



**Company Information:**

KesselRun Corporate Travel Solutions LLC  
GSA Contract # GS-33F-0025W  
SIN 599-1, Travel Consulting Services  
110 Seville Chase Atlanta, GA 30328  
770.640.9100  
[www.kesselrunconsulting.com](http://www.kesselrunconsulting.com)

**Contact:**

Federal, State, and local agencies and contractors requiring further information on services and pricing may contact Michael Brennan, Managing Partner, at +1 770 640-9100 ext. 10 or via email at [mbrennan@kesselrunconsulting.com](mailto:mbrennan@kesselrunconsulting.com) [www.kesselrunconsulting.com](http://www.kesselrunconsulting.com)

**Background:**

KesselRun Corporate Travel Solutions is a GSA Federal Supply Schedule Contract holder (GS-33F0025W) and a Service Disabled Veteran Owned Small Business (SDVOSB) that prides itself on providing high quality solutions for Government Clients and Federal Prime Vendors in the areas of travel procurement and process optimization, all while streamlining and simplifying orders.

KesselRun's Government Client Services team focuses exclusively on federal, state, and local government travel initiatives. We recognize that you have specific needs and requirements. Our team of experienced professionals is committed to providing you with professional management and technical consulting services in support of your requirements and E-Gov Travel Service 2.0 (ETS2). Our commitment to providing best-in-class support includes rapid response, outstanding service and competitive pricing.

Our consultants leverage years of Government and Commercial travel management experience to provide industry best practices in support of improving customer service and simplifying the travel process. We set as our goals: improving policy and travel processes; increasing government wide security compliance; minimizing capital improvement and operational/ maintenance costs. We focus on consolidating data that is both accurate and actionable to facilitate the Government to strategically source its travel suppliers resulting in an integrated, customer-centric, end-to-end travel environment.

Some of our services include:

- E-2 Solutions and Concur Government Edition
- E- GOV Travel Service 2
- Help Desk/ Call Center Support
- On-site Travel Arrangers
- Travel Policy creation
- Travel Systems and Regulations Training
- Adoption Consulting
- Program Benchmarking and Optimization
- Data Analysis
- Cost Containment Initiatives
- Scorecard Reporting
- OMB- M11-35 Compliance

Some of our results include:

- Reduced voucher processing time
- Operational Cost Reductions
- Improved Traveler Satisfaction
- Adoption of Industry Best Practices
- Integrated, Customer-Centric, End-to-End Travel Services
- Greater Program Visibility
- Overall Past Performance Rating of 96
- Consolidation of Data-Creating Actionable Buying Power
- Enhanced Security Compliance

**LABOR CATAGORIES DESCRIPTIONS:**

<b>Labor Category:</b>	<b>Project Manager</b>
<b>Responsibilities:</b>	Manage project and personnel in the day to day activities for the entire engagement. Ensure that timelines are met and deliverables are received by client. Complete daily work logs for tracking hours and material use. Attend customer meetings as required
<b>Minimum Experience:</b>	Two (2) years’ work experience, preferably assisting in the management of projects, supporting staff in the implementation of consulting deliverables.
<b>Education:</b>	High School Diploma or GED
<b>Labor Category:</b>	<b>Consultant</b>
<b>Responsibilities:</b>	Applies specialized expertise to assist clients identify management, organization and business issues and develop strategic initiatives. Acts as source to Government Contracting Officer (GCO), the contract-level Contracting Officer’s Representative (COR), government management personnel, customer representatives and other contracting organizations. Develops proposals and recommendations, detailed project/work plans and

	ensures task completion.
<b>Minimum Experience:</b>	Four (4) years' experience providing specialized advice, assistance, guidance and work coordination in support of client's management, organizational and Business improvement projects. Ability to analyze problems and issues, develop recommendations and provide direction to supporting staff.
<b>Education:</b>	Bachelors' degree or four (4) years relevant experience
<b>Labor Category:</b>	<b>Senior Consultant</b>
<b>Responsibilities:</b>	Applies specialized expertise to assist clients identify management, organization and business issues and develop strategic initiatives. Acts as single-source to Government Contracting Officer (GCO), the contract-level Contracting Officer's Representative (COR), government management personnel, customer representatives and other contracting organizations. Develops proposals and recommendations, detailed project/work plans and ensures task completion. Provides leadership and direction to project/work participants. May serve as an outside, independent reviewer of recommendations and proposals.
<b>Minimum Experience:</b>	Seven (7) years' experience providing specialized advice, assistance, guidance and work coordination in support of client's management, organizational and Business improvement projects. Ability to analyze problems and issues, develop recommendations and provide direction to supporting staff. Demonstrated expertise in negotiating, planning, evaluating, executing and managing complex projects.
<b>Education:</b>	Bachelors' degree or four (4) years relevant experience
<b>Labor Category:</b>	<b>Partner</b>
<b>Responsibilities:</b>	Applies a set of disciplines and expertise to assist clients identify management, organization and business issues and develop strategic initiatives. Develops proposals and recommendations, detailed project/work plans and ensures task completion. Ensures not only implementation as agreed but also overall client relationship. Provides leadership and direction to project/work participants. May serve as an outside, independent reviewer of recommendations and proposals.
<b>Minimum Experience:</b>	Ten (10) years' experience providing expert advice, assistance, guidance and counseling others in support of client's management, organizational and Business improvement projects. Ability to analyze problems and issues, develop recommendations and provide direction to supporting staff. Demonstrated expertise in negotiating, planning, evaluating, executing and managing complex projects.
<b>Education:</b>	Bachelors' degree or four (4) years relevant experience

**LABOR CATAGORIES & PRICE LIST**

<b>Travel Services SIN</b>	<b>Labor Category</b>	<b>Commercial Labor Rates (Loaded) Off Site</b>	<b>Government Discount % Offered</b>	<b>Price Offered to the Government Labor Rates (Loaded) Off Site</b>
<b>Base Period (5 years)</b>				
<b>599 1</b>	<b>Project Manager</b>	<b>\$60.00/hr</b>	<b>5%</b>	<b>\$57.00</b>
<b>599 1</b>	<b>Consultant</b>	<b>\$87.50/hr</b>	<b>5%</b>	<b>\$83.12</b>
<b>599 1</b>	<b>Senior Consultant</b>	<b>\$110.00/hr</b>	<b>5%</b>	<b>\$104.50</b>
<b>599 1</b>	<b>Partner</b>	<b>\$150.00/hr</b>	<b>22%</b>	<b>\$117.00</b>

**TERMS:**

\* IFF of 0.75% is included in GSA offered price: The Contractor agrees to remit the Industrial Funding Fee and Sales Reporting under this contract pursuant to Clause 552.238-74, Industrial Funding Fee and Sales Reporting (JUL 2003), of the contract.

Volume Discounts: KesselRun Corporate Travel Solutions provides additional volume discounts of:

(a) 0.5% for task orders in excess of \$50,000.00 and

(b) 1.0% for task orders in excess of \$100,000.00.

Escalation Factor: Per Clause I-FSS-969 Economic Price Adjustment – FSS Multiple Award Schedule (JAN 2002) (b)(2), The Bureau of Labor Statistics Consumer Price Index-All Urban Consumers (CPI-U).

Prompt Payment: 1%, 7 days, net 30 days

FOB: Destination

Minimum Order: \$100

Maximum Order: \$1,000,000

This is Order Limitation amount, as discussed under Clause 52.216-19 ORDER LIMITATIONS (OCT 1995) (DEVIATION II —FEB 2007) of the contract.

State/Local Disaster Recovery: Yes

ARRA Participant: Yes