

GENERAL SERVICES ADMINISTRATION

Federal Acquisition 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-155AA

For more information on ordering from Federal Supply Schedules
click on the FSS Schedules button at <http://www.gsa.gov/schedules-ordering>

Contract Period: April 26, 2013 – April 25, 2018

Contractor: Octo Consulting Group, Inc.
8000 Towers Crescent Drive, 13th Floor
Vienna, VA 22182 6207

Business Size: Large Business

Telephone: (703) 401-7825
FAX Number: (703) 880-0196
Web Site: www.octoconsulting.com
E-mail: greg.nowak@octoconsulting.com
Contract Administration: Gregory Nowak

CUSTOMER INFORMATION:

- 1a. **Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:** 874-1, 874-1RC, 874-6 and 874-6RC
 - 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

3. **Minimum Order:** \$100
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:** 1% for orders over \$3 million and 2% for orders over \$5 million.
8. **Prompt payment terms:** Net 30 days
- 9a. **Notification that Government purchase cards are accepted up to the micro-purchase threshold:** Yes
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** will accept over \$3,000
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 Contractor
- 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).
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. 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. contactor's website or other location.) The EIT standards can be found at: www.Section508.gov/.
25. Data Universal Numbering System (DUNS) number: 800127859
26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered

Labor Category	Minimum Education	Minimum Experience	Year 1	Year 2	Year 3	Year 4	Year 5
Senor Subject Matter Expert II	Masters	15	\$342.00	\$349.87	\$357.91	\$366.14	\$374.57
Senor Subject Matter Expert I	Masters	12	\$270.40	\$276.62	\$282.98	\$289.49	\$296.15
Senor Subject Matter Expert	Bachelors	10	\$192.92	\$197.36	\$201.90	\$206.54	\$211.29
Sr. Program Manager	Bachelors	12	\$200.00	\$204.60	\$209.31	\$214.12	\$219.04
Program Manager	Bachelors	10	\$169.74	\$173.64	\$177.64	\$181.72	\$185.90
Strategic Planner	Bachelors	7	\$184.93	\$189.18	\$193.53	\$197.99	\$202.54
Senior Principal Consultant III	Masters	12	\$264.76	\$270.85	\$277.08	\$283.45	\$289.97
Senior Principal Consultant II	Masters	11	\$246.95	\$252.63	\$258.44	\$264.38	\$270.47
Senior Principal Consultant I	Bachelors	11	\$229.40	\$234.68	\$240.07	\$245.60	\$251.24
Principal Consultant II	Bachelors	10	\$202.10	\$206.75	\$211.50	\$216.37	\$221.34
Principal Consultant I	Bachelors	8	\$175.00	\$179.03	\$183.14	\$187.35	\$191.66
Senior Consultant II	Bachelors	7	\$153.18	\$156.70	\$160.31	\$163.99	\$167.77
Senior Consultant I	Bachelors	5	\$136.87	\$140.02	\$143.24	\$146.53	\$149.90
Consultant II	Bachelors	4	\$123.93	\$126.78	\$129.70	\$132.68	\$135.73
Consultant I	Bachelors	3	\$109.98	\$112.51	\$115.10	\$117.74	\$120.45
Associate Consultant II	Bachelors	1	\$97.12	\$99.35	\$101.64	\$103.98	\$106.37
Associate Consultant I	Bachelors	0	\$81.56	\$83.44	\$85.35	\$87.32	\$89.33
Senior Associate	Bachelors	8	\$195.00	\$199.49	\$204.07	\$208.77	\$213.57
Associate	Bachelors	6	\$161.46	\$165.17	\$168.97	\$172.86	\$176.83

LABOR CATEGORY DESCRIPTIONS

Senior Subject Matter Expert II

Provides expert advice and insight concerning strategic direction and applicability of up to date, industry standard solutions. Responsible for providing high level vision to program/project manager and/or senior client leadership to influence objectives of complex efforts. 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 Senior Subject Matter Expert II includes former high ranking military or civilian officials, highly experienced individuals and/or experts recognized by industry in their specific field and may have also published books and articles as well as presented at major conferences.

Education and Experience: Master's Degree and fifteen years of related experience

Senior Subject Matter Expert I

Provides expert advice and insight concerning strategic direction and applicability of up to date, industry standard solutions. Responsible for providing high level vision to program/project manager and/or senior client leadership to influence objectives of complex efforts. 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 Senior Subject Matter Expert I includes former high ranking military or civilian officials, highly experienced individuals and/or experts recognized by industry in their specific field and may have also published books and articles as well as presented at major conferences.

Education and Experience: Master's Degree and twelve years of related experience

Subject Matter Expert

Provides expert advice and insight concerning strategic direction and applicability of up to date, industry standard solutions. Responsible for providing high level vision to program/project manager and/or senior client leadership to influence objectives of complex efforts. 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 Subject Matter Expert includes former high ranking military or civilian officials, highly experienced individuals and/or experts recognized by industry in their specific field and may have also published books and articles as well as presented at major conferences.

Education and Experience: Bachelor's Degree and ten years of related experience

Senior Program Manager

Provides expert advice, assistance, guidance or counseling for consulting and/or acquisition engagements. Senior Program Managers apply their broad management skills and specialized functional and technical expertise to lead complex, large projects in delivering client solutions or to manage the operations of multiple Octo Consulting Group, Inc. projects. Senior Program Managers provide expertise in industry, process or business process redesign including plan and manage the work of business architecture design project teams; design and implement new organization structures; Conceptual design and development of training curricula; organizational change programs and realize business goals; lead clients through streamlining, reengineering and transforming business processes; and, ensure consistency of quality across multiple projects.

Education and Experience: Bachelor's Degree and twelve years of related experience

Program Manager

Provides expert advice, assistance, guidance or counseling for consulting and/or acquisition engagements. Program Managers apply their broad management skills and specialized functional and technical expertise to lead complex, large projects in delivering client solutions or to manage the operations of multiple Octo Consulting Group, Inc. projects. Program Managers provide expertise in industry, process or business process redesign including plan and manage the work of business architecture design project teams; design and implement new organization structures; Conceptual design and development of training curricula; organizational change programs and realize business goals; lead clients through streamlining, reengineering and transforming business processes; and, ensure consistency of quality across multiple projects.

Education and Experience: Bachelor's Degree and ten years of related experience

Strategic Planner

Provides general and specialized expertise designing and implementing strategic planning; program evaluation using feasibility, effectiveness, and cost-benefit analyses of organizational strategies, policies and programs; quality management services; process management; facilitation; work groups; survey design and implementation; and, outsourcing studies and documentation. A Strategic Planner plans, organizes, staffs, directs, and manages performance of work for one or more task orders within the relevant subject matter domain of the project and the consulting team's practice area, and is responsible for providing technical guidance and expertise to project staff, and ensuring that the methods, tools, and techniques applied in performance of the work; monitoring the technical quality of work products, and ensures that the products meet quality standards; coordinate with the contract/task order managers, planning work efforts, ensuring that schedules and budgets are appropriate for accomplishment of project objectives, directing the work efforts of project staff; and provides consultative advice in areas of expertise to the customer.

Education and Experience: Bachelor's Degree and seven years of related experience

Senior Principal Consultant III

Provides consulting to senior managers or executives on agency-wide strategy implementation; organizational behavior and organizational development; designing, leading, and organizing organizational workshops and seminars; performing benchmark studies; create unique procedures and methods to support implementation of approved strategy or business change or improvement; conduct training sessions; mediation and facilitation services and executive coaching; publish articles regarding strategy development. Manage a team of consultants and analysts supporting an agency's strategy development, implementation, organization change, process improvement and training efforts.

Education and Experience: Master's Degree and twelve years of related experience

Senior Principal Consultant II

Provides consulting to senior managers or executives on agency-wide strategy implementation; organizational behavior and organizational development; designing, leading, and organizing organizational workshops and seminars; performing benchmark studies; create unique procedures and methods to support implementation of approved strategy or business change or improvement; conduct training sessions; mediation and facilitation services and executive coaching; publish articles regarding strategy development. Manage a team of consultants and analysts supporting an agency's strategy development, implementation, organization change, process improvement and training efforts.

Education and Experience: Master's Degree and eleven years of related experience

Senior Principal Consultant I

Provides consulting to senior managers or executives on agency-wide strategy implementation; organizational behavior and organizational development; designing, leading, and organizing organizational workshops and seminars; performing benchmark studies; create unique procedures and methods to support implementation of approved strategy or business change or improvement; conduct training sessions; mediation and facilitation services and executive coaching; publish articles regarding strategy development. Manage a team of consultants and analysts supporting an agency's strategy development, implementation, organization change, process improvement and training efforts.

Education and Experience: Bachelor's Degree and eleven years of related experience

Principal Consultant II

Provides consulting to senior managers or executives on agency-wide strategy implementation; organizational behavior and organizational development; designing, leading, and organizing organizational workshops and seminars; performing benchmark studies; create unique procedures and methods to support implementation of approved strategy or business change or improvement; conduct training sessions; mediation and facilitation services and executive coaching; publish articles regarding strategy development. Manage a team of consultants and analysts supporting an agency's strategy development, implementation, organization change, process improvement and training efforts.

Education and Experience: Bachelor's Degree and ten years of related experience

Principal Consultant I

Provides consulting to senior managers or executives on agency-wide strategy implementation; organizational behavior and organizational development; designing, leading, and organizing organizational workshops and seminars; performing benchmark studies; create unique procedures and methods to support implementation of approved strategy or business change or improvement; conduct training sessions; mediation and facilitation services and executive coaching; publish articles regarding strategy development. Manage a team of consultants and analysts supporting an agency's strategy development, implementation, organization change, process improvement and training efforts.

Education and Experience: Bachelor's Degree and eight years of related experience

Senior Consultant II

Provides consulting to senior managers or executives on agency-wide strategy implementation; organizational behavior and organizational development; Has progressively responsible experience in applied or analytical experience of which at least four years should be specialized and significant project-related analytical experience in one or more project elements, or a functional/technical expert in a project element; designing, leading, and organizing organizational workshops and seminars; performing benchmark studies; create unique procedures and methods to support implementation of approved strategy or business change or improvement; conduct training sessions. Facilitates strategy development, implementation and process improvement efforts requiring a mastery of technical subject matter and experience in specific programs or processes. Manages a team of consultants and analysts supporting an agency's strategy development, implementation and process improvement and training efforts.

Education and Experience: Bachelor's Degree and seven years of related experience

Senior Consultant I

Provides consulting to senior managers or executives on agency-wide strategy implementation; organizational behavior and organizational development; Has progressively responsible experience in applied or analytical experience of which at least four years should be specialized and significant project-related analytical experience in one or more project elements, or a functional/technical expert in a project element; designing, leading, and organizing organizational workshops and seminars; performing benchmark studies; create unique procedures and methods to support implementation of approved strategy or business change or improvement; conduct training sessions. Facilitates strategy development, implementation and process improvement efforts requiring a mastery of technical subject matter and experience in specific programs or processes. Manages a team of consultants and analysts supporting an agency's strategy development, implementation and process improvement and training efforts.

Education and Experience: Bachelor's Degree and five years of related experience

Consultant II

Provides technical knowledge in their area of expertise, work individually and on teams to support the completion of project specific tasks within estimated timeframes and budget constraints and interface with the client on a day-to-day basis. Has a demonstrated record of progressively responsible experience in performing and participating in engagements, specific experience in one or more key project areas, ability to provide guidance and direction for specific projects or sub-tasks and increasing responsibility in design, implementation, and management of projects. Applies their specific expertise to the practical issues they identify or those presented by the client. Assists in the formulation of solutions, prepare reports, studies, and documentation, and support presentations and client meetings.

Education and Experience: Bachelor's Degree and four years of related experience

Consultant I

Provides technical knowledge in their area of expertise, work individually and on teams to support the completion of project specific tasks within estimated timeframes and budget constraints and interface with the client on a day-to-day basis. Has a demonstrated record of progressively responsible experience in performing and participating in engagements, specific experience in one or more key project areas, ability to provide guidance and direction for specific projects or sub-tasks and increasing responsibility in design, implementation, and management of projects. Applies their specific expertise to the practical issues they identify or those presented by the client. Assists in the formulation of solutions, prepare reports, studies, and documentation, and support presentations and client meetings.

Education and Experience: Bachelor's Degree and three years of related experience

Associate Consultant II

Interfaces with the client on a day-to-day basis, assists in identifying problems, performs technical analysis, and devise feasible solutions, support the completion of project specific tasks within estimated time frames and budget constraints, and support presentations and client meetings. Has experience participating in projects as a team member and specific experience in one or more key project areas.

Education and Experience: Bachelor's Degree and one year of related experience

Associate Consultant I

Interfaces with the client on a day-to-day basis, assists in identifying problems, performs technical analysis, and devise feasible solutions, support the completion of project specific tasks within estimated time frames and budget constraints, and support presentations and client meetings. Has some experience participating in projects as a team member and specific experience in one or more key project areas.

Education and Experience: Bachelor's Degree

Senior Associate

Provides consulting to senior managers or executives on agency-wide strategy implementation; organizational behavior and organizational development; designing, leading, and organizing organizational workshops and seminars; performing benchmark studies; create unique procedures and methods to support implementation of approved strategy or business change or improvement; conduct training sessions; mediation and facilitation services and executive coaching; publish articles regarding strategy development. Manage a team of consultants and analysts supporting an agency's strategy development, implementation, organization change, process improvement and training efforts.

Education and Experience: Bachelor's Degree and eight years of related experience

Associate

Provides consulting to senior managers or executives on agency-wide strategy implementation; organizational behavior and organizational development; designing, leading, and organizing organizational workshops and seminars; performing benchmark studies; create unique procedures and methods to support implementation of approved strategy or business change or improvement; conduct training sessions; mediation and facilitation services and executive coaching; publish articles regarding strategy development. Manage a team of consultants and analysts supporting an agency's strategy development, implementation, organization change, process improvement and training efforts.

Education and Experience: Bachelor's Degree and six years of related experience

EXPERIENCE & DEGREE SUBSTITUTION

Experience/professional certification may be considered as a substitute for degree; an advanced degree/professional certification may be considered as a substitute for experience.

DEGREE MAY BE SUBSTITUTED AS FOLLOWS:

BACHELOR DEGREE = 4 YEARS EXPERIENCE
MASTERS DEGREE = 6 YEARS EXPERIENCE
PHD = 8 YEARS EXPERIENCE

EDUCATION MAY BE SUBSTITUTED AS FOLLOWS:

4 YEARS EXPERIENCE = BACHELOR DEGREE
6 YEARS EXPERIENCE = MASTERS DEGREE
8 YEARS EXPERIENCE = PHD



Service Contract Act: The Service Contract Act (SCA) is applicable to this contract as it applies to the entire MOBIS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and / or when the contractor adds SCA labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.