



**GENERAL SERVICES ADMINISTRATION
Federal Acquisition Service
Authorized Federal Supply Schedule Price List**

SCHEDULE FOR MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)

Federal Supply Group: 874 Class: R499

SIN: 6 Acquisition Management Support

Contract Number: GS-10F-0069S

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

Contractor: **Point One, Inc.**
1215 S. Clark St., Suite 1102
Arlington, Virginia 22202-4344

Business Size: Small, Veteran Owned, Service-Disabled Business

Telephone: (703) 414-5440
FAX Number: (703) 414-5447
Web Site: www.pointoneinc.com

Contract Administration: Don Rakestraw
E-mail: drakestraw@pointoneinc.com

Contract Period: December 02, 2005 through December 01, 2015



Federal Acquisition Service

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> .

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CUSTOMER INFORMATION

1a. Table of Awarded Special Item Number(s):

Special Item Number 874-1: Consulting Services

Special Item Number 874-2: Facilitation Services

Special Item Number 874-6: Acquisition Management Support

Special Item Number 874-7: Program and Project Management

1b. Lowest priced models and lowest priced units: Please see Page 6 Below

1c. Labor Category Descriptions: Please see Page 7 Below

2. Maximum Order: \$1,000,000.00

3. Minimum Order: \$300.00

4. Geographic Coverage (delivery Area): Domestic and Overseas

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 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): As Negotiated between Contractor and Agency. Will be specified on the Task Order.

11b. Expedited Delivery: As Negotiated between Contractor and Agency. Will be specified on the Task Order.

11c. Overnight and 2-day delivery: As Negotiated between Contractor and Agency. Will be specified on the Task Order.

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: Focus Group Solutions will work to meet urgent requirements provided in this contract.

12. F.O.B Points(s): Destination

13a. Ordering Address:

Point One, Inc.
1215 S. Clark St., Suite 1102
Arlington, VA 22202

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:

Point One, Inc.
1215 S. Clark St., Suite 1102
Arlington, VA 22202

15. Warranty provision.: Contractor's Standard Commercial Warranty Applies

16. Export Packing Charges (if applicable): N/A

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Please Contact Focus Group Solutions directly.

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: 062181321
26. Notification regarding registration in Central Contractor Registration (CCR) database: Point One, Inc. is registered in the CCR database.

SIN 874-1, 874-2, 874-6 and 874-7 Labor Categories and Rates

Service Proposed	Min Ed.	Min Ex.	Current Rate 12/02/09 - 12/01/10	12/02/10 - 12/01/11	12/02/11 - 12/01/12	12/02/12 - 12/01/13	12/02/13 - 12/01/14	12/02/14 - 12/01/15
Executive Management Official	Advanced	22	\$337.04	\$350.52	\$360.76	\$371.29	\$382.13	\$393.29
Senior Management Official	Advanced	20	\$296.11	\$307.95	\$316.95	\$326.20	\$335.73	\$345.53
Principal Management Advisor	Advanced	18	\$219.89	\$228.69	\$235.36	\$242.24	\$249.31	\$256.59
Senior Program Manager	BA or BS	15	\$171.02	\$177.86	\$183.05	\$188.40	\$193.90	\$199.56
Program Manager	BA or BS	10	\$142.71	\$148.42	\$152.75	\$157.21	\$161.80	\$166.53
Senior Business Analyst	BA or BS	9	\$123.12	\$128.04	\$131.78	\$135.63	\$139.59	\$143.67
Technical Business Analyst	BA or BS	8	\$113.36	\$117.89	\$121.34	\$124.88	\$128.53	\$132.28
Business Analyst	BA or BS	7	\$83.07	\$86.39	\$88.92	\$91.51	\$94.18	\$96.93
Analyst	BA or BS	3	\$68.41	\$71.15	\$73.22	\$75.36	\$77.56	\$79.83
Associate	HS Degree or Associates Degree	1	\$35.31	\$36.72	\$37.79	\$38.90	\$40.03	\$41.20
Administrative Assistant	HS Degree or Associates Degree	1	\$31.27	\$32.52	\$33.47	\$34.45	\$35.45	\$36.49

Labor Category Descriptions

LABOR CATEGORY: Executive Management Official

Advanced Degree Minimum

Former USG official or industry official (company officer) with recognized expertise in management, organization and business improvement efforts. 22 years work experience. Works independently with senior officials with the US Government and civilian industry at the senior level providing strategic and tactical level advice. Is able to influence policy and concepts of operations at senior levels of department and agency heads. Leads policy and consensus building forums at the Congressional, Four-Star or CEO level.

LABOR CATEGORY: Senior Management Official

Advanced Degree Minimum

Recognized expertise in management, organization, and business improvement. 20 years work experience.

Work independently with senior officials with the US Government and civilian industry at the senior level. Is able to influence national policy and concepts of operations at senior levels of department and agency. Leads policy and consensus building forums at Senior Official, Vice President or SES/One to Two-Star Level.

LABOR CATEGORY: Principal Management Advisor

Advanced Degree Minimum

Recognized expertise in management principle. 18 years work experience.

Works independently with senior officials with the US Government and civilian industry. Is able to influence national policy and concepts of operations at senior levels of department and agency heads. Leads policy and consensus building forums at the director or manager levels.

LABOR CATEGORY: Senior Program Manager

BA or BS Degree Minimum

Must have 15 years of program management experience.

Performs senior level management and program integration of overall contract support operations, possibly involving multiple projects and groups of personnel at multiple locations. Organizes, directs, and coordinates the planning and production of all contract support activities. Demonstrates solid writing and oral communication skills. Establishes and alters (as necessary) corporate management structure to direct effective contract support activities.

LABOR CATEGORY: Program Manager

BA or BS Degree Minimum

Must have 10 years of program management experience.

Performs program management of day-to-day contract support operations, work flow and management of processes. Organizes, directs, and coordinates the planning and production of all day-to-day activities involving contract support. Demonstrates solid writing and oral communication skills. Makes recommendations on management structures and practices to increase efficiency and effectiveness of operation and work flow. Coordinates management activities with senior personnel involved with the program.

LABOR CATEGORY: Senior Business Analyst

BA or BS Degree Minimum

Must have 9 years of program management/analytical experience.

Performs day-to-day analysis and management of assigned delivery orders projects that involve teams and management professionals who have previously been involved in analyzing, designing, integrating, testing, documenting, processes and systems. Demonstrates proven skills in those technical areas addressed by the delivery order to be managed. Organizes, directs, and coordinates the planning and production of all activities associated with assigned delivery order projects. Demonstrates solid writing and oral communication skills.

LABOR CATEGORY: Technical Business Analyst

BA or BS Degree

Must have a minimum of 8 years experience.

Leads in the development and implementation of solutions to meet the business and operational requirements of the customer. Provides leadership and support, as well as, serves as resource to help define specific user requirements, diagnose and resolve problems and identify appropriate solutions. Works closely with customers to leverage solutions. Must be capable of performing business strategic systems planning, information planning, and analysis. Performs process and data modeling in support of the planning and analysis efforts using both manual and automated tools, such as I-CASE tools. May be under the supervision and direction of a Program or Project Manager, or may work independently.

LABOR CATEGORY: Business Analyst

BA or BS Degree

Must have a minimum of 7 years experience.

Diagnoses and resolves problems, assists in the evaluation, justification and support of new processes of business and operational needs. Works with customers to develop and implement solutions. May work under the supervision of the senior Business analyst or technical business analyst or may work independently.

LABOR CATEGORY: Analyst

BA or BS Degree

Must have a minimum of 3 years experience.

Assists in the evaluation, justification, and support of new and old processes in support of business and operational needs. Works with customers to develop and implement solutions. May work under the supervision of technical business analyst or business analyst or may work independently.

LABOR CATEGORY: Associate

High School Diploma or Associates Degree in Business or Related Field

A minimum of 1 year of work experience in a business environment.

Analyzes existing and potential related products and services as they relate to prospective customers and markets. Collates information into meaningful reports and presentation materials. Maintains any technical information in a system library.

LABOR CATEGORY: Administrative Assistant

High School Diploma or Associates Degree in Business or Related Field

A minimum of 1 year of work experience in a business environment.

Must be able to type 60 words per minute and be proficient in MAC or Windows based PCs. Must be capable of preparing briefing materials in PowerPoint, Excel, and/or Word formats. This category will be used to support the professional categories involved in working the various requirements with the government for MOBIS contracts.