



U.S. 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!<sup>®</sup>, a menu-driven database system. The INTERNET address for GSA Advantage!<sup>®</sup> is: <http://www.gsaadvantage.gov>.

**Mission Oriented Business Integrated Services (MOBIS)**

Federal Supply Schedule 874

FSC Group 874

FSC Class 8742

**Contract Number: GS-23F-9755H**

**Contract Period: 1 October 2007 through 30 September 2012**

**With One 5 Year Option Period**

For more information on ordering from Federal Supply Schedules, GSA Schedules home page at:  
<http://www.gsa.gov/schedules>.

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**Booz Allen Hamilton Inc.**

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**McLean, VA 22102**

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Web Address

888/224-7041

Phone

703/902-3200

Fax

**Business Size:** Large

**Pricelist current through Modification #FX-54, dated 7/31/08.**

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## Customer Information

**1a. Awarded Special Item Numbers:**

**SIN 874-1:** Consultation Services

**SIN 874-2:** Facilitation Services

**SIN 874-3:** Survey Services

**SIN 874-5:** Support Products

**SIN 874-6:** Competitive Sourcing Support

**SIN 874-7:** Program Integration and Project Management Services

**1b. Please see Appendices A, B, and C for Price List.**

**1c. Labor Category Descriptions:** Please see **Appendix B** for Labor Category Descriptions.

**2. Maximum Order Threshold:** \$1,000,000.

**3. Minimum Order:** \$300.

**4. Geographic Coverage (Delivery Area):** Worldwide.

**5. Point of Production:** Mclean, VA and Booz Allen offices worldwide.

**6. Discount from List Prices:** All prices listed are net prices.

**7. Quantity Discounts:** The discount is based upon annual sales and the orders funded value at the time of award.

- **Orders ranging from \$0 to \$1M receive 0% discount.**
- **Orders ranging from \$1 million to \$4M receive a .5% discount.**
- **Orders ranging from \$4M to \$10M receive a 1% discount.**
- **Orders exceeding \$10 million receive a 1.5% discount.**

**8. Prompt Payment Terms:** No special discount is offered for prompt payment. Payment terms are net 30 days.

**9a. Acceptance of Government Credit Cards:** Government credit cards will be accepted for orders at or below the micro-purchase threshold.

**9b. Acceptance of Government Credit Cards:** Government credit cards will be accepted for orders above the micro-purchase threshold.

- 10. Foreign Items:** Not Applicable.
- 11a. Time of Delivery:** Specified in each task order.
- 11b. Expedited Delivery:** Items available for expedited delivery are noted in this price list.
- 11c. Overnight and 2-Day Delivery:** Specified in each task order.
- 11d. Urgent Requirements:** Not Applicable.
- 12. F.O.B. Points(s):** Destination.
- 13a. Ordering Address:**  
 Booz Allen Hamilton, Inc.  
 Attention: Contracts\*  
 8283 Greensboro Drive  
 McLean, VA 22102  
 888/224-7041 phone  
 703/902-3200 facsimile  
[mobis@bah.com](mailto:mobis@bah.com)
- \* Please mail to the attention of the Contract Administrator identified in the task order proposal.
- 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. The ordering procedures for supplies and services, information on BPA's, and a sample BPA can be found at the GSA Schedule homepage (<http://www.gsa.gov/schedules>).
- 14. Payment Address is as Follows:**
- |  |  |
|--|--|
| <p><b><u>Payment via Wire Transfer</u></b></p> <p>Financial Institution:<br/>         Wachovia Bank<br/>         9-Digit ABA routing number: see invoice<br/>         Telegraphic abbreviation: PNB<br/>         Account number: see invoice</p> <p><b><u>ACH Payments:</u></b></p> <p>Booz Allen Hamilton Inc.<br/>         Wachovia Bank<br/>         9-Digit ABA routing number: see invoice<br/>         Account number: see invoice</p> | <p><b><u>Payment via Check/U.S. Mail</u></b></p> <p>Booz Allen Hamilton Inc.<br/>         Wachovia Bank<br/>         P.O. Box 8500 (S-2725)<br/>         Philadelphia, PA 19178-2725</p> <p><b><u>International Funds:</u></b></p> <p>Booz Allen Hamilton Inc.<br/>         CHIPS Participant number:0509<br/>         SWIFT TID: PNBPUS33</p> |
|--|--|
- 15. Warranty Provision:** Not applicable.
- 16. Export Packing Charges:** Not applicable.

17. **Terms and Conditions of Government Purchase Card Acceptance:** Government Commercial Credit Cards will be acceptable for payments. Bank account information for wire transfer payments will be shown on the invoices.
18. **Terms and Conditions of Rental, Maintenance, and Repair:** Not applicable.
19. **Terms and Conditions of Installation:** Not applicable.
20. **Terms and Conditions of Repair Parts Indicating Date of Parts Price List and Any Discounts from List Prices:** Not applicable.
- 20a. **Terms and Conditions for Any Other Services:** Not applicable.
21. **List of Service and Distribution Points:** Not applicable.
22. **List of Participating Dealers:** Not applicable.
23. **Preventive Maintenance:** Not applicable.
- 24a. **Special Attributes:** Not applicable.
- 24b. **Section 508:** If applicable, Section 508 compliance information on Electronic and Information Technology (EIT) supplies and services will be addressed on a task order basis. The EIT standards can be found at [www.Section508.gov](http://www.Section508.gov).
25. **Data Universal Numbering System (DUNS) Number:** 00-692-8857
26. **Central Contractor Registration (CCR) Database:** Booz Allen is registered in the Central Contractor Registration (CCR) Database.
27. **Uncompensated Overtime:** Booz Allen labor rates were developed utilizing uncompensated overtime for exempt employees. All hours delivered will be at the rates reflected in the price list.

## THE BOOZ ALLEN ADVANTAGE

**Why choose Booz Allen for Mission Oriented Business Integrated Services? Booz Allen brings unparalleled resources to its clients.**

**Quality**—Booz Allen is the consultant of choice for the full range of mission oriented business integrated projects in both the public and private sectors. We are recognized for the quality of our services and have won numerous awards across the government for business improvement initiatives, including multiple Hammer Awards, the National Intelligence Meritorious Unit Citation, the Top Contractor Award from the Defense Information Systems Agency, and the Federal Technology Leadership Award. A majority of our clients engage us for additional work, offering further testament to our strong reputation and the value we provide to our customers.

**Experience**—With its breadth and depth of experience, Booz Allen offers a rich consulting skill base and management commitment to apply its world-recognized capability to innovatively resolve program objectives. Our insights and understanding of requirements regularly translate into cost savings and performance efficiencies measurable in terms of reduced learning curves, quality of service, and effective use of leading-edge information technologies. We strive to hire and maintain professional information technology staff, allowing Booz Allen to be a premier provider of quality services to our customers. We have served civilian, military, and intelligence agencies, state and local governments, and not-for-profit agencies in projects covering a wide range of consultation, facilitation, survey, and training services. These services are described in more detail in the following sections.

**Skilled Professionals**—Booz Allen's large, multidisciplinary consulting team works with clients on business improvement initiatives on a day-to-day basis. We provide a wide range of services such as business process reengineering (BPR), front-end analysis, statistical analysis, business case analysis, activity-based costing, war gaming, systems evaluation, and requirements analysis, among others. Our team includes several hundred distinguished organizational scientists, research and policy analysts, industrial and organizational psychologists, financial analysts, instructional technologists, multimedia and training development specialists, facilitators, and other professionals with experience in performance improvement and change initiatives. These consultants call upon the firm's large cadre of subject-matter specialists with expertise in more than 60 distinct professional areas.

**Well-Defined Management Practices**—Booz Allen has spent years refining our management practices with the goal of developing a quality product that meets or exceeds client expectation, delivered on time and in budget. Our efforts have not gone without reward: much of our business is follow-on tasks for existing clients. This proves that Booz Allen delivers what we promise and achieves superior customer satisfaction. Our management approach is to provide a single point of responsibility, the task manager, with the charter of delivering the final product. That is not to say that the task manager works alone but that the manager has the full complement of Booz Allen resources available to assemble the right team to deliver the right results. Attention is paid to quality at Booz Allen with defined standards and processes used throughout the firm.

**Proven Development Methodology**—Booz Allen has developed a methodology that has reliably been used to deliver Internet systems on time. The key to this methodology is constant communication with the client. An informed client will have no surprises at the end of the project. Communication is key in validating requirements to reach a mutual understanding of functionality required in the final system. Having the client review prototypes and providing status updates regularly also reinforce the partnership we strive to develop with our client. We use working prototypes to develop the solution that not only proves concepts but also allows the client to tangibly measure progress. We build in time for user assessments.

## **Booz Allen's MOBIS Service Offerings**

Improvement has become the watchword in government — improvements in performance, quality, timeliness, efficiency, and cost. Accountability to customers is essential. Change is continuous and affects the entire organization and everyone in it.

Booz Allen Hamilton has extensive experience in guiding and assisting clients through a wide range of management, organizational and business improvement initiatives. We offer products and services in all seven SIN areas covered in the GSA MOBIS Federal Supply Schedule to include the following:

**SIN 874-1: Consultation Services**

**SIN 874-2: Facilitation Services**

**SIN 874-3: Survey Services**

**SIN 874-5: Support Products**

**SIN 874-6: Competitive Sourcing Support**

**SIN 874-7: Program Integration and Project Management Services**

## SIN 874-1 Consultation Services

At Booz Allen Hamilton, we view our consultation services as the backbone of our management, organizational and business improvement engagements. Our consultants provide first-hand knowledge of and experience with commercial and government best practices, broad subject-matter expertise, and a deep understanding of the federal marketplace. We deliver top-quality products and services that will help your organization become more high performing and customer driven.

The Booz Allen team provides comprehensive consulting services that include the following:

- Business Process Reengineering
- Change Management
- Action Planning
- Privatization
- Financial Management
- Cost/Benefit Analysis
- Wargaming
- Quality Management & Quality Assurance
- Organizational Assessments
- Leadership Systems
- Statistical Process Control
- Training Systems
- Decision Support Systems
- Performance Measurement
- Multimedia Product Development
- Strategic Planning
- Process Modeling
- Outsourcing and Privatization
- Statistical Analysis Systems
- Performance Appraisal
- Survey Design and & Implementation
- Quality Management and Quality Assurance
- Program Audits
- Customer Analysis
- High-Performance Work Teams
- Risk Assessment
- Infrastructure Redesign
- Compensation Models.

Note that under SIN 874-1, we will also modify and customize our off-the-shelf training products. Our customized training products and services are designed, developed, delivered, and evaluated based on your organization's specific needs. Our highly experienced instructional designers and multimedia technologists will work side-by-side with our organizational improvement specialists and your client subject-matter experts to create these customized training products.

## **SIN 874-2 Facilitation Services**

At Booz Allen Hamilton, we understand the value of using experienced, objective outsiders to assist groups in planning for and implementing management, organizational and business improvement initiatives. Our professional facilitators, many of whom hold advanced degrees in psychology and group dynamics, have experience working with personnel at all levels. We use a variety of tools and strategies for gathering data, enhancing decision-making, and managing group behavior. We focus on content, process, and results. Booz Allen facilitators can assist your organization in many ways, including—

- Visioning
- Problem Diagnosis
- Process Analysis
- Team-Building
- Design Facilitation
- Decision Making
- Consensus-Building
- Coaching
- Leadership Development.

## **SIN 874-3 Survey Services**

Booz Allen Hamilton surveys provide high-resolution snapshots of performance and effectiveness, requirements, and potential, to help your organization achieve its management, organizational, and business improvement goals. Our Ph.D. and Master's-level psychologists, sociologists, statisticians, and operations research analysts have extensive experience in collecting, analyzing, and interpreting data during all phases of business improvement consulting engagements. We help you understand and use survey findings for maximum organizational impact.

### **With our surveys, your organization can—**

- Identify your customer base and market size
- Identify customer service needs and levels of satisfaction
- Evaluate the effectiveness of your structure and functions, as well as your ability to adjust to change
- Assess skills of current staff and identify future training needs
- Understand employee and organizational attitudes
- Measure workload and productivity to determine optimal staffing levels
- Determine fair and effective market-based wages
- Develop an information database to support organizational needs.

## **SIN 874-6 Competitive Sourcing Support**

Booz Allen Hamilton understands how to plan and execute public-private competitions of commercial activities (CA) conducted under Office of Management and Budget (OMB) Circular A-76. As the Federal Government seeks to achieve significant savings and efficiencies from commercial activities studies, this proven expertise is critical. Booz Allen has a great depth and breadth of competitive sourcing and privatization professionals who provide expert advice, consultation, training, and analytical support to federal organizations throughout the A-76 and privatization process. We provide clients with the full range of CA services, including—

- Training tailored to client requirements on the overview and specific aspects of the A-76 process
- Planning for CA studies by providing a detailed Plan of Action and Milestones (POA&M) outlining the approach, responsibilities, milestones, business unit boundaries, and challenges for successful study execution
- Analyzing “governmental in nature” functions in accordance with Office of Personnel Management policy to achieve maximum organizational efficiency
- Developing the Performance Work Statement (PWS) with appropriate measures of performance
- Constructing the Quality Assurance Surveillance Plan that describes the procedures the Government will use to ensure the service provider is meeting the minimum requirements of the PWS
- Preparing a solicitation document that identifies the performance expectations of the Government and to which commercial vendors can respond with formal offers
- Performing management studies and analysis to determine the Government’s Most Efficient Organization (MEO) and identifying in-house operating costs
- Developing a Technical Performance Plan that describes how the MEO will perform the work requirements of the PWS
- Developing transition plans that mitigate work disruption and facilitate the transfer of facilities, equipment, and material to either the MEO or the contractor
- Conducting independent reviews to certify the Government’s cost estimates as being in full compliance with the procedures and requirements of the OMB Supplemental Handbook to OMB Circular A-76
- Comparing and analyzing in-house government bids to Inter-service Support agreement and commercial providers
- Providing administrative support including processing administrative appeals and assisting source selection evaluation boards and technical evaluation boards
- Supporting privatization initiatives, including life cycle cost identification and analysis, feasibility analysis, and identification of potential private sector operators.

## **SIN 874-7 Program Integration and Project Management Services**

Booz Allen provides skilled assistance in managing and integrating your organization's management and business improvement programs and projects that may or may not be the result of MOBIS recommendations to a federal activity. Our services are applicable to—

- Projects internal to or between federal agencies
- Project management that connects and maintains liaison between multiple contractors
- Monitoring of multiple projects

## Terms and Conditions

GSA multiple award schedule contracts are awarded in accordance with the provisions of Federal Acquisition Regulation Part 12—Acquisition of Commercial Items. To the maximum extent practicable, GSA multiple award schedule contracts include only those clauses and terms and conditions, either required to implement provisions of law or executive orders applicable to the acquisition of commercial items, or determined to be consistent with customary commercial practice. Ordering agencies may incorporate provisions in their task orders that are essential to their specific requirements (i.e., security, hazardous material handling, key personnel, etc.), provided they do not conflict with the terms and conditions of the contract. These provisions, when required, must be included in the individual task order, and any costs necessary to comply with the provision(s) will be included in the task order proposal price estimate, unless otherwise prohibited by law.

The terms and conditions of Booz Allen Hamilton's MOBIS contract are current through Refresh 11 to Solicitation Number TFTP-MC-000874-B. An electronic version of the MOBIS solicitation may be found at FedBizOpps by following this link:

<http://www.fbo.gov/spg/GSA/FSS/10FT/TFTP%2DMC%2D000874%2DB/listing.html>

## Appendix A: MOBIS Labor Rates

### MOBIS Hourly Labor Rates

The following Labor Rates applicable to **SIN 874-1**: Consultation Services; **SIN 874-2**: Facilitation Services; **SIN 874-3**: Survey Services; **SIN 874-6**: Competitive Sourcing Support; **SIN 847-7**: Program Integration and Project Management Services

Labor Category Title		04/01/2008 09/30/2008	10/01/2008 09/30/2009	10/01/2009 09/30/2010	10/01/2010 09/30/2011	10/01/2011 09/30/2012
		Year 11	Year 12	Year 13	Year 14	Year 15
<b>Analyst</b>		\$84.08	\$85.68	\$88.93	\$92.31	\$95.82
<b>Analyst 1</b>		\$113.14	\$115.29	\$119.67	\$124.22	\$128.94
<b>Analyst 2</b>		\$155.32	\$158.27	\$164.28	\$170.52	\$177.00
<b>Functional Specialist</b>		\$148.43	\$151.25	\$157.00	\$162.97	\$169.16
<b>Functional Specialist 1</b>		\$189.95	\$193.56	\$200.92	\$208.55	\$216.47
<b>Functional Specialist 2</b>		\$268.86	\$273.97	\$284.38	\$295.19	\$306.41
<b>Management Consultant</b>		\$84.08	\$85.68	\$88.93	\$92.31	\$95.82
<b>Management Consultant 1</b>		\$138.05	\$140.68	\$146.02	\$151.57	\$157.33
<b>Management Consultant 2</b>		\$178.54	\$181.93	\$188.84	\$196.02	\$203.47
<b>Program Director / Senior Advisor</b>		\$323.86	\$330.01	\$342.55	\$355.57	\$369.08
<b>Functional / Subject Matter Expert</b>		\$348.71	\$355.33	\$368.83	\$382.85	\$397.40
<b>Program Manager</b>		\$254.80	\$259.64	\$269.51	\$279.75	\$290.38
<b>Project Manager</b>		\$226.20	\$230.50	\$239.26	\$248.35	\$257.79
<b>Senior Task Lead</b>		\$220.06	\$224.24	\$232.76	\$241.60	\$250.78
<b>Task Lead</b>		\$162.97	\$166.06	\$172.37	\$178.92	\$185.72
<b>Consultant</b>		\$63.97	\$66.40	\$68.92	\$71.54	\$74.26
<b>Support Staff</b>		\$54.86	\$56.94	\$59.10	\$61.35	\$63.68

The following Hourly Labor Rates are applicable to **SIN 874-1**: Consultation Services only

Labor Category Title		04/01/2008 09/30/2008	10/01/2008 09/30/2009	10/01/2009 09/30/2010	10/01/2010 09/30/2011	10/01/2011 09/30/2012
		Year 11	Year 12	Year 13	Year 14	Year 15
<b>Executive/Strategy Officer</b>		\$835.31	\$867.05	\$900.00	\$934.20	\$969.70
<b>Executive/Strategy Principal</b>		\$654.84	\$679.72	\$705.55	\$732.36	\$760.19
<b>Executive/Strategy Senior Associate</b>		\$510.47	\$529.87	\$550.01	\$570.91	\$592.60
<b>Executive/Strategy Associate</b>		\$360.93	\$374.65	\$388.89	\$403.67	\$419.01

## Appendix B: MOBIS Labor Category Descriptions

### ANALYST

**Description:** Possess knowledge of applying analytic methodologies and principles to address client's needs. Supports analyst functions including data collection, interviewing, data modeling, project testing, and creation of performance measurements to support project objectives. Conducts activities in support of project team's objectives. Works closely with senior Analysts or Team Leads.

**Experience & Education:** Minimum of 1 year experience and Bachelors Degree

### ANALYST 1

**Description:** Possesses demonstrated knowledge and experience applying analytic methodologies and principles to address client needs. Applies analytic techniques in the evaluation of project objectives and contributes to the implementation of strategic direction. Performs analyst functions including data collection, interviewing, data modeling, project testing, and creation of performance measurements to support project objectives. Conducts activities in support of project team's objectives. Works closely with Analyst 2, Task Leads, or Project Manager. Directs the activities of junior staff as necessary.

**Experience & Education:** Minimum of 3 years experience and Bachelors Degree

### ANALYST 2

**Description:** Senior expert with extensive knowledge and experience developing and applying analytic methodologies and principles, and is recognized as a leader within MOBIS functions. Leads the application of analytic techniques and helps define project objectives and strategic direction. Is responsible for providing leadership and vision to client and project teams around the methodology. Resolves complex problems, which require an in-depth knowledge of analytic methodologies and principles. Directs the activities of more junior Analysts or other staff as necessary on activities related to the application of analytical techniques and methodologies. Demonstrated managerial and supervisory skills.

**Experience & Education:** Minimum of 5 years experience and Bachelors Degree

### FUNCTIONAL SPECIALIST

**Description:** Possesses knowledge in designated field or discipline. Supports assessments of organization's challenges using specialized skills and knowledge. Contributes to the execution of project or task plan and helps assess the impact of industry trends, policy or standard methodologies. Conducts activities in support of the project team's objectives. Works closely with senior Specialists or Task Leads.

**Experience & Education:** Minimum of 6 years experience and Bachelors Degree

### FUNCTIONAL SPECIALIST 1

**Description:** Possess demonstrated knowledge in designated field or discipline. Possesses significant experience providing solutions to an organization's challenges through the application of knowledge gained through similar prior engagements. Participates in the development of solutions by leveraging knowledge of the designated field or discipline. Contributes to the implementation of strategy and helps assess the impact of industry trends, policy, and/or standard methodologies. Directs the activities of Specialists or other staff as necessary on activities related to the specified field or discipline.

**Experience & Education:** Minimum of 8 years experience and Masters Degree

## **Appendix B: MOBIS Labor Category Descriptions (Continued)**

### **FUNCTIONAL SPECIALIST 2**

**Description:** Senior expert with extensive knowledge in designated field or discipline. Provides insight and advice concerning task or project strategic direction and outcomes. May contribute to the evaluation, analysis, and development of recommended solutions. Resolves complex problems, which require an in-depth knowledge of subject matter related to the designated field or discipline. Applies principles and methods of the subject matter to specialized solutions. Generally possess demonstrated ability and experience in management consulting and cross-team facilitation at the senior management level. Other areas of expertise may include, but is not limited to, business process reengineering, statistical process control, individual and organizational assessment and evaluation, process modeling an simulation, strategic and business planning, change management, organizational development, and the development of leadership/management skills. Directs the activities of Specialists 1 and Specialists, or other staff as necessary on activated related to the specified field or discipline.

**Experience & Education:** Minimum of 12 years experience and Masters Degree

### **MANAGEMENT CONSULTANT**

**Description:** Possesses knowledge, some experience, and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks and/or organizations. Supports the development of solutions to address organization's challenges. Supports project objectives and helps assess the impact of industry trends, policy, or standard methodologies. Conducts activities in support of project team's objectives. Works closely with senior Management Consultants or Task Leads.

**Experience & Education:** Minimum of 2 years experience and Bachelors Degree

### **MANAGEMENT CONSULTANT 1**

**Description:** Possess demonstrated knowledge, experience, and ability in the development of solutions, recommendations, or outcomes across multiple complex tasks and/or organizations. Evaluates option in the context of project objectives and contributes to the implementation of strategic direction. Supports project objectives through activities such as conducting interviews, gathering data, and developing recommendations in support of project objectives. Directs the activities of Management Consultants or other staff as necessary.

**Experience & Education:** Minimum of 5 years experience and Bachelors Degree

### **MANAGEMENT CONSULTANT 2**

**Description:** Senior expert that possesses demonstrated knowledge, extensive experience in the development of solutions, recommendations, or outcomes across multiple complex tasks in multiple organizations. Defines project objectives and strategic direction. Is responsible for providing leadership and vision to client and project teams and serves as a key facilitator between multiple teams to achieve objectives of complex efforts. Directs the activities of more junior Management Consultants or other staff as necessary.

**Experience & Education:** Minimum of 9 years experience and Bachelors Degree

### **PROGRAM DIRECTOR / SENIOR ADVISOR**

**Description:** Senior executive responsible for providing strategic direction, vision, leadership, and program management to the team. Contributes to organizational direction through regular involvement with senior level client leadership and team members. Maintains productive and effective client relationship with the most senior levels of the client organization.

**Experience & Education:** Minimum of 14 years experience and Masters Degree

## **Appendix B: MOBIS Labor Category Descriptions (Continued)**

### **FUNCTIONAL / SUBJECT MATTER EXPERT**

**Description:** Senior expert with extensive, enterprise-wide knowledge and experience in one or more designated functional and/or domain areas. Provides insight and advice concerning strategic direction and applicability of up to date, industry standard solutions. Is responsible for providing high level vision to program/project manager or senior client leadership to influence objectives of complex efforts. The Functional/Subject Matter Expert is primarily utilized on projects for their specific expertise, not in a managerial capacity, in support of the creation of comprehensive methods for describing current and/or future structure and behavior of an organization's processes, systems, personnel and organizational sub-units, so that they align with the organization's core goals and strategic direction. The Functional/Subject Matter Expert is typically a former high ranking military or civilian official and recognized by industry as an expert in their specific field.

**Experience & Education:** Minimum of 12 years experience and Masters Degree

### **PROGRAM MANAGER**

**Description:** Provides oversight and executive level management to overall contract operations often involving multiple projects/tasks and groups of personnel at multiple locations. The Program Manager maintains and manages relationships with senior level management within the client organization. Responsible for ensuring senior level management within the client organization is aware of overall program status, including all relevant projects and their potential impact on higher level organizational strategic vision, this may include subject matter and unique technical knowledge. The Program Manager is responsible for managing multiple contract operations, ensure quality standards and work performance on all task orders and projects, plans, organizes and oversees work efforts, assigns resources, manages personnel, provides risk management, ensures quality management, monitors overall project and contract performance, etc.

**Experience & Education:** Minimum of 14 years experience and Bachelors Degree

### **PROJECT MANAGER**

**Description:** Performs day-to-day management of contract support operations, possibly involving multiple tasks and groups of personnel at multiple locations, on a single project. Demonstrates skills in the scope of work encompassed by the task order; provides technical guidance to the project team in performance of the work, and reviews the quality of all work products. Organizes, directs, and coordinates the planning and production of all contract support activities. Responsible for staffing, project planning, project financials, and staff direction and oversight. The Project Manager maintains and manages the client interface at the COTR levels of the client organization. Assists the Program Manager as required in managing contract performance.

**Experience & Education:** Minimum of 12 years experience and Bachelors Degree

### **SENIOR TASK LEAD**

**Description:** Senior leader, experience in project and task management, responsible for ensuring successful task completion within the scheduled timeframe consistent with the established scope of work to include both the technical and financial solutions. Organizes, directs, and coordinates the planning and production of all activities associated with assigned tasks.

**Experience & Education:** Minimum of 8 years experience and Bachelors Degree

## **Appendix B: MOBIS Labor Category Descriptions (Continued)**

### **TASK LEAD**

**Description:** Experienced in task management, responsible for ensuring successful task completion within the scheduled timeframe consistent with the established scope of work to include both the technical and financial solutions. Organizes, directs, and coordinates the planning and production of all activities associated with assigned tasks.

**Experience & Education:** Minimum of 7 years experience and Bachelors Degree

## Appendix B: MOBIS Labor Category Descriptions (*Continued*)

### CONSULTANT

**Description:** Team member contributing to consulting staff client assignments within specified guidelines. Performs a variety of tasks that require both practical experience and theoretical, state-of-the-art, technical knowledge in specialty area. Understands overall purpose of task assignment.

**Experience & Education:** Minimum of a Bachelors Degree

### SUPPORT STAFF

**Description:** Depending on the functional specialty, support the program management staff in the preparation of deliverables, internal reports, briefings, and drawings associated with the project being supported.

**Experience & Education:** Minimum of a HS Diploma

### EXPERIENCE & DEGREE SUBSTITUTION

The above describes the functional responsibilities and education and experience requirements for each labor category. These requirements are a guide to the types of experience and educational background of typical personnel in each labor category.

Education and experience may be substituted for each other. Each year of relevant experience may be substituted for one year of education, and vice versa. In addition, certifications, professional licenses, and vocational technical training may be substituted for experience or education.

#### Degree/Experience Equivalency\*

Degree	Experience Equivalence	Other Equivalence
Bachelors	Associate degree +2 years relevant experience, or 4 years relevant experience	Professional certification
Masters	Bachelors +2 years relevant experience, or Associated + 4 years relevant experience	Professional license
Doctorate	Masters + 2 years relevant experience, Bachelors + 4 years relevant experience	

\* Successful completion of higher education which has not yet resulted in a degree may be counted as 1 for 1 year's of experience for each year of college completed.

## **MOBIS Labor Category Descriptions: Applicable to SIN 874-1: Consultation Services**

### **EXECUTIVE / STRATEGY OFFICER**

**Thought:** Works directly with senior level clients to set the project strategic agenda

**Leadership:** Drives the project team toward desired outcomes to achieve results for clients

**Analysis:** Ensures project objectives are delivered in the context of industry best practices

**Value:** Develops new knowledge and capabilities derived from a broad range of cross industry/functional experiences within commercial clients

**Education:** MBA or other graduate degrees. Some hold PhD qualifications in economics, finance, organizational development, or other business-related specialties

**Experience:** Generally over 12 years of significant experience in multiple domains across a broad range of clients; Held consulting or leadership positions in major private or public organizations in areas such as Business Strategy, Manufacturing and Supply Chain Strategy, IT Architecture Strategy, Platform Strategy, Go-to Market Effectiveness, Global Sourcing Strategy, and Innovation Strategy

### **EXECUTIVE / STRATEGY PRINCIPAL**

**Thought:** Defines agenda and project objectives

**Leadership:** Drives content and provides thought leadership. Manages execution of multiple, rapid hypothesis-based fact finding efforts; Balances potentially conflicting themes and objectives

**Analysis:** Generates innovative approaches to address business problems

**Value:** Ensures that appropriate structure is in place to support real and lasting change

**Education:** MBA or other graduate degrees. Some hold PhD qualifications in economics, finance, organizational development, or other business-related specialties

**Experience:** Generally over 8 years of extensive client/industry experience; Specialist in multiple functional/industry domains; Demonstrated leadership of consulting engagements in areas such as Business Strategy, Manufacturing and Supply Chain Strategy, IT Architecture Strategy, Platform Strategy, Go-to Market Effectiveness, Global Sourcing Strategy, and Innovation Strategy

### **EXECUTIVE / STRATEGY SENIOR ASSOCIATE**

**Thought:** Designs and oversees key analytic tasks and tests results

**Leadership:** Leads efforts to obtain complex data sets; identifies conflicting themes and objectives

**Analysis:** Synthesizes findings and develops recommendations

**Value:** Builds a comprehensive program to support real and lasting change and ensures knowledge transfer of relevant subject matter

**Education:** MBA or other graduate degrees. Some hold PhD qualifications in economics, finance, organizational development, or other business-related specialties

**Experience:** Generally over 5 years of broad multi-client/industry experience in the industry areas of automotive, health and pharmaceuticals, transportation, energy/utilities, communications, financial services, or consumer/media; Specialist in at least one functional area such as Business Strategy, Manufacturing and Supply Chain Strategy, IT Architecture Strategy, Platform Strategy, Go-to Market Effectiveness, Global Sourcing Strategy, or Innovation Strategy

**MOBIS Labor Category Descriptions: Applicable to SIN 874-1:  
Consultation Services (*Continued*)**

**EXECUTIVE / STRATEGY ASSOCIATE**

**Thought:** Generates key hypotheses and identifies data requirements

**Leadership:** Gathers and leverages required facts and information

**Analysis:** Develops integrated conclusions and insights; Implements actions in support of defined agenda and project objectives

**Value:** Document sources and assumptions while communicating linkages of work modules to the larger assignment objectives

**Education:** MBA or other graduate degrees. Some hold PhD qualifications in economics, finance, organizational development, or other business-related specialties

**Experience:** Generally over 3 years experience in performing sophisticated hypothesis-driven analysis; possess significant knowledge of an industry such as automotive, health and pharmaceuticals, transportation, energy/utilities, communications, financial services, or consumer/media.

## Appendix C: SIN 874-5 Support Products Rates

<b>Deliverable Items Displayed in Unit Price</b>	<b>10/01/06 09/30/07</b>
<b>1. Communications (per minute)</b>	\$0.12