



MEB CONSULTING, LLC

GS-35F-0134P

GENERAL SERVICES ADMINISTRATION

**Authorized Federal Supply Service
Information Technology (IT) Schedule Pricelist
General Purpose Commercial Information Technology,
Equipment, Software and Services**

MEB CONSULTING, LLC

112A Love Rd.
1st Floor, Unit H
Reading, PA 19607
Business Size: Small
P: (610) 775-3002
F: (610) 898-0911
email: mebrown@mebcllc.com
website: www.mebcllc.com

Contract Number: GS-35F-0134P

Contract Period: December 8, 2003 through December 8, 2008

General Description of Services Offered

SIN: 132-51 – Information Technology Professional Services

FPDS Code D302: IT Systems Development Services

FPDS Code D306: IT Systems Analysis Services

FPDS Code D313: Computer Aided Design/Computer Aided Manufacturing (CAD/CAM) Services

FPDS Code D399: Other Information Technology Services, Not Elsewhere Classified

General Services Administration Federal Supply Service

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. Government buyers can access the Federal Supply Services homepage via the internet at <http://www.fss.gsa.gov/>

MEB CONSULTING: IT PROFESSIONAL SERVICES

Our Focus

MEB Consulting (MEBC) is a specialist consulting organization that is focused on the optimization of your supply chain. Every individual in our team has had multiple years managing corporate supply chains and implementing supply chain optimization processes and software. As an organization we are relentlessly focused on cutting through to the important issues you face to provide action orientated programs that we can implement to improve the operation of your supply chain. And we do it fast!

Who Are We?

MEBC was started by two individuals who managed the supply chain, purchased supply chain optimization software, and implemented the solution for their respective company's. Subsequently, both worked in supply chain consulting organizations implementing supply chain solutions for numerous industries, and ultimately sold supply chain optimization software. We have therefore practiced supply chain management, purchased, implemented and sold supply chain optimization solutions. At MEB Consulting we know how to add value.

Why Do Business with Us?

Experience

When you do business with a consulting company the value you derive is directly proportional to the experience of the consultant assigned to you. MEBC specializes in only hiring individuals with real world experience in managing their own supply chain before they moved into the consulting world. We insist that they have gotten their hands dirty in the past. Every one of our people has implemented not only business process change, but also plumbed in the software and systems to support the process. In short, we can support you in making the strategic supply chain decisions from delivery and roll out all the way through to the final solutions.

Solutions

In our combined experience we have implemented solutions for some of the largest companies in the world. Those solutions have ranged from simple demand management systems through sales and operations planning processes to deploying collaboration solutions between some of the largest retailers and manufacturers in the world on a global basis.

Managing Excellence in Business

Pragmatic

Experience really counts when you are able to appropriately convey it to others. How many times have you had people only tell you what you wanted to hear and not what you needed to hear? We can rapidly cut to the heart of the matter and are not afraid to speak candidly to our sponsor.

Cost

Dollars do matter. Because we only hire the best our work is often completed while others are still setting up the project office. As a result you get your return on investment faster.

Why Now?

There are a lot of sub-optimized supply chains out there. Typically as a result of business process non-compliance, unused system functionality, the second phase of a project that was never started, unsuccessful change management or software never mobilized. A vision unfinished and left myopic. In a tightened economy there is a need to produce as much efficiency as possible from supply chains, but without raiding the cupboard for funds. Fast realization of an ROI provides a self-funded process to begin or complete the optimization of your supply chain.

What Services Do We Provide?

Supply Chain and Customer Relationship Management Assessments

- Simulate and predict outputs of supply chain planning and customer relationship management systems based on alternative business rules strategies.
- Evaluate potential effectiveness and operational implications of planning and execution system capabilities that are not currently deployed in your organization.
- Define software, hardware, data and knowledge management requirements for simulation environment.
- Conduct education and capabilities workshops regarding system capabilities, configuration choices and method and business rule options.
- Define simulation solution architecture based on GOTS and COTS components, data mapping and scripting and integration requirements.

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Supply Chain Solution Architecture

- What specific process modifications or additions are required for rapid ROI?
- Precisely what are the detailed Business Requirements?
- What is the best method for my organization to accomplish process redesign or reengineering?
- What software components are best for your organization?

Software & Professional Service Selection

- How can my company create a process for selection that obtains the best software for the best price and at the same time obtain organizational "Buy-In"?
- How do I secure the best pricing and resources from consulting partners?
- How does your organization get beyond the marketing, and fully understand what it is they're buying ?

Implementation Services

- We have senior professionals that "Have Been There and Done That" many times over with software solutions such as Manugistics, i2, Logility and SAP.

Information Technology Professional Services

- IT systems development
- IT systems analysis services
- Computer Aided Design/Computer Aided Manufacturing (CAD/CAM) Services

Project Mobilization and Planning

- What's the right delivery methodology to deploy?
- What skills and roles are required to be mobilized and staffed to ensure project success?
- How might I be able to identify and secure the best value assistance?

Client References

Some of our successes:

MEBC's Principals have significant experience across a wide spectrum of industries. These experiences include:

DoD Market Place:

- DLA
- USAF
- Lockheed Martin
- FDIC
- Boeing A&M

Leading Fortune 500 companies such as:

- Kellogg's
- Johnson & Johnson
- Proctor & Gamble
- Sears
- HEB
- Avon
- Unilever
- H. J. Heinz
- Lexmark
- L'Oreal
- Campbell's
- GNX
- Coca-Cola
- Pepsi-Cola
- General Public Utilities (First Energy)
- Pacific Gas & Electric

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SECTION 1

TERMS AND CONDITIONS

1. Geographic Scope of Contract: Worldwide

1a. Special Item Numbers:

- **SIN 132-51:** Consulting Services See Section 2 for Labor Descriptions and Section 3 for Pricing

1b. Unit Pricing: see Section 4 below.

1c. Labor Category Descriptions: see Section 3 below.

2. Maximum Order: \$1,000,000.00 Orders exceeding the maximum order threshold may be placed in accordance with clause I-FSS-125, “Requirements Exceeding the Maximum Order (SEP 1999)”

3. Minimum Order: \$300.00

4. Geographic Coverage (delivery area): Domestic Delivery

5. Point(s) of Production (city, county, and State or foreign country): United States

6. Statement on Net Price: Prices listed herein are net.

7. Quantity Discounts: N/A

8. Prompt Payment Terms: N/A

9a. Acceptance of Government purchase cards below micro-purchase threshold: MEB Consulting, LLC accepts Government purchase cards below the micro-purchase threshold.

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- 9b. Acceptance of Government purchase cards above micro-purchase threshold:** MEB Consulting, LLC accepts Government purchase cards above the micro-purchase threshold.
- 10. Foreign Items:** N/A
- 11a. Time of Delivery:** To be negotiated per each delivery order between contracting agency and contractor.
- 11b. Expedited Delivery:** To be negotiated per each delivery order between contracting agency and contractor.
- 11c. Overnight and 2-day Delivery:** N/A
- 11d. Urgent Requirements:** N/A
- 12. F.O.B. Point(s):** Destination
- 13a. Ordering Address(s):**
- MEB Consulting, LLC
112A Love Rd
1st Floor, Unit H
Reading PA. 19607
Attn: Mark Brown
P: 610-775-3002
F: 610-898-0911
Email: mebrown@mebcllc.com
- 13b. Ordering Procedures:** For supplies and services, the ordering procedures information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.
- 14. Payment Address(s):**
- MEB Consulting LLC**
112A Love Rd
1st Floor, Unit H
Reading PA. 19607
Attn: Mark Brown
P: 610-775-3002

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F: 610-898-0911
Email: mebrown@mebcllc.com

15. **Warranty Provision:** N/A
16. **Export Packing Charges:** N/A
17. **Terms and conditions of Government purchase card acceptance:** (any thresholds above the micro-purchase level). Ordering agencies are to follow their own credit card payment procedures.
18. **Terms and conditions of rental, maintenance, and repair:** N/A
19. **Terms and conditions of installation:** N/A
- 20a. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:** N/A
- 20b. **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. **Preventive Maintenance:** N/A
- 24a. **Special attributes such as Environmental Attributes:** N/A
- 24b. **Section 508 Compliance:** N/A for the SINS offered.
25. **Data Universal Number System (DUNS):** 12-6006431
 - MEB Consulting, LLC is registered in the Central Contractor Registration (CCR) database.
26. **Uncompensated Overtime:** N/A
27. **Cooperative Purchasing 132-51 (STLOC):** MEBC has accepted and registered for the Cooperative Purchasing MOD.

SECTION 2
DESCRIPTION OF IT SERVICES
INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES
SPECIAL ITEM NUMBER 132-51

MEB Consulting offers a full range of IT services to federal and state government managers, including services in the following four distinct areas:

FPDS Code D302 - IT Systems Development Services

FPDS Code D306 - IT Systems Analysis Services

FPDS Code D313 - Computer Aided Design/Computer Aided Manufacturing (CAD/CAM) Services

FPDS Code D399 - Other Information Technology Services, Not Elsewhere Classified:

- Independent Validation and Verification
- Business and Software Process Improvement/Reengineering
- System Evaluation and Selection
- System Implementation

IT Systems Development Services

MEB Consulting offers a full range of services to assist clients with the development of IT Systems, including the following:

- Coding and testing of custom software based on software specifications and designs
- Prototyping of developed software to determine optimal solutions to meet customer requirements
- Ensure that developed code is efficient, modifiable, reliable, understandable and fault reliant
- Provide software process management and control throughout the coding portion of the software development process
- Migration of existing applications to new platforms, including transition of applications from legacy to client/server and web platforms

IT Systems Analysis Services

MEB Consulting offers a full range of services to assist clients with the analysis of IT Systems, including the following:

- Analyze user requirements, concept of operations documents and high-level system architecture
- Develop system requirements specifications
- Develop system architecture and design documentation
- Lead system development and implementation planning through assessment or preparation of system engineering management plans and system integration and test plans
- Develop system configuration documentation including capacity, security and disaster recovery plans
- Systems engineering, including system architecture, design and engineering as well as systems management processes.
- Systems installation

Computer Aided Design/Computer Aided Manufacturing (CAD/CAM) Services: *N/A*

Other Information Technology Services, Not Elsewhere Classified

- Independent validation and verification of the products and services of third party development and implementation efforts including evaluation of software and related documentation for completeness, consistency and appropriateness relative to established standards, evaluation of test results and documentation, functional and systems implementation subject matter expertise, and risk identification and mitigation
- Business and System Process Improvement/Reengineering including "as-is" and "to-be" process and data models, industry best practice analysis, software process improvement, definition of long-term and short-term objectives and strategy, and implementation of key processes
- System Evaluation and Selection including requirements definition, business case analysis, COTS market analysis, definition of selection criteria, gap analysis, system recommendation and selection
- System Implementation, including site surveys, installation and configuration, testing, and training

SECTION 3
MEB CONSULTING LABOR CATEGORY DESCRIPTION
INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES
SPECIAL ITEM NUMBER 132-51

Job Title: Program Manager

- *Minimum/General Experience:* Fifteen (15) years of experience in the following principal areas: Strategy, Project Management, Information Systems, Process Redesign, Reengineering, Solution Design, Solution Integration/Development, Commercial Off the Shelf (COTS) Software Implementation, and Change Management. Demonstrated experience leading teams of consultants and organizations through complex projects and business transformations.
- *Functional Responsibility:* A Principal has overall responsibility for the client engagement and is responsible for solution delivery, scope and financial management of /or customer relationship management processes and COTS software. Principals provide thought leadership to engagement teams and collaboratively work with those teams to deliver leading edge solutions for their clients.
- *Minimum Education:* MS in Information Technology, MBA or an equivalent advanced degree.

Job Title: Project Manager

- *Minimum/General Experience:* Twelve (12) years of experience focused in managing and consulting for organizations using Information Technologies to improve supply chain and customer relationship management operations. Demonstrated experience managing clients and teams of consultants through Information Technology projects that focus on using COTS to improve supply chain and customer relationship management operations. Proven ability to manage project to achieve identified goals.
- *Functional Responsibility:* Responsible for providing project leadership, development and management of implementation plans, and directing systems integration efforts for clients.
- *Minimum Education:* MS in Information Technology, MBA or an equivalent advanced degree.

Job Title: Solution Architect

- *Minimum/General Experience:* Twelve (12) years of experience with at least five (5) years in consulting or Commercial Off the Shelf (COTS) software industry. Demonstrated experience in project management leading consulting teams in designing, integrating, developing, testing and implementing COTS in the supply chain and customer relationship management areas.
- *Functional Responsibility:* Responsible for providing project management and leadership for the Solution Delivery component of a COTS implementation project in the supply chain or customer relationship management area. Working with client and consulting team members, the Solution Architect is responsible for designing and implementing best fit COTS solution components that are most optimal for achieving client goals and identified standards.
- *Minimum Education:* BS degree or its equivalent.

Job Title: Solution Consultant

- *Minimum/General Experience:* Five (5) years business experience with at least two (2) years consulting or in the Commercial Off the Shelf (COTS) software industry. Demonstrated experience implementing COTS and/or participating in supply chain or customer relationship management business transformation projects.
- *Functional Responsibility:* Solution Consultants support the Solution and Business Architect in the delivery of COTS centric business solutions by applying their broad management skills and specialized functional expertise in delivery industry leading solutions to clients. Solution Consultants provide subject matter expertise to clients in areas such as process or business process design, COTS software configuration, integration, testing, and delivery. The Solution Consultant is qualified to perform tasks such as:
 1. Managing the work activities of project teams
 2. Conceptual design of business architecture in order to develop technical requirements
 3. Design and implementation of change management
 4. Design, development and delivery of Training curriculum
 5. Serve as principal COTS Implementation resource with activities ranging from managing work teams to performing configuration and integration activities.
- *Minimum Education:* BS degree or its equivalent

Job Title: Analyst

- *Minimum/General Experience:* Possesses one (1) to three (3) years of experience in information systems implementations, business process redesign, or data analysis.
- *Functional Responsibility:* The analyst uses core analytical and technical skills to assist teams in implementing new information technologies and/or COTS Solutions. The Analyst is qualified to perform tasks such as:
 1. Project management support tasks
 2. Technical support to implementation teams
 3. Documentation of current and "to-be" business processes
 4. Production of database extracts and conduct data analysis
 5. Identification and documentation of functional and technical requirements for Information Systems
 6. Assist in COTS solution configuration, integration, testing and deployment activities
- *Minimum Education:* BS degree or its equivalent

SECTION 4
MEB CONSULTING LABOR RATES
INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES
SPECIAL ITEM NUMBER 132-51

		Contract Year 1	Contract Year 2	Contract Year 3	Contract Year 4	Contract Year 5
		12/08/03-12/07/04	12/08/04-12/07/05	12/08/05-12/07/06	12/08/06-12/07/07	12/08/07-12/07/08
Job Code	Job Title	GSA Hourly Rate				
PROG1	<u>Program Manager</u>	\$ 268.00	\$ 277.38	\$ 287.09	\$ 297.14	\$ 307.54
PROJ	<u>Project Manager</u>	\$ 217.75	\$ 225.37	\$ 233.26	\$ 241.42	\$ 249.87
SA1	<u>Solution Architect</u>	\$ 187.50	\$ 194.06	\$ 200.85	\$ 207.88	\$ 215.16
SC1	<u>Solution Consultant</u>	\$ 150.00	\$ 155.25	\$ 160.68	\$ 166.31	\$ 172.13
AN1	<u>Analyst</u>	\$ 101.25	\$ 104.79	\$ 108.46	\$ 112.26	\$ 116.19