditable labor hour recording and invoicing system capable of fully supporting labor hour invoices. Therefore, Chemonics is approved to accept labor hour task orders from agencies under this contract.

**CHEMONICS INTERNATIONAL  
CONTRACT NO.GS-23F-9800H  
RATE SHEET**

**SIN 874-1: CONSULTING SERVICES**

<b>Labor Category</b>	<b>Year 10 (July 1 2007-June 30 2008)</b>		<b>Year 11 (July 1 2008-June 30, 2009)</b>		<b>Year 12 (July 1 2009-June 30 2010)</b>	
	<b>Hourly Rate</b>	<b>Daily Rate</b>	<b>Hourly Rate</b>	<b>Daily Rate</b>	<b>Hourly Rate</b>	<b>Daily Rate</b>
Financial Analyst	\$218.22	\$1,745.76	\$226.95	\$1,815.59	\$236.03	\$1,888.21
Trade Specialist	\$218.22	\$1,745.76	\$226.95	\$1,815.59	\$236.03	\$1,888.21
Industry Specialist/Engineer	\$164.23	\$1,313.84	\$170.80	\$1,366.39	\$177.63	\$1,421.05
Accountant	\$148.20	\$1,185.60	\$154.13	\$1,233.02	\$160.29	\$1,282.34
Public Relations Specialist	\$174.78	\$1,398.21	\$181.77	\$1,454.14	\$189.04	\$1,512.30
Economist	\$218.22	\$1,745.84	\$226.95	\$1,815.67	\$236.03	\$1,888.30
Attorney	\$239.60	\$1,916.80	\$249.18	\$1,993.47	\$259.15	\$2,073.21
Officer/Vice President	\$199.31	\$1,594.52	\$207.28	\$1,658.30	\$215.57	\$1,724.64
Senior Consultant	\$174.81	\$1,398.46	\$181.80	\$1,454.39	\$189.08	\$1,512.57
Senior Associate	\$165.46	\$1,323.67	\$172.07	\$1,376.62	\$178.96	\$1,431.68
Senior Manager	\$146.64	\$1,173.11	\$152.51	\$1,220.03	\$158.61	\$1,268.84
Senior Technical Specialist	\$122.70	\$981.63	\$127.61	\$1,020.89	\$132.71	\$1,061.73
Senior Analyst	\$109.00	\$871.99	\$113.36	\$906.87	\$117.89	\$943.15
Management Analyst	\$90.18	\$721.44	\$93.79	\$750.30	\$97.54	\$780.31
Technical Analyst	\$73.51	\$588.08	\$76.45	\$611.60	\$79.50	\$636.06
Analyst	\$66.20	\$529.60	\$68.85	\$550.79	\$71.61	\$572.82
Market/Business Specialist	\$61.82	\$494.51	\$64.29	\$514.29	\$66.86	\$534.86
Assistant Analyst	\$56.26	\$450.03	\$58.51	\$468.03	\$60.85	\$486.75
Management Assistant	\$50.69	\$405.55	\$52.72	\$421.78	\$54.83	\$438.65
Information Assistant	\$45.32	\$362.56	\$47.13	\$377.06	\$49.01	\$392.15
Clerical Coordinator	\$40.32	\$322.53	\$41.93	\$335.43	\$43.61	\$348.85

<b>Labor Category</b>	<b>Year 13 July 1 2010-June 30 2011</b>		<b>Year 14 (July 1 2011-June 30 2012)</b>		<b>Year 15 (July 1 2012-June 30 2013)</b>	
	<b>Hourly Rate</b>	<b>Daily Rate</b>	<b>Hourly Rate</b>	<b>Daily Rate</b>	<b>Hourly Rate</b>	<b>Daily Rate</b>
Financial Analyst	\$236.03	\$1,888.25	\$245.47	\$1,963.78	\$255.29	\$2,042.33
Trade Specialist	\$236.03	\$1,888.25	\$245.47	\$1,963.78	\$255.29	\$2,042.33
Industry Specialist/Engineer	\$177.63	\$1,421.05	\$184.74	\$1,477.89	\$192.13	\$1,537.01
Accountant	\$160.29	\$1,282.35	\$166.71	\$1,333.65	\$173.37	\$1,386.99
Public Relations Specialist	\$189.04	\$1,512.30	\$196.60	\$1,572.79	\$204.46	\$1,635.70
Economist	\$236.03	\$1,888.25	\$245.47	\$1,963.78	\$255.29	\$2,042.33
Attorney	\$259.15	\$2,073.18	\$269.51	\$2,156.10	\$280.29	\$2,242.35
Officer/Vice President	\$224.20	\$1,793.62	\$233.17	\$1,865.37	\$242.49	\$1,939.98
Senior Consultant	\$196.64	\$1,573.07	\$204.51	\$1,635.99	\$212.69	\$1,701.43
Senior Associate	\$186.11	\$1,488.95	\$193.56	\$1,548.51	\$201.30	\$1,610.45
Senior Manager	\$164.95	\$1,319.59	\$171.55	\$1,372.37	\$178.41	\$1,427.27
Senior Technical Specialist	\$138.02	\$1,104.20	\$143.54	\$1,148.37	\$149.29	\$1,194.30
Senior Analyst	\$122.61	\$980.88	\$127.51	\$1,020.11	\$132.61	\$1,060.91
Management Analyst	\$101.44	\$811.52	\$105.50	\$843.98	\$109.72	\$877.74
Technical Analyst	\$82.68	\$661.51	\$85.99	\$687.97	\$89.43	\$715.48
Analyst	\$74.47	\$595.73	\$77.45	\$619.56	\$80.55	\$644.34
Market/Business Specialist	\$69.53	\$556.26	\$72.31	\$578.51	\$75.21	\$601.65
Assistant Analyst	\$63.28	\$506.22	\$65.82	\$526.47	\$68.45	\$547.53
Management Assistant	\$57.02	\$456.19	\$59.30	\$474.44	\$61.68	\$493.42
Information Assistant	\$50.97	\$407.83	\$53.01	\$424.15	\$55.13	\$441.11
Clerical Coordinator	\$45.35	\$362.80	\$47.17	\$377.32	\$49.05	\$392.41

**CHEMONICS INTERNATIONAL  
 CONTRACT NO. GS-23F-9800H  
 MOBIS LABOR CATEGORIES AND DESCRIPTIONS**

<b><u>MOBIS LABOR CATEGORY</u></b>	<b><u>DESCRIPTION</u></b>
<b>Financial Analyst</b>	MBA, MA, MS or its equivalent. Ten years work experience in the field, of which no less than five years must have been spent working in a developing country. The individual provides expert advice and assistance in support of an agency's management, organizational and business improvement efforts. Provides strategic and financial planning, business planning, program audits, and financial management advice to organizations and enterprises to assist in business improvement efforts and to strengthen their financial management capabilities.
<b>Trade Specialist</b>	MBA, MA, MS or its equivalent. Ten years work experience in the field, of which no less than five years must have been spent working in a developing country. Provides expert advice and assistance in support of an agency's business improvement efforts. Works with enterprises to strengthen their export capabilities by providing expert advise on product improvement, market linkages, process improvement, and strategic and action planning.
<b>Industry Specialist / Engineer</b>	MBA, MA, MS or its equivalent. Ten years work experience in the field, of which no less than five years must have been spent working in a developing country. The Individual provides expert advice and assistance in support of an agency's efforts to improve the management and organizational structure of enterprises. The Individual provides industry or sector specific advice to enterprises including industry specific business and action planning, performance measures and indicators, organizational assessments, sector and/or industry assessments and process and productivity improvement .
<b>Accountant</b>	MBA, MA, MS or its equivalent. Ten years work experience in the field, of which no less than five years must have been spent working in a developing country. The Individual provides expert advice and assistance in support of an agency's management improvement efforts, including improving the management and organizational structure of enterprises. Assists enterprises and organizations with activity-based costing, benchmarking, financial planning, financial management and analysis, and program audits.
<b>Public Relations Specialist</b>	MBA, MA, MS or its equivalent, Ten years work experience in the field, of which no less than five years must have been spent working in a developing country. The Individual provides expert advice and assistance in support of an agency's efforts to improve the market position of organizations or enterprises within an industry. Will advise organizations and enterprises on change management, and knowledge management efforts including the packaging and distribution of information.
<b>Economist</b>	MBA, MA, MS or its equivalent. Ten years work experience in the field, of which no less than five years must have been spent working in a developing country. The Individual provides expert advice and assistance in support of an agency's efforts to improve the market position of organizations or enterprises within an industry. Assists organizations and enterprises in with the strategic and business planning process, including the development of surveys, benchmarking activities, and process modeling and simulation.
<b>Attorney</b>	JD or its equivalent. Ten years work experience in the field, of which no less than five years must have been spent working in a developing country. The Individual provides expert advice, assistance and guidance in support of an agency's management, organizational and business improvement efforts. Will provide legal advice to businesses in relation to business improvement efforts and alternative dispute resolution.
<i>Requirements for the positions above are for the most senior level person in the labor category. If it is determined that a mid or junior level person is required by the Task Order to complete the statement of work, then the labor rate will be discounted at a higher percentage than that of a senior person in the labor category.</i>	

<b><u>MOBIS LABOR CATEGORY</u></b>	<b><u>DESCRIPTION</u></b>
<b>Officer/Vice President</b>	Master's/PHD, minimum of 15 years of project and staff management experience. Responsible for providing vision, leadership, staffing, and management for a department including home-office and oversees operations, developing and managing annual business strategy and budget for quality results and growth, creating a work environment that motivates staff and promotes teamwork, and contributing to the successful operation, management, and industry reputation of the company as a whole. Reports to the President. Supervises director(s) directly, and through delegation, manager(s), and associate(s).
<b>Senior Consultant</b>	Master's/PHD, minimum 8-14 years of project and staff management experience. A consultant to Chemonics, the Individual provides day-to-day work and staff supervision, operates in leadership roles for one or more technical assistance projects, new business development, and/or technical assignments, and increasingly contributes to departmental, regional, and corporate strategies, financial management, and staff development and supervision.
<b>Senior Associate</b>	Master's/PHD, minimum 8-14 years of project and staff management experience. The Individual provides day-to-day work and staff supervision, operates in leadership roles for one or more technical assistance projects, new business development, and/or technical assignments, and increasingly contributes to departmental, regional, and corporate strategies, financial management, and staff development and supervision.
<b>Senior Manager</b>	Master's/PHD, minimum 8-14 years of project and staff management experience. The Individual provides day-to-day work and staff supervision, operates in leadership roles for one or more technical assistance projects, new business development, and/or technical assignments, and increasingly contributes to departmental, regional, and corporate strategies, financial management, and staff development and supervision.
<b>Senior Technical Specialist</b>	Master's/PHD, minimum 8-14 years of project and staff management experience. The Individual provides day-to-day work and staff supervision, operates in leadership roles for one or more technical assistance projects, new business development, and/or technical assignments, and increasingly contributes to departmental, regional, and corporate strategies, financial management, and staff development and supervision.
<b>Senior Analyst</b>	Masters degree or minimum of 4-8 years of relevant project and staff management experience. The Individual is responsible for day-to-day work and staff supervision leading to achievement of quality work products. He or she serves as a critical team member in a project management unit, mentoring Individuals and collaborating closely with senior management for effective supervision of one or two complex projects, as well as engaging in increasingly complex new business and technical assignments with minimal oversight.
<b>Management Analyst</b>	Masters degree or minimum of 4-8 years of relevant project and staff management experience. The Individual is responsible for day-to-day work and staff supervision leading to achievement of quality work products. He or she serves as a critical team member in a project management unit, mentoring Individuals and collaborating closely with senior management for effective supervision of one or two complex projects, as well as engaging in increasingly complex new business and technical assignments with minimal oversight.
<b>Technical Analyst</b>	Masters degree or minimum of 4-8 years of relevant project and staff management experience. The Individual is responsible for day-to-day work and staff supervision leading to achievement of quality work products. He or she serves as a critical team member in a project management unit, mentoring Individuals and collaborating closely with senior management for effective supervision of one or two complex projects, as well as engaging in increasingly complex new business and technical assignments with minimal oversight.
<b>Analyst</b>	Masters degree or minimum of 4-8 years of relevant project and staff management experience. The Individual is responsible for day-to-day work and staff supervision leading to achievement of quality work products. He or she serves as a critical team member in a project management unit, mentoring Individuals and collaborating closely with senior management for effective supervision of one or two complex projects, as well as engaging in increasingly complex new business and technical assignments with minimal oversight.

<b><u>MOBIS LABOR CATEGORY</u></b>	<b><u>DESCRIPTION</u></b>
<b>Market/Business Specialist</b>	Masters degree or minimum of 4-8 years of relevant project and staff management experience. The Individual is responsible for day-to-day work and staff supervision leading to achievement of quality work products. He or she serves as a critical team member in a project management unit, mentoring Individuals and collaborating closely with senior management for effective supervision of one or two complex projects, as well as engaging in increasingly complex new business and technical assignments with minimal oversight.
<b>Assistant Analyst</b>	Bachelor's degree, minimum of 1-4 years of relevant project and staff management experience. The Individual is assigned to one or two medium-to-high complexity projects, will assume increasing project management and contract administration duties, and will provide training and coaching to other staff as assigned. Performs increasingly challenging new business assignments, applies technical knowledge appropriately in work activities, conducts short-term field assignments, and works on special projects as directed by supervisor. Reports to Individual; provides mentoring to assigned staff.
<b>Management Assistant</b>	Bachelor's degree, minimum of 1-4 years of relevant project and staff management experience. The Individual is assigned to one or two medium-to-high complexity projects, will assume increasing project management and contract administration duties, and will provide training and coaching to other staff as assigned. Performs increasingly challenging new business assignments, applies technical knowledge appropriately in work activities, conducts short-term field assignments, and works on special projects as directed by supervisor. Reports to Individual; provides mentoring to assigned staff.
<b>Information Assistant</b>	Bachelor's degree, minimum of 1-4 years of relevant project and staff management experience. The Individual is assigned to one or two medium-to-high complexity projects, will assume increasing project management and contract administration duties, and will provide training and coaching to other staff as assigned. Performs increasingly challenging new business assignments, applies technical knowledge appropriately in work activities, conducts short-term field assignments, and works on special projects as directed by supervisor. Reports to Individual; provides mentoring to assigned staff.
<b>Clerical Coordinator</b>	Bachelor's degree, minimum of 1-4 years of relevant project and staff management experience. The Individual is assigned to one or two medium-to-high complexity projects, will assume increasing project management and contract administration duties, and will provide training and coaching to other staff as assigned. Performs increasingly challenging new business assignments, applies technical knowledge appropriately in work activities, conducts short-term field assignments, and works on special projects as directed by supervisor. Reports to Individual; provides mentoring to assigned staff.