



*Solving Complex Business Problems*

**GENERAL SERVICES ADMINISTRATION  
Federal Supply Service  
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 are available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! is: [GSAAdvantage.gov](http://GSAAdvantage.gov).

Schedule Title: **Transpiration, Delivery, and Relocation Solutions**

FSC Group, Part, and Section or Standard Industrial Group (as applicable) **N/A**

FSC Class(es)/Product code(s) and/or Service Codes (as applicable): **N/A**

Contract number **GS33F044AA**

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov).

Contract period. **06/05/13 – 06/04/18**

Contractor's name, address, and phone number (include toll-free WATS number and FAX number, if applicable)

**1331 H Street, NW, Suite 600**

**Washington, DC 20005**

**Main: (202) 296-0601**

**Fax: (877) 514-4419**

Contractor's internet address/web site where schedule information *can* be found (as applicable):  
**[www.censeoconsulting.com](http://www.censeoconsulting.com)**

Contract Administrator: David F. Banks

Business size. **Small**

1a. Table of awarded special item number(s) with appropriate cross- reference to item descriptions and awarded price(s).

<u>SIN</u>	<u>MODEL/DESCRIPTION</u>
<b>411-3</b>	<b>Transportation Consulting Services</b>

1b. See Attachment 1 for pricing of Tasks

1c. See Attachment 1

**SCA APPLICABILITY STATEMENT**

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire 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 29 CFR 541.300), 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 the applicable wage determination number. Failure to do so may result in cancellation of the contract."

2. Maximum order. **\$1,000,000.00**

3. Minimum order. **\$100.00**

4. Geographic coverage (delivery area). **Domestic & Overseas delivery**

5. Point(s) of production (city, county, and State or foreign country). **Washington, DC**

6. Discount from list, prices or statement of net price. **N/A**

7. Quantity discounts. **N/A**

8. Prompt payment terms. **N/A**

9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold. **Government credit cards are accepted at or below the micro-purchase threshold.**

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold. **Government purchase cards are accepted.**

10. Foreign items (list items by country of origin) **None.**

11a. Time of delivery. **To be negotiated at the task order level**

11b. Expedited Delivery. **Contact Contractor's Representative.**

11c. Overnight and 2-day delivery. **Contact Contractor's Representative.**

11d. Urgent Requirements. **See contract clause I-FSS-14-B. Agencies can contact the contact for Contract Administration to obtain faster delivery.**

12. F.O.B. point(s). **Destination**

13a. Ordering address

**Censeo Consulting Group, Inc.**  
**Attn: Contracts**  
**1331 H Street, NW, Suite 600**  
**Washington, DC 20005**  
**(202) 296-0601**

13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample EPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).

14. Payment address

**Censeo Consulting Group, Inc.**  
**Attn: Accounts Payable**  
**1331 H Street, NW, Suite 600**  
**Washington, DC 20005**  
**(202) 296-0601**

15. Warranty provision. **Standard Commercial Warranty is provided.**

16. Export packing charges, if applicable. **N/A**

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level). **N/A**

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. contractor's website or other location.) The EIT standards can be found at [www.Section508.gov/](http://www.Section508.gov/). **N/A**
25. Data Universal Number System (DUNS) number. **132220604**
26. Notification regarding registration in Central Contractor Registration (CCR) database. **Censeo Consulting Group, Inc. CCR (SAM) registration is valid through 03/06/2014.**

**Attachment 1**
**Awarded Contract Price List – SIN 411-3**

<b>Censeo Labor Category</b>	<b>Censeo Proposed Rates</b>
Staff Analyst I	\$86.28
Staff Analyst II	\$97.75
Business Analyst I	\$165.75
Business Analyst II	\$174.25
Senior Business Analyst I	\$191.25
Senior Business Analyst II	\$228.44
Associate I	\$265.63
Associate II	\$297.50
Senior Associate I	\$329.38
Senior Associate II	\$371.88
Managing Director I	\$425.00
Managing Director II	\$478.13
Partner	\$466.87
Subject Matter Expert I (SME I)	\$593.01

The following represents the labor categories proposed above and the corresponding functions, qualifications, and education requirements.

<b>Censeo Labor Category</b>	<b>Education Requirement</b>	<b>Required Experience (years)</b>	<b>Position Description</b>
Staff Analyst I	N/A	0-2	Responsibilities may include: Conducting research, preparing or assisting in the preparation of written reports with text, charts, and spreadsheets for internal presentation and inclusion in reports going to clients.
Staff Analyst II	N/A	2-3	Responsibilities may include: Providing support in the areas of analysis, design and development, and the implementation of management, organizational and business improvement processes.
Business Analyst I	BS/BA	1-2	Responsibilities may include: 1) Analyzing and assessing project issues and requirements; and 2) Supporting research and quantitative analysis
Business Analyst II	BS/BA	2-3	Responsibilities may include: 1) Analyzing and assessing project issues and requirements; and

			2) Supporting research and quantitative analysis
Senior Business Analyst I	BS/BA	3-6	Responsibilities may include: 1) Analyzing and assessing issues influencing project completion; and 2) Lead roles on small project work streams
Senior Business Analyst II	BS/BA	4-7	Responsibilities may include: 1) Analyzing and assessing issues influencing project completion; and 2) Lead roles on small to medium size project work streams
Associate I	BS/BA (MS Preferred)	5-9	Responsibilities may include: 1) Lead roles on large project work streams; and 2) Quantitative and qualitative analysis on critical project issues
Associate II	BS/BA (MS Preferred)	6-10	Responsibilities may include: 1) Lead roles on large project work streams; and 2) Quantitative and qualitative analysis on critical project issues
Senior Associate I	BS/BA (MS Preferred)	7-11	Responsibilities may include: 1) Leading analysis and management of project work streams; and 2) Leading complex problem solving processes
Senior Associate II	BS/BA (MS Preferred)	8-12	Responsibilities may include: 1) Leading analysis and management of project work streams; and 2) Leading complex problem solving processes
Managing Director I	MS	10-15	Responsibilities may include: 1) Leading multiple complex project work streams; and 2) Overall responsibility for project management
Managing Director II	MS	12-17	Responsibilities may include: 1) Leading multiple complex project work streams; and 2) Overall responsibility for project management
Partner	MS	12-17	Responsibilities may include: 1) Leading multiple complex project work streams; and 2) Overall responsibility for financial management
Subject Matter Expert I	MS	10-20	Responsibilities may include: 1) Advising senior project management in area of expertise; and 2) Leading complex problem solving process in area of expertise

### Experience for Education Substitution Policy

Censeo Consulting Group recognizes that there are exceptional contractors who may add value to its mission and the service of its Customers, but do not meet the education or relevant experience requirements associated with our Labor Category descriptions. Censeo may substitute one (1) year of relevant work experience for one (1) year of required education, or vice versa. Generally, a Bachelor's Degree is equivalent to four (4) years of relevant work experience. A Master's Degree is equivalent to six (6) years of relevant work experience. Doctoral or other Terminal Degrees are equivalent to eight (8) years of relevant work experience. Other exceptions to this policy may be made with Customer approval.

## About Censeo:

Censeo Consulting Group is widely recognized as THE leader in guiding federal and defense agencies through strategic transformation challenges. Censeo provides analytic, advisory, and execution support on supply chain and workforce-related improvements across the Federal Government, including OMB, Department of Commerce, Department of Homeland Security, GSA, Army, Navy, Air Force, Department of Energy, Veterans Affairs (VA), and Department of Transportation, as well as to many Fortune commercial clients. Censeo was recently named one of the “Top Small Workplaces 2009” by *The Wall Street Journal*, “Best Small Firms to Work For” (2009) by *Consulting* magazine, and named a “Small Jewel” in 2008 by *Consulting* magazine (only awarded to seven small firms throughout the consulting industry) for its innovative business practices and thought leadership.

Censeo brings the necessary analytical skills, thought leadership, and strategic insights to successfully provide high impact transportation consulting services to Federal agencies. Our extensive experience as strategic and objective advisors to executives across federal, defense and commercial organizations provides us with the unique ability to draw from a vast knowledge base of agency transportation needs, commercial trends, and best practices.

Censeo takes pride in our track record of not only advancing cost efficiency, service delivery, and program management within the Federal government, but also in helping our clients apply our innovative ideas and practical frameworks to drive tangible results. Below are several of Censeo’s differentiated capabilities that will allow us to be a successful partner with Federal agencies:

- **Deep understanding of the transportation market and Federal transportation needs:** Censeo is a recognized thought leader in the Federal transportation space. We have analyzed various aspects of the transportation supply market and have unique insights into how agencies can utilize the transportation value chain to lower costs. Further, our work has given us unique insights into the business and technical transportation needs of the Federal government.
- **Proven experience helping Federal agencies lower costs through optimized shipping and transportation strategies:** Censeo has a track record of helping Federal agencies analyze their transportation needs and develop strategies which increase the value they receive for their transportation spending.
- **A track record of success across the spectrum of transportation consulting services:** Censeo has supported dozens of Federal programs and commercial organizations in the improvement of their transportation programs. We have direct experience in a myriad of transportation consulting services which align with the requirements defined in the solicitation document. Examples of our expertise are described in detail in the Project Experience section of our proposal. The service areas Censeo is most highly specialized in include the following:

- Risk analysis and risk assessments
- Technical advice related to storage and transportation
- Development of transportation management plans
- Analysis of transportation programs & identification of operational efficiencies
- Execution of benchmarking studies
- Technical advice in areas of storage & transportation.
- Transportation needs assessments and recommendations
- Development of performance measures to optimize transportation outcomes

### *Our Services*

Censeo is providing leading edge capabilities to our clients to improve the state of Federal transportation. Through our work with the transportation offices across the Federal government as well as leaders in the largest commercial firms, we have developed an understanding of how the government can reduce the costs and improve the effectiveness of its transportation services. Further, we have implemented these concepts within the Federal government and have proven their effectiveness. Specifically, we bring the following capabilities to government:

- **Strategic Sourcing Implementation:** Based on our unparalleled experience working with Federal Strategic Sourcing offices, Censeo has developed a Strategic Sourcing model which has been used to effectively lower costs for transportation services. Our strategic sourcing approach is used throughout the Federal government, and was used by GSA to implement the second generation Domestic Delivery Services (DDS2) program. Censeo uses its unique intellectual property throughout its projects to help evolve and improve transportation sourcing across agencies.
- **Transportation Optimization:** Censeo has helped multiple Federal agencies and commercial firms lower their transportation costs. We first analyze agency demand and usage patterns using business intelligence data owned by the agency or available through the agency's carriers. We then align agency demand with the most cost effective services provided by the supply market. For example, we worked with one federal department to identify the number of domestic delivery packages shipped using the relatively expensive "Next Day Express" service to a destination within a 200-300 mile radius of the point of origin. Based on the capabilities of the supply market we identified that those packages would be delivered at the same time using the less expensive "Ground" service. We then developed and executed a change management plan to enable federal employees to make cost-optimal shipping decisions, significantly reducing agency shipping costs. We have applied this approach to many transportation categories including delivery services, transportation mode selection, and fleet management.
- **Supplier Relationship Management:** Leading commercial firms have found that traditional transportation management strategies do not always lead to optimal savings. Instead, unique lifecycle strategies should be developed for key suppliers or transportation categories. These strategies often entail building long term, collaborative relationships that reduce costs for both buyers and sellers. Censeo has pioneered Supplier



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Relationship Management in the Federal government, and has developed FAR compliant techniques to implement this commercial best practice while advancing the Government's interest in supporting small business and various socio-economic classes.