

# **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 is available through **GSA Advantage™**, a menu-driven database system. The INTERNET address for **GSA Advantage™** is <http://www.GSAAdvantage.gov>

Schedule for - MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)

Federal Supply Group: 874 Class: R499

Contract Number: GS-10F-0051T

For more information on ordering from Federal Supply Schedules

click on the FSS Schedules button at <http://www.fss.gsa.gov>

Contract Period: November 13, 2011 through November 12, 2016

Contractor: Client Solution Architects LLC  
112 Chiltern Way  
Mechanicsburg, PA 17055-9233

Business Size:  
Small, Disadvantaged, 8(a), Veteran Owned,  
Service-Disabled Business

Telephone: (717) 421-7789  
Extension:  
FAX Number: (717) 795-9470  
Web Site: [www.csaassociates.com](http://www.csaassociates.com)  
E-mail: [squagliani@csaassociates.com](mailto:squagliani@csaassociates.com)  
Contract Administration: Steven Quagliani

## **CUSTOMER INFORMATION:**

- 1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers: 874-1
- 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. Point(s) 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).  
See Attachment.
7. Quantity discounts: None Offered
8. Prompt payment terms: Net 30 days
- 9a. Notification that Government purchase cards are 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(s): Destination
- 13a. Ordering Address(es): Same as company address
- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules))
14. Payment address(es): 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

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A

20a. Terms and conditions for any other services (if applicable): N/A

21. List of service and distribution points (if applicable): N/A

22. List of participating dealers (if applicable): N/A

23. Preventive maintenance (if applicable): N/A

24a. Special attributes such as environmental attributes, (e.g., recycled content, energy efficiency, and/or reduced pollutants):

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. contactor's website or other location.) The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/).

25. Data Universal Numbering System (DUNS) number: 13-0196814

26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered

## Labor Categories and Rates

### GSA Government Site Pricing

Labor Category	GSA Hourly Rates				
	11/13/11- 11/12/12	11/13/12- 11/12/13	11/13/13- 11/12/14	11/13/14- 11/13/15	11/13/15- 11/12/16
EXECUTIVE PROGRAM DIRECTOR	\$193.25	\$199.05	\$205.02	\$211.17	\$217.51
PROJECT MANAGER	\$163.24	\$168.14	\$173.19	\$178.38	\$183.73
SUBJECT MATTER EXPERT	\$254.47	\$262.11	\$269.97	\$278.07	\$286.41
OPERATIONS RESEARCH SCIENTIST	\$294.08	\$302.90	\$311.98	\$321.34	\$330.98
SENIOR SOLUTION CONSULTANT	\$179.02	\$184.39	\$189.92	\$195.62	\$201.49
SOLUTION CONSULTANT	\$144.03	\$148.36	\$152.81	\$157.39	\$162.11
ASSOCIATE SOLUTION CONSULTANT	\$114.03	\$117.45	\$120.97	\$124.60	\$128.34
SENIOR BUSINESS CONSULTANT	\$186.80	\$192.40	\$198.17	\$204.12	\$210.24
BUSINESS CONSULTANT	\$135.65	\$139.72	\$143.92	\$148.23	\$152.68
ASSOCIATE BUSINESS CONSULTANT	\$75.62	\$77.89	\$80.22	\$82.63	\$85.11
SENIOR FINANCIAL CONSULTANT	\$144.04	\$148.36	\$152.81	\$157.39	\$162.11
FINANCIAL CONSULTANT	\$95.63	\$98.49	\$101.45	\$104.49	\$107.63
ASSOCIATE FINANCIAL CONSULTANT	\$71.44	\$73.58	\$75.79	\$78.06	\$80.41
SENIOR TECHNICAL WRITER	\$96.03	\$98.91	\$101.87	\$104.93	\$108.08
TECHNICAL WRITER	\$79.26	\$81.63	\$84.08	\$86.61	\$89.20
ASSOCIATE TECHNICAL WRITER	\$44.66	\$46.00	\$47.38	\$48.80	\$50.26

## Labor Categories and Rates

### GSA Contractor Site Pricing

Labor Category	GSA Hourly Rates				
	11/13/11- 11/12/12	11/13/12- 11/12/13	11/13/13- 11/12/14	11/13/14- 11/13/15	11/13/15- 11/12/16
EXECUTIVE PROGRAM DIRECTOR	\$198.68	\$204.64	\$210.78	\$217.10	\$223.61
PROJECT MANAGER	\$167.57	\$172.59	\$177.77	\$183.11	\$188.60
SUBJECT MATTER EXPERT	\$262.84	\$270.72	\$278.84	\$287.21	\$295.82
OPERATIONS RESEARCH SCIENTIST	\$302.31	\$311.37	\$320.72	\$330.34	\$340.25
SENIOR SOLUTION CONSULTANT	\$183.46	\$188.97	\$194.64	\$200.48	\$206.49
SOLUTION CONSULTANT	\$147.64	\$152.07	\$156.63	\$161.33	\$166.17
ASSOCIATE SOLUTION CONSULTANT	\$117.59	\$121.12	\$124.75	\$128.49	\$132.35
SENIOR BUSINESS CONSULTANT	\$192.36	\$198.13	\$204.08	\$210.20	\$216.51
BUSINESS CONSULTANT	\$138.99	\$143.16	\$147.46	\$151.88	\$156.44
ASSOCIATE BUSINESS CONSULTANT	\$76.83	\$79.13	\$81.51	\$83.95	\$86.47
SENIOR FINANCIAL CONSULTANT	\$147.19	\$151.60	\$156.15	\$160.84	\$165.66
FINANCIAL CONSULTANT	\$97.85	\$100.78	\$103.80	\$106.92	\$110.13
ASSOCIATE FINANCIAL CONSULTANT	\$73.48	\$75.68	\$77.95	\$80.29	\$82.70
SENIOR TECHNICAL WRITER	\$98.16	\$101.10	\$104.14	\$107.26	\$110.48
TECHNICAL WRITER	\$81.49	\$83.94	\$86.45	\$89.05	\$91.72
ASSOCIATE TECHNICAL WRITER	\$45.61	\$46.98	\$48.38	\$49.84	\$51.33

## **Client Solution Architects Labor Categories and Qualifications**

### **Executive Program Director**

Experience and Education: Experience leading personnel and organizations through complex business process and/or technology transformations with BABS degree and more than 15 years of demonstrated experience OR Advanced degree and more than 12 years of demonstrated experience.

Responsibilities: Conducts overall strategic planning, scheduling, and allocation of efforts to review, oversee, and coordinate projects and programs consistent with the client's processes and procedures. Accountable to the client for cost controlling measures and allocation of resources in the delivery of products and services. Provides senior leadership and oversight of large, complex, and sensitive program efforts when consulting with and coordinating with agencies to review business improvement processes including but not limited to; works in conjunction with senior clientele to ensure overall project direction and expectations are being met; may perform data collection, conduct interviews and facilitate meetings with senior government personnel. Directs activities for those engagements for which they are responsible; establishes, reviews, and/or alters corporate management structure as necessary to direct effective contract support activities. Facilitates meetings with senior government personnel, where appropriate, to assist in modeling and directing business improvement processes and overseeing the activities of all contract personnel.

### **Project Manager**

Experience and Education: Experience in quality deliverables to organizations in a leadership role with BA/BS degree, advanced academic work and 10 years experience OR Advanced degree and 8 years experience

Responsibilities: Provides thought leadership and mentorship to personnel assigned to the assigned project. Interfaces with functional and/or technical teams for planning, prioritization, change management, issue resolution and process improvement definition. Communicates effectively with all levels of the organization. Responsible for soundness of approach, compliance to end-user and client process goals, quality of product, specific directions and adherence to time and budget constraints. Responsible for project and milestone tracking, resource allocation and sourcing.

### **Subject Matter Expert**

Experience and Education: Experience in a specified business or technical area of domain expertise with a Masters degree and 12 years experience

Responsibilities: Provides expert technical analysis and advice to support management, organization and business decisions. Consults as an expert in a specified domain to identify and solve process issues. Coordinates and manages the preparation of analysis, evaluations, and recommendations in those business improvement areas including: engineering, logistics, asset management, operations research, program management, risk, telecommunications, communications protocols, software, life-cycle management, finance, and acquisition. Collaborates with customer to review current processes and roadblocks, determine specific needs and requirements and to counsel within the expert area, including overseeing task execution

## **Operations Research Scientist**

Experience and Education: Experience utilizing state of the art methodologies in the area of operations research and statistical analysis with a Masters Degree and more than 12 years of demonstrated experience or a Ph.D. and more than 10 years of demonstrated experience.

Responsibilities: Provides expert analysis and advice in specific technical areas to support management, organization and business improvement decisions. Coordinates and manages the preparation of analysis, evaluations, and recommendations in areas including: process engineering, logistics, asset management, operations research, program management, risk, network optimization, life-cycle management, finance, and acquisition.

## **Senior Solution Consultant**

Experience and Education: Experience employing and implementing business and technical organizational improvement methodologies with Bachelors Degree and 10 years experience

Responsibilities: Manages the application of knowledge, business process operations, business process improvement theories and practices, and business solution methodologies to collect and analyze data. Designs and deploys program approach and delivery, as well as, implementation of solutions to meet client business needs. Responsible for recommendations and oversees the documentation of findings. Works with the various members of the engagement team to deliver a quality product.

## **Solution Consultant**

Experience and Education: Experience utilizing and implementing business and technical organizational improvement methodologies with Bachelors Degree and 5- 10 years experience

Responsibilities: Applies knowledge of business operations, business improvement theories and practices, and business solution methodologies. Collects and analyzes data needed to develop programs and solutions which meet the client's process and/or technical needs. Documents research findings and works with members of the engagement team to develop recommendations.

## **Associate Solution Consultant**

Education: Knowledge and/or experience of business and technical organizational improvement methodologies with Bachelors Degree and 0-5 years general experience

Responsibilities: Assists in the collection and analyzing of data. Supports the development of programs and the implementing of solutions to meet client business needs. Documents research findings.

## **Senior Financial Consultant**

Experience and Education: Experience with financial analysis and modeling in complex business environments with Bachelors Degree and 10 years applicable experience.

Responsibilities: Direct and manage review and analysis of cost estimating, life-cycle costing, and cost benefit analyses in support of acquisition programs and other client specific requirements. Manages the review, analysis, and re-engineering efforts of major acquisition capital plans. Oversees process engineering studies and management of trade studies. Reviews cost trade-off options for systems development and procurement. Provides direction for the review and improvement of program acquisition milestone and program documentation development in support of milestone decisions. Manages review of budget submissions in support of major acquisition programs. Monitors and gives direction on policies related to program funding and expenditures.

## **Financial Consultant**

Experience and Education: Experience with financial analysis and modeling in complex business environments with Bachelors Degree and 5-10 years applicable experience.

Responsibilities: Applies analytical and technical skills to coordinate review and analysis of cost estimating, life-cycle costing, and cost benefit analyses in support of acquisition programs and other client specific requirements. Typical duties include review, analysis, and re-engineering efforts of major acquisition capital plans. Supports process engineering studies and management of trade studies. Provides input cost trade-off options for systems development and procurement. Provides support for the review and improvement of program acquisition milestone and program documentation development in support of milestone decisions. Supports review of budget submissions in support of major acquisition programs and policies related to program funding and expenditures.

## **Associate Financial Consultant**

Experience and Education: Knowledge and nominal experience in financial analysis and modeling with Bachelors Degree and 0-5 years applicable experience.

Responsibilities: Applies analytical and technical skills to support review and analysis of cost estimating, life-cycle costing, and cost benefit analyses in support of acquisition programs and other client specific requirements. Typical duties include assisting in the review, analysis, and re-engineering efforts of major acquisition capital plans. Assists process engineering studies and management of trade studies. Provides assistance cost trade-off options for systems development and procurement. Provides assistance in the review and improvement of program acquisition milestone and program documentation development in support of milestone decisions. Assists review of budget submissions in support of major acquisition programs and policies related to program funding and expenditures.



## **Senior Business Consultant**

Experience and Education: Experience in business process redesign, data analysis and deploying organizational solutions with Bachelors Degree and 8 or more years experience

Responsibilities: Manages technical and functional business re-engineering, studies, and analysis projects. Typical duties include oversight of various efforts: analyses; planning; requirements determination; functional modeling; procedural development; functional architecture development; and other related management and technical duties. Leads client solution and acceptance testing. Requires expertise in specialty areas.

## **Business Consultant**

Experience and Education: Experience in business process redesign, data analysis and deploying organizational solutions with Bachelors Degree and 5-8 years experience

Responsibilities: Applies analytical and technical skills to coordinate business re-engineering and analysis projects. Typical duties include the evaluation and consolidation of analysis, planning, establishment of requirements, functional modeling, development of procedures, development of functional architectures, and other related management and technical duties. Requires expertise in specialty areas.

## **Associate Business Consultant**

Experience and Education: Knowledge and nominal experience in business process redesign, data analysis and deploying organizational solutions with Bachelors Degree and 0-5 years experience

Responsibilities: Applies analytical skills to support business improvement process projects, studies, and analysis projects. Typical duties include assisting in the analysis, planning, establishment of requirements, functional modeling, development of procedures, development of functional architectures, and other related management and technical duties. Requires minimal expertise in specialty areas.

## **Senior Technical Writer**

Education: Bachelor Degree

General Experience: 10+ years general experience.

Responsibilities: Oversees the gathering and composing of technical information required for review, oversight and recommendation for improvement or re-engineering of user manuals, training materials, installation guides, proposals, reports, etc. Coordinates the editing of functional descriptions, system specifications, user manuals, special reports, or any other customer deliverables and documents to assist in the process improvement. Conducts research and ensures the use of proper technical terminology. Manages the oversight, review, and translation of technical information into clear, readable documents to be used by technical and non-technical personnel.

## **Technical Writer**

Education: Associates Degree

General Experience: 7-10 years general experience

Responsibilities: Gathers, analyzes, and composes technical information required for review and editing of user manuals, training materials, installation guides, proposals, reports, etc. Edits functional descriptions, system specifications, user manuals, special reports, or any other customer deliverables and documents. Conducts research and ensures the use of proper technical terminology. Translates

technical information into clear, readable documents to be used by technical and non-technical personnel.

### **Associate Technical Writer**

Education: Associates Degree

General Experience: 0-5 years general experience

Responsibilities: Assists in the gathering, analyzing, and composing of technical information required for review and editing of user manuals, training materials, installation guides, proposals, reports, etc. Supports the editing of functional descriptions, system specifications, user manuals, special reports, or any other customer deliverables and documents. Supports research and the usage of proper technical terminology.

Translates technical information into clear, readable documents to be used by technical and non-technical personnel.