

General Services Administration

Federal Acquisition Service

Authorized Federal Supply Schedule Price List

Schedule for:

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

**Federal Supply Group 874
Contract Number GS-10F-0007V**

**Contract Period:
October 3, 2008 through October 2, 2013**

Contact:

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About Exostrategies

Exostrategies is a small company that provides that provides:

- **Specialized management consulting and strategic planning services.** This practice area focuses on near-, mid-, and long-term strategic planning with an emphasis on organizational transitions to different business models. We specialize on agencies with distributed organizations and technological missions such as the Department of Energy, NASA, the US Geological Survey, National Oceanographic and Atmospheric Administration's National Environmental Satellite and Data Information Service, and the Department of Defense.
- **Analysis and development of integrated operational architectures for mission support.** Exostrategies has developed a process for the transition to a new concept of operations and associated integrated architecture bridged by an implementation strategy. This process addresses budgetary limitations, transition risk, and recapitalization planning all wrapped together by an integrated acquisition strategy.
- **High-end contingency response and crisis management services.** The founder of Exostrategies has a long history of high-visibility national and international programs from participation on the independent Columbia Accident Investigation Board's analysis team, Space Shuttle safety reviews, Joint US/Russia Commission on Space Shuttle/Russian Mir Space Station Operational Readiness, International Space Station Safety and Operational Readiness Task Force, and International Space Station Advisory Panel. We bring this experience to other federal customers with highly visible programs that require for contingency planning and management processes.
- **Technology assessments for technology insertion and commercialization.** Exostrategies has developed a practice to identify technologies for federal agency "spin in" and "spin out" opportunities. Exostrategies has specialized in the commercialization of government technologies in particular those associated with providing satellite command, control, and telemetry as well as data collection, processing, distribution, and management.
- **Mission affordability analyses.** Federal agencies go through cycles of budgetary expansion and contraction. We have developed a process associated with the analysis of agency-wide contracting practices to identify areas for improved purchasing power including strategic realignments, contract consolidations, small business utilization, and analysis of synchronous acquisition strategies for more effective multi-contractor alignments.
- **Unique analytical tools.** Our firm invests in the development of tools and databases to provide rigor in our analyses. Our company and staff have developed, for example, tools for analysis of demand for satellite network services, database collection and visualization, 3-D immersive environment for space system visualization, and a variety of models using Monte-Carlo processes for operations modeling and cost estimation.

Customer Information:

- 1a. **Table of Awarded Special Item Numbers with appropriate cross-reference to page numbers:**

874-1, 874-1RC, 874-6, 874-6RC, 874-7, 874-7RC
- 1b. **Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.**
- 1c. **If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.**
2. **Maximum Order:** \$1,000,000.00
3. **Minimum Order:** \$300.00
4. **Geographic Coverage (delivery area):** Domestic Only
5. **Points of production (city, county, and state or foreign country):** Same as company address
6. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted). List at the end of this pricelist.
7. **Quantity discounts:** None offered.
8. **Prompt payment terms:** Net 30 days.
- 9a. **Notification whether Government purchase cards are accepted or not accepted at or below the micro-purchase threshold:** Yes.
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Contact contractor.

10. **Foreign items (list items by country of origin):** None.
- 11a. **Time of Delivery (Contractor insert number of days):** Specified on the Task Order.
- 11b. **Expedited Delivery.** The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact contractor.
- 11c. **Overnight and 2-Day Delivery.** The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact contractor.
- 11d. **Urgent Requirements.** The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery: Contact contractor.
12. **F.O.B. Points:** Destination.
- 13a. **Ordering Address:** Same as company address.
- 13b. **Ordering Procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov).
14. **Payment Address:** Same as company address.
15. **Warranty Provision:** Contractor’s standard commercial warranty.
16. **Export Packing Charges (if applicable):** N/A
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact contractor.
18. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
19. **Terms and conditions of installation (if applicable):** N/A
- 20a. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20b. **Terms and conditions for any other services (if applicable):** N/A



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- 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.
- 25a. Data Universal Number System (DUNS) number: 79-2870920
- 26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered.
- 27. Contractor will accept LH and FFP.

Labor Category Name*	2011 Hourly Price	2012 Hourly Price	2013 Hourly Price
Project Support 1	\$64.18	\$66.14	\$68.17
Project Support 2	\$102.68	\$105.82	\$109.06
Analyst 1	\$108.61	\$111.93	\$115.36
Analyst 2	\$125.00	\$128.83	\$132.77
Program Manager 1	\$154.03	\$158.74	\$163.60
Program Manager 2	\$205.37	\$211.65	\$218.13
Management Consultant 1	\$140.00	\$144.28	\$148.70
Management Consultant 2	\$185.00	\$190.66	\$196.50
Management Consultant 3	\$246.84	\$254.39	\$262.18
SME - Technical	\$256.71	\$264.57	\$272.66
SME - Executive Management Consultant	\$256.71	\$264.57	\$272.66

* Applicable to SINs 874-1, 874-6, 874-7, 874-1RC, 874-6RC, and 874-7RC



Position Descriptions

Project Support 1

Project Support 1 requires specialization in either financial analysis, business development, multimedia and graphic arts, programming, or technical writing. Project Support 1 must be fluent in advanced application-specific computer programs required by the specialized domain expertise as well as be fluent in the use of documentation, spreadsheet, and presentation software. The Project Support 1 must have successfully demonstrated completion of complex tasks in their area of specialization without significant supervision. Project Support 1 must also be able to support complex project management tasks.

Education/Experience: BA and 2 years of direct experience required.

Project Support 2

Project Support 2 requires specialization in either financial analysis, business development, multimedia and graphic arts, programming, or technical writing. Project Support 2 must be expert in advanced application-specific computer programs required by the specialized domain expertise as well as be expert in the use of documentation, spreadsheet, and presentation software. Programming skills, if required, require the ability to program in .html, .xml, and variants of the C programming language. The Project Support 2 must have successfully demonstrated the ability to independently manage complex tasks to a project schedule. Project Support 2 must also be able to manage other Project Support 1 and 2 personnel.

Education/Experience: BA and 4 years of direct experience required.



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Analyst 1

An Analyst 1 has demonstrated skills in self-management for project-related tasks. The Analyst 1 has developed some specialized skills in the development of overall system and project requirements and project planning documentation. The Analyst 1 can perform tasks involving data identification, data mining, and data analysis. The Analyst 1 can support the management and development of advanced mathematical and logic models, algorithms for complex process simulations, or cost models including associated cost estimating relationships. The Analyst 1 is expert in word processing, spreadsheet use, and presentation development.

Education/Experience: BA and 4 years of direct experience required.

Analyst 2

An Analyst 2 has demonstrated leadership skills and demonstrated the general ability to perform independent task management of small teams. The Analyst 2 has developed specialized skills in the development of overall system and project requirements and project planning documentation. The Analyst 2 can perform highly complex data identification, data mining, and data analysis tasks including the use of scripts and programs for data sorting, mining, and management; in addition the Analyst 2 can independently manage and develop advanced mathematical and logic models, independently develop algorithms for complex process simulations, or the development of cost models including associated cost estimating relationships. The Analyst 2 is expert in word processing, spreadsheet use, and presentation development.

Education/Experience: BA and 8 years of direct experience required.

Program Manager 1

The Program Manager 1 is an experienced program manager with at least five prior successfully managed projects in his/her management career. The Program Manager 1 independently manages medium sized projects or project subtasks of up to 15 people. The project scope spans all aspects of mission-oriented business improvement services. Principal tasks for a Program Manager 1 include the development of new business processes and major innovations in cost and mission analysis/modeling. The Task emphasis focuses on projects that may lack clarity or even defined processes. The Program Manager 1 may be required to develop completely new integrated operational architectures consisting of new objective operations concepts, associated architectures, and associated implementation (including acquisition) strategies necessary for achieving the objective operations concept and integrated architecture. The Program Manager 1 is involved in the coordination and management of modeling and data analysis activities including cost and process modeling/analysis, requirements generation and analysis, project planning, operations analysis, and data collection/management.

Education/Experience: MA and 4 years of direct experience required.

Program Manager 2

The Program Manager 2 is an experienced and independent program manager with at least eight prior successfully managed projects to his/her name. The Program Manager 2 has the responsibility for independent management of any sized project or program required for mission-oriented business services. Principal tasks for a Program Manager 2 include the development of new business processes, and major innovations in cost and mission analysis/modeling. The Program Manager 2 will lead completion and fixed price tasks that also require the development of wholly new processes, models, and simulations for successful completion. The Program Manager 2 may be required to develop completely new integrated operational architectures consisting of new objective operations concepts, associated architectures, and associated implementation (including acquisition) strategies. The Program Manager 2 manages modeling and data analysis activities including cost and process modeling/analysis, requirements generation and analysis, project planning, operations analysis, and data collection/management.

Education/Experience: MA and 8 years of direct experience required.

Management Consultant 1

The Management Consultant 1 is an experienced in process and business line analysis including the development and analysis of requirements, program/project solutions to meet the requirements, program/project risk management, and the associated business case analysis. The Management Consultant 1 can support the development of business transformation studies, technology infusion and transfer, and management transition. The Management Consultant 1 can support management and technical root cause analyses as well as work with program management to provide project task element direction. The Management Consultant 2 has expertise in at least three technical and management areas in addition to project cost and budget analysis.

Education/Experience: MA and 4 years of direct experience required.

Management Consultant 2

The Management Consultant 2 is experienced in process and business line analysis including the development and analysis of requirements, program/project solutions to meet the requirements, program/project risk management, and the associated business case analysis. The Management Consultant 2 can support the development of business transformation studies, technology infusion and transfer, and management transition. The Management Consultant 2 can support management and technical root cause analyses as well as work with program management to provide project task direction. The Management Consultant 2 has held prior program and project management positions within either the government or industry. The Management Consultant 2 has expertise in at least five technical and management areas in addition to project management, cost, and budget analysis.

Education/Experience: MA and 8 years of direct experience required.



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Management Consultant 3

The Management Consultant 3 is experienced in process and business line analysis including the development and analysis of requirements, program/project solutions to meet the requirements, program/project risk management, and the associated business case analysis. The Management Consultant 3 can lead the development of business transformation studies, technology infusion and transfer, and management transition. The Management Consultant 3 can lead management and technical root cause analyses. The Management Consultant 3 has held prior program and project management positions within either the government or industry. Expertise in at least seven technical and management areas in addition to corporate finance and project management, cost, and budget analysis.

Education/Experience: MA and 10 years of direct experience required.



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Subject Matter Expert - Technical

The Subject Matter Expert - Technical has recognized expertise with some international exposure in a highly specialized field or related fields. The individual is characterized by progressive experience that may include teaching experience at the college or university level, in at least one highly specialized technical area. The Subject Matter Expert - Technical has received recognized awards from peers, has served on at least one expert panel, and continues to maintain peer credentials, or analysis track record. The Subject Matter Expert - Technical provides the highest level of systems and component analyses, risk management and mitigation planning, as well as detailed technical analyses that can support the generation of public policy. The Subject Matter Expert - Technical provides analytical and technical documentation, briefing capabilities and advice on exceptionally complex studies that require specialized domain expertise. The Subject Matter Expert - Technical participates in all phases of studies and analyses and can apply high-level mathematical principles and methods to problem at hand.

Education/Experience: MA (technical) and 12 years of direct experience required.

Subject Matter Expert – Executive Management Consultant

The Subject Matter Expert - Executive Management Consultant has either recognition in a highly specialized field requiring certification such as JD, CPA, or PE; a highly accomplished business or political achievement such as a corporate executive or member of the Senior Executive Service, or has recognized expertise in a highly specialized field or related set of fields. The individual is characterized by progressive leadership experience in at least one highly specialized management or technical area. The Subject Matter Expert - Executive Management Consultant has a recognized vitae consisting of prestigious peer awards or exceptional service. The Executive Management Consultant provides a high level of management, policy, or technical analysis and advisory services. The Subject Matter Expert - Executive Management Consultant provides management, technical, and public policy documentation, briefing capabilities and advice on exceptionally complex studies that require specialized domain expertise and peer recognition.

Education/Experience: MA (technical) or Ph.D. and 12 years of direct experience required.

The following are approved educational equivalents:

Required Education	Actual Education	Additional Years of Experience Credited
HS/GED	Associates Degree	2
HS/GED	Bachelor's/Bachelor's (Technical)	4
Bachelor's/Bachelor's (Technical)	Master's/Master's (Technical)	2
Bachelor's/Bachelor's (Technical)	Ph.D.	6
Master's/Master's (Technical)	Ph.D.	4

Actual Education	Required Education	Additional Years of Experience Needed for Educational Requirements Equivalent (Full Time)
None	HS/GED	3
HS/GED	Bachelor's	6
HS/GED	Bachelor's (Technical)	No Equivalency
HS/GED	Master's/Master's (Technical)	No Equivalency
HS/GED	Ph.D.	No Equivalency
Bachelor's/Bachelor's (Technical)	Master's/Master's (Technical)	4
Bachelor's/Bachelor's (Technical)	Ph.D.	18
Master's/Master's (Technical)	Ph.D.	16