

GENERAL SERVICES ADMINISTRATION (GSA)

FEDERAL SUPPLY SERVICE AUTHORIZED

INFORMATION TECHNOLOGY SCHEDULE PRICE LIST

General Purpose Commercial Information Technology Equipment, Software, and Services

CONTRACT NUMBER:

GS-35F-5070H

CONTRACT PERIOD:

January 16, 1998 through
January 14, 2008

EFFECTIVE DATE OF PRICES:

Decemeber 8, 2006

BUSINESS SIZE:

Large

CONTRACTOR:

Robbins-Gioia, LLC (R-G)
11 Canal Center Plaza
Alexandria, VA 22314
www.robbsingioia.com

POINT OF CONTACT:

Zaarn Neeley
Contracts Representative
Federal Programs
703-548-7006 [phone]
703-706-0998 [fax]



ROBBINSGIOIA

Who is Robbins-Gioia ?

Robbins-Gioia, LLC, is dedicated to delivering management consulting solutions to government agencies. For more than 20 years, we have helped organizations optimize their business processes, accelerate change, and establish time, cost, and quality improvements. A few of the agencies who have benefited from Robbins-Gioia's expertise are the Administrative Office of the U.S. Courts, the U.S. Patent & Trademark Office, the Department of Treasury, the Department of Defense, and the Department of Homeland Security

From strategy formulation through execution, our experts create value for customers. Robbins-Gioia:

People are management consulting experts with industry experience and a wide range of skill sets, which include project management, strategic planning, performance measurement, and risk assessment. The staff has earned its reputation for providing quality, value-added services that assure that customers will meet deadlines, budgets, and program requirements.

Processes are gleaned from government and industry and represent the best, most defined, and highly repeatable processes available. Documented methodologies leverage existing customer environments to provide you with visibility over multiple projects.

Tools combine the best commercial off-the-shelf tools with your existing systems to meet the demand for timely, accurate, and consistent management information. Our tool set includes web-based executive information systems to provide the visibility necessary in large, enterprise-wide programs or multiple projects.

How to use the GSA-IT schedule in your organization—the simplified process:

- Step 1** Robbins-Gioia meets with you to review and finalize your requirements.
- Step 2** You review the project definition and modify it as needed.
- Step 3** Robbins-Gioia presents information on how to meet your needs and provides a cost estimate.
- Step 4** You provide project definition and funding documents to your internal contract office.
- Step 5** Your contracting officer executes the order and issues it directly to Robbins-Gioia.
- Step 6** Robbins-Gioia begins addressing your needs. Robbins-Gioia pays GSA an industrial funding fee of .75 percent.

We make our customers successful:

Business: Major Government Organization

Challenge: To improve productivity and customer service, the customer needed to automate text and image search procedures. Unfortunately, the program was unable to get off the ground due to a lack of awareness of project requirements.

Solution: Robbins-Gioia provided program management support, including an integrated information system to enable the CIO and program managers to plan and track internal work and contractor support to make sure they were on schedule and within budget.

Result: The implementation was brought in on time and within budget, increasing the organization's productivity and efficiency.

Business: Military Technology Support Facility

Challenge: To efficiently integrate command, control, and communications (C3) systems to operate seamlessly on the battlefield, the customer needed accurate fielding schedules to optimize resources and eliminate redundancy.

Solution: To support the software development and integration effort, Robbins-Gioia helped the customer view all resources and responsibilities, outlined long- and short-term deadlines, and developed a repository of lessons learned to improve future processes.

Result: Near-real-time visibility into individual programs and projects was provided, allowing the adjustment of activities should unexpected events arise, ultimately ensuring the organization could meet the ultimate goal—support to the warfighter.

Information for Ordering Activities

CONTRACT NUMBER	GS-35F-5070H
CONTRACT PERIOD	16 January 1998 through 14 January 2008
CONTRACTOR	Robbins-Gioia, LLC (R-G) 11 Canal Center Plaza Alexandria, VA 22314 703-548-7006 http://www.robbsingioia.com
BUSINESS SIZE	Large
POINT OF CONTACT	Zaarn Neeley Federal Programs 703-548-7006 [phone] 703-706-0998 [fax]
Minimum Order	\$300

MAXIMUM ORDER THRESHOLD

DEFINITION:

The threshold at which the quantity of an individual order clearly indicates the potential for obtaining a reduced price. A level called a maximum order has been identified for each special item number. When an ordering agency's order exceeds this amount, it is recommended that the ordering activity contact the vendor for a reduced price.

- (a) Software Purchase (SIN 132-33) - Perpetual Software License
—The maximum order threshold value per order will be \$50,000 or \$500,000 for all perpetual software licenses.
- (b) Training (SIN 132-50) - The maximum order threshold per order will be \$25,000 for all training products.
- (c) Information Technology Professional Services (SIN 132-51)
—The maximum order threshold per order will be \$500,000 for all Information Technology services. Note: Maximum order does not apply to Software Maintenance (SIN 132-34).

Vendors may (1) offer a new lower price for this requirement; (2) offer the lowest price available under the contract; or (3) decline the order (orders must be returned in accordance with FAR 52.216-19).

However, a delivery order that exceeds the maximum order threshold may be placed with the Contractor selected in accordance with FAR 8.404(b)(3). If further price reductions are not offered, an order may still be placed under the current contract, if the ordering office determines that it is appropriate.

GEOGRAPHIC COVERAGE (DELIVERY AREA)	The 48 contiguous states, the District of Columbia, Alaska, Hawaii, Commonwealth of Puerto Rico, Canada, United Kingdom, Central America, South America, Asia, Africa, Australia, Europe, New Zealand, India, and to include all other worldwide locations not specifically named.
POINT OF PRODUCTION	Alexandria, Virginia and other locations across the United States.

DISCOUNTS

QUANTITY DISCOUNTS:

Software Purchase (SIN 132-33)	
Number of Licenses	Discount
12-16	2%
17-32	5%
33-64	8%
65+	10%

VOLUME DISCOUNTS:

Software Purchase (SIN 132-33)
An additional 10% discount is offered on future software purchases upon reaching a cumulative dollar volume threshold of \$750,000 against SINs 132-33, and/or 132-51 in total. The cumulative dollar volume of \$750,000 must be reached between October 1 and September 30 of each contract year.

MAINTENANCE PURCHASE DISCOUNTS:

If the ordering agency pays its annual maintenance during the first month of service, R-G grants an additional 15% discount off annual maintenance charges.

NO OTHER DISCOUNTS APPLY

PROMPT PAYMENT TERMS	Net 30 days
GOVERNMENT CREDIT CARDS	Accepted for purchases up to \$2,500
FOREIGN ITEMS	None

TIME OF DELIVERY

SIN 132-33: 30 days ARO or as mutually agreed upon
SIN 132-34: 1 day ARO
SIN 132-50: As mutually agreed upon
SIN 132-51: As mutually agreed upon
Expedited delivery times—SIN 132-33: 5 days
Urgent requirements: Robbins-Gioia shall respond to an agency's request for urgent requirements within 3 working days after receipt.
Acceptance of the order is accepted with a mutually agreed-upon delivery date.

F.O.B. POINT(S)	Destination
ORDERING ADDRESS	Robbins-Gioia, LLC (R-G) 11 Canal Center Plaza Alexandria, Virginia 22314 Attention: Zaarn Neeley Federal Programs 703-548-7006 [phone] or 703-706-0998 [fax]

PAYMENT ADDRESS	Robbins-Gioia, LLC (R-G) 11 Canal Center Plaza Alexandria, Virginia 22314 Attention: Accounting Dept.
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WARRANTY PROVISION	Standard practice
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EXPORT PACKING CHARGES	None
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FIXED HOURLY RATES	See the following pages.
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GSA-IT Price List

Training (SIN 132-50)

Course	Length	Students ¹		Price
		Min	Max	Per Student
Fundamentals of CAT II*	4 days	1	1	\$1,320
Advanced CAT II	3 days	8	12	793
PM Overview	0.5 days	4	20	2,783
Understanding the Project Management Life Cycle	3 days	4	20	12,524
Successful PM Using Microsoft Project	2 days	4	12	11,491
Earned Value Management	2 days	4	20	8,349
Project Management Professional Certification Prep	5 days	4	15	16,608
Project Management, an Executive View	1 day	4	20	7,990
Risk Management, an Executive View	1 day	4	20	7,990
Business Case Analysis, an Executive View	1 day	4	20	7,990
Building Good Requirements	1 day	4	20	6,105
Portfolio Management Workshop**	1 day	4	20	21,441
Create Winning Business Cases Workshop***	1 day	4	20	16,160
Additional Training Manuals				
Manual				Price
Advanced CAT II				\$123
¹ Minimum/maximum requirements are for dedicated on-site classes. Individuals may attend scheduled Robbins-Gioia classes at the per student price. All course prices include materials. * This is the only course which is priced on a per student basis. ** Price includes 40 hours on-site R-G support to determine attendance and projects for workshop. *** Price includes 40 hours on-site R-G support to determine data and systems info. If courses taught at customer site, travel and ODCs separate. If courses taught at R-G site, an additional charge of \$9/day/person will be added for parking and \$10/day/person for meals (breakfast and a snack).				

Professional Services (SIN 132-51)

Labor Categories	Hourly Rates ¹
Senior Management Principal	\$263
Senior Program Manager	187
Program Manager	143
Senior Program Management Specialist	132
Program Management Specialist	116
Junior Program Management Specialist	100
Senior I Program Management Analyst	110
Senior II Program Management Analyst	99
Mid-level I Program Management Analyst	89
Mid-level II Program Management Analyst	78
Mid-level III Program Management Analyst	67
Mid-level IV Program Management Analyst	60
Junior Program Management Analyst	51
Senior Program Management Systems Designer	124
Mid-level I Program Management Systems Designer	94
Mid-level II Program Management Systems Designer	80
Junior Program Management Systems Designer	68
Senior Project Leader	130
Project Leader	107
Junior Project Leader	98
Administrative Support	42
Graphics Specialist	42

¹ Hourly rates by commercial job title and contract year. (These rates reflect the discount offered to GSA.)

Software Purchase (SIN 132-33)

Item	Price
Single-User Licensing¹	
Floating CAT II S/W License (per user)	\$6,884
Node-Locked CAT II S/W License (per user)	5,473
Additional Node Charge (per computer)	1,040
CAT Lynx for Oracle (per install)	6,965
ODBC Server (per PC/Five Minimum) - (per install)	151 ²
Each Additional License	127 ³
Implementation Support Packages⁴	
One man-month ⁵	15,515
Three man-months	44,684
Six man-months	87,449
Technical Support⁶	
Software Support (hourly)	95
System Support (hourly)	120
CAT II Software Documentation (for customers desiring extra copies)	
CAT II Reference	244
CAT II User	244
CAT II Reference Topics	244
CAT II System Administration	244
<p>¹ Please note that all earlier versions prior to version 1.3.3 CAT are no longer supported.</p> <p>² The \$151.00/pc (per concurrent user/minimum of five licenses per server) license fee for CAT II ODBC includes maintenance at no additional charge.</p> <p>³ The \$127.00/pc (each additional license per server beyond the first five) license fee includes maintenance at no additional charge. All ODBC licensing assumes a minimum of two valid CAT II licenses.</p> <p>⁴ Implementation support packages provide software setup for CAT II software. All other labor services should be acquired under SIN 132-51, Professional Information Technology (IT) Services.</p> <p>⁵ Man-month equates to 157 hours.</p> <p>⁶ Includes technical services for services outside the scope of standard maintenance (i.e., problems caused by customer's operating system, problem identification, and changes in hardware devices). Technical support services require an 8-hour minimum order.</p>	

Software Maintenance (SIN 132-34)

Item	Price
Floating CAT II S/W License (per month per user)	\$187
Node-Locked CAT II S/W License (per month per user)	149
CAT Lynx for Oracle (per month)	190

What is GSA-IT

Software Purchase (SIN 132-33)

Robbins-Gioia offers CAT II, an automated program management tool for UNIX-based computers. The CAT II suite of menu-driven software applications defines, schedules, automates, supports, and tracks all the tasks and resources associated with any project. After data is entered, analysis can be conducted, and a variety of reports and graphs can be produced to track the project status. CAT II software:

- Integrates powerful project planning and scheduling functionality and work and organizational breakdown structures (WBSs and OBSs);
- Incorporates resource management, staff-hour accounting, calendar definition, report and graph generation, utilities, and security features;
- Automates configuration management, cost performance reporting, problem reporting functions, and configuration status accounting;
- Supports the life cycle of a project, performs data validation, analyzes performance trends, and records and tracks problem reports;
- Offers an X Windows environment allowing the user(s) to access multiple windows/views of projects;
- Works in the standard text environment allowing simultaneous operation in the text-based and X Windows environment; and
- Generates html files for display in web-based Executive Information Systems (EISs).

Software Maintenance (SIN 132-34)

Robbins-Gioia software maintenance service includes software problem diagnosis via telephone assistance; bug fixes; updates, enhancements, and new releases of the software as they are made commercially available; and support for previous releases of the software for a specified period of time.

Training (SIN 132-50)

Robbins-Gioia provides training to help government users make full and efficient use of CAT II software applications and program management processes. Training can be held at Robbins-Gioia's facility or at the government's location.

Each student receives telephone support for a period of one year from the

completion of the training class. During this period, the student may contact Robbins-Gioia's instructors for refresher assistance and answers to related course curriculum questions. Robbins-Gioia also provides written materials (i.e., manuals, handbooks, texts, etc.) with course offerings. Each student will receive a certificate of training at the completion of each training course.

Information Technology Professional Services (SIN 132-51)

Robbins-Gioia currently offers the following program management solutions:

- **Tactical Control Solutions:** Immediate support to a "firefight" or large, complex problem. Diagnosis of problems and assessment of the actions that must be taken to bring the project back on track.
- **Strategic Program Solutions:** Implementation programs for specific one-time initiatives for a department, division, or agency. Deliver mechanisms to successfully manage the initiative throughout its life cycle.
- **Enterprise-wide Solutions:** Establishment of a standard set of processes, structures, and tools to successfully manage multiple programs throughout the organization in a repeatable fashion.
- **Delivery Management and Optimization Solutions:** The establishment and maintenance of the process and tools necessary to manage a specific project by delivering methodologies that solve delivery order management and optimization risks to maximize efficiency and effectiveness.
- **Acquisition Management Solutions:** Oversight assistance that provides the customer with a clear understanding of the health of a program's business as well as the financial implications of internal and external performance.
- **General Contractor Solutions:** Assessment and overall management of entire programs and projects, to include selecting subcontractors, suppliers, and vendors and providing the metrics for successful implementation of high-risk projects.



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R-G Labor Categories & Descriptions



A. The following is a list of Robbins-Gioia descriptions of commercial job titles:

Commercial Job Title: Senior Management Principal (SMP)

Minimum/General Experience: Minimum of fifteen (15) years of experience which applies to providing consulting support in the area of Program Management. Requires competence in program planning and scheduling, requirements and configuration management, resource and cost performance budgeting and control, and contract business management.

Functional Responsibility: Advises customer and makes recommendations to improve the overall management of a program or project. Participates in periodic reviews and assessments.

Minimum Education: BS/BA. (Alternatives: advanced degree plus 12 years experience; or 20 years experience).

Commercial Job Title: Program Manager (PM)

Minimum/General Experience:

Senior PM: Minimum of ten (10) years of experience.

PM: Minimum of five (5) years of experience.

Responsible for overall management of a program, project or task order. Supervises R-G staff assigned to a project, both on and off site.

Responsible to both customer and R-G corporate management for the coordination and execution of assigned task order. Jointly assess project/task order status with customer management. Advises customer in matters of program management.

Functional Responsibility: Jointly assess project/task order status with customer management. Advises customer in matters of program management.

Minimum Education: Sr. PM: BS/BA. (Alternatives: advanced degree plus 8 years experience; or 12 years experience).

PM: BS/BA. (Alternatives: advanced degree plus 4 years experience; or 8 years experience).

Commercial Job Title: Program Management Specialist (PMS)

Minimum/General Experience:

Senior PMS: Minimum of three (3) years experience.

PMS: Minimum of three (3) years experience.

Junior PMS: Minimum of two (2) years experience.

Specializes in one or more areas of automated program management support, such as Configuration Management, Planning and Scheduling, Cost Performance Reporting or Integrated Logistics Systems.

Functional Responsibility: Serves in "Lead" position in supporting Program Management Office functional managers.

Minimum Education:

Sr. PMS: BS/BA. (Alternatives: advanced degree plus 4 years experience; or 8 years experience).

PMS: BS/BA. (Alternatives: advanced degree plus 2 years experience; or 6 years experience).

Jr. PMS: BS/BA. (Alternative: 4 years experience).

Commercial Job Title: Program Management Analyst (PMA)

Minimum/General Experience:

Senior I PMA: Minimum of three (3) years experience.

Senior II PMA: Minimum of two (2) years experience.

Mid-Level I PMA: Minimum of one (1) year experience.

Mid-Level II PMA: Minimum of one (1) year experience.

Mid-Level III PMA: Minimum of one (1) year experience.

Mid-Level IV PMA: No prior direct experience required.

Jr. PMA: No prior direct experience required.

Monitors and analyzes program status on a daily basis. Provides on-going support to the Program Management Office in terms of data management and analyses in all areas of project control and business management.

Functional Responsibility: Schedules and generates all automated system products.

Minimum Education:

Sr. I PMA: BS/BA. (Alternative: 4 years experience).

Sr. II PMA: BS/BA. (Alternative: 3 years experience).

Mid-Level I PMA: BS/BA. (Alternative: 3 years experience).

Mid-Level II PMA: BS/BA. (Alternative: 2 years experience).

Mid-Level III PMA: BS/BA. (Alternative: 2 years experience).

Mid-Level IV PMA: BS/BA. (Alternative: 1 year experience)

Jr. PMA: BS/BA.

Commercial Job Title: Program Management System Designer (PMSD)

Minimum/General Experience:

Senior PMSD: Minimum of four (4) years experience.

Mid-Level I PMSD: Minimum of three (3) years experience.

Mid-Level II PMSD: Minimum of one (1) year experience.

Jr. PMSD IV: Minimum of one (1) year experience.

Designs, develops and tests automated program management systems in response to identified requirements. Assists managers in defining and reviewing system requirements. Develops or modifies, and tests specific automated applications and system interfaces. Writes system documentation. Trains transition staff on site.

Functional Responsibility:

Writes system documentation. Trains transition staff on site.

Minimum Education:

Sr. PMSD: BS/BA. (Alternative: 8 years experience).

Mid-Level I PMSD: BS/BA. (Alternative: 6 years experience).

Mid-Level II PMSD: BS/BA. (Alternative: 4 years experience).

Jr. PMSD IV: BS/BA. (Alternative: 2 years experience).

Commercial Job Title: Project Leader (PL)

R-G Labor Categories & Descriptions (cont'd.)

Minimum/General Experience:

Senior PL: Minimum of eight (8) years experience.

PL: Minimum of six (6) years experience.

Junior PL: Minimum of four (4) years experience.

A class of support highly experienced in one or all of the analytical, design or functional areas of program management. These individuals generally report directly to the customer.

Functional Responsibility:

Report directly to the customer.

Minimum Education:

Sr. PL: BS/BA. (Alternative: advanced degree plus 6 years experience; or 12 years experience).

PL: BS/BA. (Alternative: advanced degree plus 4 years experience; or 10 years experience).

Jr. PL: BS/BA. (Alternative: advanced degree plus 2 years experience; or 8 years experience).

Commercial Job Title: Administrative Support

Minimum/General Experience: Minimum of two years experience which relates to providing clerical, coordinating, administrative, office management, organizational, and graphic support.

Functional Responsibility: Provides typing, data entry, word processing, computer graphics, filing, copying, mail distribution, and other clerical support activities, such as maintaining reader files and suspense and documentation Logs.

Minimum Education:

High School education.

Commercial Job Title: Graphics Specialist (GS)

Minimum/General Experience: Minimum of 1 year experience managing a graphics office including troubleshooting graphics hardware/software, training and designing computer graphics, including business presentations and desktop publishing.

Functional Responsibility: Conducting business presentations and producing desktop publishing, training personnel and designing graphics.

Minimum Education:

Associate's Degree in commercial art or related discipline.