



GENERAL SERVICES ADMINISTRATION

MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)

Deloitte Consulting LLP

Federal Supply Service Authorized
Federal Supply Schedule Price List
Federal Supply Group: 874
FSC Class: 8742

Contract Number: GS-10F-0083L

Contract Period: December 01, 2010 – November 30, 2015 (*Option Period II**)

Supplement #: *Pricelist current through Modification PA-0027, December 17, 2014 and CM-A453 Refresh #24 dated 07/06/15*

Contractor Location: **Deloitte Consulting LLP**
1725 Duke Street
Alexandria, VA 22314
<http://www.deloitte.com>

Point of Contact for Contract Administration & Ordering:

Kimberly Gibson, Contracts Manager
Deloitte Consulting LLP
1919 N. Lynn Street
Arlington, VA 22209
Tel.: 703-251-1642
Fax: 703-842-6748
Email: usdeloittegsacontracts@deloitte.com

Business Size: Large

DUNS Number: 019121586

**Maximum of 3, 5 year Option Periods available under this contract*

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://fss.gsa.gov>. On-line access to contractor 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>.

CUSTOMER INFORMATION

1a.	Awarded Special Item Number(s)	874-1 (RC) Integrated Consulting Services 874-6 (RC) Acquisition Management Support 874-7 (RC) Integrated Business Program Support Services
1b.	Lowest Unit Price	Pricing List
1c.	Labor Category Descriptions	Attached
2.	Maximum Order	\$1,000,000
3.	Minimum Order	\$100
4.	Geographic Coverage	World Wide
5.	Points of Production	As required per task order
6.	Discount from list Price Statement of Net Price	Prices are net discounted
7.	Quantity Discounts	Negotiated per order
8.	Prompt Payment Terms	1% 20 days Net 30
9a.	Government Credit Card at or below micro-purchase threshold	Accepted
9b.	Government Credit Card above micro-purchase threshold	Not Accepted
10.	Foreign Items	None
11a.	Time of Delivery	Negotiated per order
11b.	Expedited Delivery <i>Items available for expedited delivery are noted in this price list</i>	Negotiated per order
11c.	Overnight and 2-day delivery	Not Applicable
11d.	Urgent Requirements <i>In accordance with clause I-FSS-140-B Deloitte Consulting shall reply to any inquiry for accelerated delivery within 3 working days after receipt of inquiry. Any telephone inquiries or replies will be confirmed by Deloitte Consulting in writing.</i>	Negotiated per order
12.	FOB Point(s)	Destination



13a. Ordering Address (es)

Kimberly Gibson, Contracts Manager
Deloitte Consulting LLP
1919 N. Lynn Street
Arlington, VA 22209
Tel.: 703-251-1642
Fax: 703-842-6748
Email: usdeloittegsacontracts@deloitte.com

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: <http://fss.gsa.gov/schedules>

14. Payment Address

Deloitte Consulting LLP
Electronic Payment/Wire Transfer and ACH:
Bank of America
Account # 385015866174
Swift# BOFAUS3N
US ACH: 011900571
US WIRE: 026009593

Check Remittance Address:
Deloitte Consulting LLP
PO Box 844717
Dallas, TX 75284-4717

For Overnight Remittance Only:
Deloitte Consulting LBX# 844717
1950 N. Stemmons Freeway
Suite 5010
Dallas, TX 75207

Email remittance detail to: Deloittepayments@Deloitte.com
Tax ID: 06-1454513

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| 15. Warranty Provisions | Standard Commercial Warranty |
| 16. Export Packing Charges | Not Applicable |
| Terms of Government Commercial Credit Card | |
| 17. Acceptance | None |
| 18. Terms and Conditions of Rental, Maintenance, Repair | Not Applicable |
| 19. Terms and Conditions of Installation | Not Applicable |
| 20. Terms and Conditions of Repair Parts | 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 such as environmental attributes	Not Applicable
	Section 508 compliance information available on	
24b.	Electronic	Not Applicable
	and Information Technology (EIT) supplies and services	
25.	Data Universal Number System (DUNS) Number	019121586
26.	Registration in Central Contractor Registration (CCR) Database	1TTG5
27.	Uncompensated Overtime	Not Applicable



Contract Overview & Eligible Users of GSA Schedules

Contract Overview

The GSA has awarded Deloitte Consulting LLP a GSA Federal Supply Schedule contract for Mission Oriented Business Integrated Services (MOBIS), Contract No. **GS-10F-0083L**. The current contract period is **12/01/2010 – 11/30/2015, Option Period II**. GSA may exercise a total of one additional 5 year option period.

The contract allows for the placement of Firm Fixed Price, Time and Materials and Labor Hour task orders using the labor categories and ceiling rates defined in the Deloitte contract and this catalog pricelist.

Authorized Negotiator, Contracts & Ordering Point of Contact

Kimberly Gibson, Contracts Manager
Deloitte Consulting LLP
1919 N. Lynn Street
Arlington, VA 22209
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Marketing and Technical Point of Contact

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Washington, DC 20001
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Eligible Users of GSA Schedules

This contract is available for use by all federal government agencies, as a source for Human Resources Business Services, for worldwide use. Executive agencies, other Federal agencies, mixed –ownership Government corporations, and the District of Columbia; government contractors authorized in writing by a Federal agency pursuant to 48 CFR 51.1; and other activities and organizations authorized by statute or regulation to use GSA as a source of supply may use this contract. Additionally, contractors are encouraged to accept orders received from activities within the Executive Branch of the Federal Government.

SIN 874-1, 874-1(RC), Integrated Consulting Services
SIN 874-6, 874-6 (RC), Acquisition Management Support
SIN 874-7, 874-7(RC), Integrated Business Program Support Services

FIRM OVERVIEW

Deloitte Consulting LLP (“Deloitte Consulting”) is one of the world’s leading business consulting firms, providing services to transform strategy, processes, information technology, and people. With recognized industry knowledge and experience, Deloitte Consulting helps clients create, defend and/or reinvent their business and economic models by guiding them through the complexity of the digital economy.

Deloitte Consulting is a part of Deloitte Touche Tohmatsu, one of the world’s leading professional services firms, delivering world-class assurance and advisory, tax, and consulting services. Serving nearly one-fifth of the world’s largest companies as well as large national enterprises, public institutions, and successful fast-growing companies, our internationally experienced professionals deliver seamless, consistent services wherever our clients operate. Our mission is to help our clients and our people excel.

A very different approach, for very different results.

Deloitte Consulting has built a reputation as a client-oriented consulting firm with deep technical knowledge. Our most basic client service instincts are to team with our clients to create a shared commitment to success.

Our proactive, collegial approach to client relationships facilitates a continual understanding of our clients’ expectations. We believe that establishing such a relationship is essential to the successful and timely completion of project activities, promotion of client understanding and ownership of projects, and facilitation of a smooth transition into implementation and development efforts. By combining the objectivity, knowledge, experience, and creativity of both our clients and our consultants, we achieve better, more sustainable results.

Working with clients to create a shared sense of ownership for an engagement’s outcome helps to increase realized benefits. We encourage client representatives to serve on project teams as full-time, equal members and to personally take part in defining why the organization needs to change, what needs to change, and how to best achieve the change.

It is the combination of our collaborative relationships with clients and our programmatic and technical experience that give our clients a true advantage because:

- Clients are an integral part of our consulting projects—helping to ensure the effective transfer of knowledge and realization of the recommendations.
- We work with management and project sponsors to help them plan the implementation of their decisions.
- We focus on both the cultural and technical aspects of projects, recognizing that managing change is critical to successful implementation.

SERVICES

SIN 874-1(RC): INTEGRATED CONSULTING SERVICES

Deloitte Consulting provides expert advice, assistance, guidance or counseling in support of agencies’ management, organizational and business improvement efforts. This may include studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts. Examples of consultation include but are not limited to: strategic, business and action planning; systems alignment; cycle time; high performance work; leadership systems; performance measures and indicators; process and productivity improvement; organizational assessments; survey services, using a variety of methodologies, including survey planning, design, and development; survey administration; data validation and analysis; reporting, and stakeholder briefings; program audits, and evaluations.

SIN 874-6 (RC): ACQUISITION MANAGEMENT SUPPORT

Deloitte has successfully supported numerous OMB A-76 Commercial Activity (CA) studies. The specific MOBIS Commercial Activity Study consulting services provided by Deloitte are briefly described below.

Competitive Sourcing Strategy Development:	Deloitte provides orientation and strategy development support for federal executives and senior management. Orientation includes an overview of the OMB A-76 process, the OMB A-76 regulation, current OMB A-76 policy “drivers,” the process mandated by the A-76 Circular and Supplemental Handbook, approaches and methodologies for successfully completing the process, lessons learned from previous CA Studies, and success factors based on Deloitte’s own experiences. Strategy Development includes facilitation and enlightenment to determine natural business units, acquisition strategy, communications plan, union involvement, formation and roles of management teams, data collection procedures, risk management issues, configuration control of the developing documents, and security issues.
Performance Work Statement Development:	The Performance Work Statement (PWS) is the description of the work to be performed, performance standards, and timeframes. The Quality Assurance Surveillance Plan (QASP) defines the government’s evaluation process for the performance of the PWS regardless if the performing activity is the government or a contractor. Deloitte facilitates the creation and development of the PWS and QASP. This includes defining and documenting work requirements, associated workload, and performance requirements, specifications and metrics as required by OMB Circular A-76 and the OMB supplemental guidance as applicable. The QASP will be based upon the PWS and define the manner in which performance of the PWS will be monitored.
Management Plan Development:	The Management Plan is the government’s proposal that will be compared to the best value proposal submitted by a competitive bidder from industry. Deloitte facilitates the creation and development of the Management Plan. This includes documenting the government’s approach to fulfilling the requirements of the PWS in the most efficient manner possible as required by OMB A-76 and the OMB supplemental guidance as applicable. Analysis of competitive positioning, and industry and government best practices are conducted as the government’s Most Efficient Organization (MEO) is designed. Deliverables as part of the Management Plan include a MEO, In-house Cost Estimate (IHCE), Technical Performance Plan (TPP), and Transition Plan (TP).
Solicitation and Review Support:	Deloitte provides the full spectrum of support to facilitate the pre-solicitation, solicitation, source selection, Command Review, and Independent Review certification process. This support consists of services regarding responses and queries to the PWS, QASP and Management Plans. Other services include support needed to successfully pass Command Review and IRO review, preparation of industry communications including RFP, pre-solicitation communications, “industry days,” bidder’s conferences, and other such industry contacts. In addition, risk management is provided throughout the CA process.
Independent Review Support:	Deloitte provides independent review services for designated Independent Review Officers (IRO). The purpose of the Independent Review is to certify that the Management Plan reasonably establishes the government’s ability to perform the PWS with the resources provided by the MEO and to ensure that all costs in the IHCE are fully justified. During the Independent Review, the IRO surveys the PWS, QASP, and the Management Plan including the MEO, IHCE, TPP, TP, and all supporting documentation. Deloitte Independent Review Support services include assistance to IROs in conducting detailed audits of the PWS, QASP, Management Plan, and Requests for Proposal (RFP) to ensure regulatory requirements have been followed, reasonable basis for executive decision-making has been provided, and sufficient documentation has been chronicled.



SIN 874-7(RC): INTEGRATED BUSINESS PROGRAM SUPPORT SERVICES

Deloitte Consulting LLP provides services in the management, integration, and programs and projects. These services may include, but are not limited to: program management; program integration (team leader); program oversight; project management.

DELOITTE CONSULTING LLP LABOR CATEGORY DESCRIPTIONS

The labor categories listed in this Section apply to services offered under SINs 874-1 (RC and 874-7 (RC)

Partner II:

General Experience A Partner II requires a minimum of 12 years of consulting and/or directly relevant industry experience. Experience includes: executive level management and direction on client engagements, working experience in project definition and business and systems analysis, creation of competitive strategies, and integration of global business solutions. A Partner II works with the Project Director and other senior client staff to monitor quality and risk and identify potential issues and overall project problem areas and designs a strategy for addressing them. A Partner II is proficient in reviewing strategic plans and business strategies and design, organizational and infrastructure designs, and project deliverables to maintain a standard of consistency and quality throughout a project's life cycle.

Functional Responsibility A Partner II provides strong executive level management and direction. A Partner II has served in this position for several years and possesses a broad understanding of the client's industry. A Partner II not only brings a thorough understanding of the client's industry, but also has an extensive tool set of skills to solve the client's problems. A Partner II knows the client's industry, and helps the client visualize where they need to be in their particular industry. This position serves in an advisory capacity, providing members of the project team and the client organization a level of quality review to help guide the project to remain on schedule and within budget. A Partner II provides management and technical review, industry insight, issue resolution, and employs proven problem solving techniques, directs critical decision making. This position is also responsible for ensuring quality assurance through the use of Deloitte's Quality Assurance and Risk Assessment Program deployed on all large engagements.

Partner I:

General Experience A Partner I requires a minimum of 10 years of consulting and/or directly relevant industry experience. Experience includes: executive level management and direction on client engagements, working experience in project definition and business and systems analysis, creation of competitive strategies, and integration of global business solutions. A Partner I works with the Project Director and other senior client staff to monitor quality and risk and identify potential issues and overall project problem areas and designs a strategy for addressing them. A Partner I is proficient in reviewing strategic plans and business strategies and design, organizational and infrastructure designs, and project deliverables to maintain a standard of consistency and quality throughout a project's life cycle.

Functional Responsibility A Partner I provides strong executive level management and direction. A Partner I not only brings a thorough understanding of the client's industry, but also has an extensive tool set of skills to solve the client's problems. A Partner I knows the client's industry, and helps the client visualize where they need to be in their particular industry. This position includes being a leader in strategic, business, and action planning. A Partner I serves in an advisory capacity, providing members of the project team and the client organization a level of quality review to help guide the project to remain on schedule and within budget. A Partner I provides management and technical review, industry insight, issue resolution. This position is also responsible for ensuring quality

assurance through the use of Deloitte's Quality Assurance and Risk Assessment Program deployed on all large engagements.

Director II:

General Experience A Director II is a senior level position that requires a minimum of 12 years of consulting and/or directly relevant industry experience. Experience includes: executive level management and direction on client engagements, defining engagement strategy, objectives, and scope, including defining engagement deliverables, working experience in project definition and process and systems analysis, creation of competitive strategies, and integration of global solutions. A Director II is proficient in project estimation and resource planning efforts and in resolving global project issues, such as process and technical compatibility, client expectations, and timing. A Director II fosters overall soundness of analytical approach, and is able to suggest alternatives. A Director II manages project resources; champions firm initiatives, and leads developments in new business enterprises through innovation. Other experience includes coordinating multiple projects and team, and assisting clients in achieving desired program results.

Functional Responsibility A Director II provides strong executive level management and direction. A Director II has served in this position for several years and has extensive industry knowledge and presence. A Director II not only brings a thorough understanding of the client's industry, but also has an extensive tool set of skills to solve the client's problems. This position includes being a leader in strategic, business, and action planning, maintains responsibility for formulating work standards, creating strategic project objectives, and managing client issues and feedback. In addition, the Director II directs client communications and is a senior communication person with client leaders and executives along with the Partner I.

Director I:

General Experience A Director I requires a minimum of 10 years of consulting and/or directly relevant industry experience. Experience includes: executive level management and direction on client engagements, defining engagement strategy, objectives, and scope, including defining engagement deliverables, working experience in project definition and process and systems analysis, creation of competitive strategies, and integration of global solutions. A Director I is proficient in project estimation and resource planning efforts and in resolving global project issues, such as process and technical compatibility, client expectations, and timing. A Director I fosters overall soundness of analytical approach, and is able to suggest alternatives. A Director I manages project resources; champions firm initiatives, and leads developments in new business enterprises through innovation. Other experience includes coordinating multiple projects and team, and assisting clients in achieving desired program results.

Functional Responsibility A Director I provides strong executive level management and direction. A Director I possesses a deep understanding of the client's industry, and also has an extensive tool set of skills to solve the client's problems. This position includes being a leader in strategic, business, and action planning, maintains responsibility for formulating work standards, creating strategic project objectives, and managing client issues and feedback.

Senior Manager II:

General Experience A Senior Manager II requires a minimum of 10 years of consulting and/or directly relevant industry experience includes: engagement experience in project scope and approach, focus on project delivery and

business and technical integration, ability to drive business strategy and planning changes at the executive levels, oversight of key business and process enablers, and management of project resources. A Senior Manager II maintains responsibility for managing the project team and daily operations of project development and fostering client comfort and feasibility with the project objectives and goals. Other experience includes communication with client and project managers and management of multiple projects across various industry lines.

Functional Responsibility A Senior Manager II provides strong senior-level management and has served in this position for several years. A Senior Manager II has responsibility for overall project activities and is the primary point of contact with client executives. This position assumes responsibility for project delivery and oversight of key business enablers on projects and identification of needs for new tools. A Senior Manager II assumes regular interaction and communications with the Government Contracting Officer (CO) and delegated government representatives. Maintains responsibility for managing business solutions, delegating appropriate resources, and fostering quality assurance principles across projects and deliverables and using problem solving techniques to resolve issues. A Senior Manager II is also involved in process and productivity improvement, as well as, systems alignment. Organizational assessments, and program audits, and evaluations are also performed by this position.

Senior Manager I:

General Experience A Senior Manager I requires a minimum of eight years of consulting and/or directly relevant industry experience includes: engagement experience in project scope and approach, focus on project delivery and business and technical integration, ability to drive business strategy and planning changes at the executive levels, oversight of key business and process enablers, and management of project resources. A Senior Manager I maintains responsibility for managing the project team and daily operations of project development and fostering client comfort and feasibility with the project objectives and goals. Other experience includes communication with client and project managers and management of multiple projects across various industry lines.

Functional Responsibility A Senior Manager I provides strong senior-level management and direction. A Senior Manager I helps and supports our client's strategy, and provides business and action planning. A Senior Manager I is also involved in process and productivity improvement, as well as, systems alignment. Assumes responsibility for overall project delivery and oversight of key technical enablers on projects and identification of needs for new tools. A Senior Manager I assumes regular interaction and communications with the Government Contracting Officer (CO) and delegated government representatives. This position maintains responsibility for managing technical solutions, delegating appropriate resources, and fostering quality assurance principles across projects and deliverables. Specifically, A Senior Manager I will lead organizational assessments, and program audits, and evaluations are also performed by this position.

Manager II:

General Experience A Manager II is an experienced Manager that has a minimum of seven years of consulting and/or directly relevant industry experience. Experience includes: senior-level management and direction on client engagements, extensive experience in all aspects of leading a project, understanding business needs, experience in formulating project definition, isolating success factors, and aligning firm objectives with client needs. A Manager II maintains the day-to-day interaction with the client, fostering successful program management through performance reviews, assessment and analysis, design and development of solutions, monitoring budget allotments, issues resolution, and implementation. Other experience includes management of local resources, administration of project work plans and processes, and core capabilities in information systems design and technical solutions.

Functional Responsibility A Manager II provides strong management and direction, and is focused on high performance work. A Manager II has served in this position for several years and has extensive consulting experience and industry focus. A Manager II assumes responsibility for managing engagement issues and outlining project work plans and deliverables. Reviews engagement scope for consistency with overall firm and client objectives. Actively manages project resources, budget activities, quality control practices, and project deliverables. Maintains a constant flow of communication with the client and project team and provides technical direction and experience. Assumes responsibility for proper implementation of business solutions and overall project performance. A Manager II also conducts analyses of client problems and develops creative solutions and recommendations. This position also may perform organizational assessments, program audits, and evaluations, system alignment, and process and productivity improvement.

Manager I:

General Experience A Manager I has a minimum of five years of consulting and/or directly relevant industry experience. Experience includes: senior-level management and direction on client engagements, extensive experience in all aspects of leading a project, understanding business needs, experience in formulating project definition, isolating success factors, and aligning firm objectives with client needs. A Manager I maintains the day-to-day interaction with the client, fostering successful program management through performance reviews, assessment and analysis, design and development of solutions, monitoring budget allotments, issues resolution, and implementation. Other experience includes management of local resources, administration of project work plans and processes, and core capabilities in information systems design and technical solutions.

Functional Responsibility A Manager I provides strong management and direction, and is focused on high performance work. A Manager I is responsible for developing an engagement work plan and selecting, modifying, and using the appropriate consulting tools for each engagement. A Manager I serves in the role of team leader over assigned support areas, often filling the position of project team lead and instructing, directing, and monitoring the work of other project staff. Assumes responsibility for selecting and using appropriate consulting tools and resources for the engagement. Conducts analysis of work plan completeness, prepares status reports, and supports quality control practices. Performs analyses of fundamental client issues, assesses appropriate alternatives, and recommends solutions. Communicates client expectations to project team, and escalates appropriate issues to senior level project staff. Maintains technical knowledge within industry and service line. A Manager I also conducts analyses of client problems and develops creative solutions and recommendations. This position also may perform organizational assessments, program audits, and evaluations, system alignment, and process and productivity improvement.

Senior Consultant II:

General Experience A Senior Consultant II is an experienced senior consultant that has a minimum of four years of consulting and/or directly relevant industry experience and/or educational training in related fields. Experience includes: support program management and familiarity with client issues, assistance with design issues, leading client teams, analysis of project data, and development of appropriate deliverables. A Senior Consultant II is proficient in the use of firm tools and enablers to better support the overall objectives and goals of the program objectives. A Senior Consultant II demonstrates these skills by performing status reports, verifying work plan completeness, and communicating with team members. Other experience includes development of leadership/management skills, performing benchmark analyses, building organizational design models, and defining business and technical needs.

Functional Responsibility A Senior Consultant II provides senior-level analytical and program support, and is focused on providing high performance work. A Senior Consultant II contributes to engagement work plan development and often leads assigned engagement tasks to completion within scope and budget. Serves as a senior-level analytical correspondent within engagement team. Assumes responsibility for contributing to work plan development, reaching engagement milestones, and often leading specific project tasks. Applies business modeling, process modeling, and business design techniques. Conducts analysis of appropriate consulting tools to satisfy program requirements, and creates project deliverables. Formulates diagnoses through financial or statistical modeling, assesses appropriate alternatives, and offers conclusions to Project Manager. This position performs analyses and makes diagnoses, as well as defines symptoms and problems, and develops conclusions. A Senior Consultant II also participates in organizational assessments, and leads performance measures and indicators analysis.

Senior Consultant I:

General Experience A Senior Consultant I has a minimum of three years of consulting and/or directly relevant industry experience and/or educational training in related fields. Experience includes: support program management and familiarity with client issues, assistance with design issues, leading client teams, analysis of project data, and development of appropriate deliverables. A Senior Consultant I is proficient in the use of firm tools and enablers to better support the overall objectives and goals of the program objectives. A Senior Consultant I demonstrates these skills by performing status reports, verifying work plan completeness, and communicating with team members. Other experience includes development of leadership/management skills, performing benchmark analyses, building organizational design models, and defining business and technical needs.

Functional Responsibility A Senior Consultant I provides senior-level analytical and program support, and is focused on providing high performance work. In Consulting Services, a Senior Consultant I contributes to engagement work plan development and often leads assigned engagement tasks to completion within scope and budget. A Senior Consultant I assists in the development of engagement deliverables and contributes to status reporting. Applies business modeling, process modeling, and software design techniques to meet project objectives. Conducts analysis of appropriate consulting tools to satisfy program requirements, and creates project deliverables. Formulates diagnoses through financial or statistical modeling, assesses appropriate alternatives, and offers conclusions to the Team Lead or Project Manager. This position performs analyses and makes diagnoses, as well as defines symptoms and problems, and develops conclusions. A Senior Consultant I also participates in organizational assessments, and leads performance measures and indicators analysis.

Consultant II:

General Experience A Consultant II is an experienced consultant that requires a minimum of two years in the consulting field or other related work experience. Experience includes: proficiency in analysis and defining business needs, applying methodologies, support of program management, exposure to client issues, and development of project deliverables. A Consultant II provides assistance on completing work plan activities, analyzes relevant data and information, and institutes and supports business solutions. Other experience includes process improvement diagnoses, process modeling and documentation, benchmarking activities, and exposure to change management principles.

Functional Responsibility A Consultant II provides analytical and program support, and is focused on high performance work. A Consultant II has served in this position for at least 18 months. A Consultant II also completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements.

Serves as a key analytical resource on engagement team. Assumes responsibility for conducting relevant research, distilling data, and creating reports. Actively engages consulting tools and methodologies to meet project objectives and complete program management activities. Maintains responsibility for quality assurance practices and fostering completion and accuracy of system documentation. A Consultant II may also participate in organizational assessments, and performance measures and indicators.

Consultant I:

General Experience A Consultant I requires a minimum of one year in the consulting field or other related work experience. Experience includes: proficiency in analysis and defining business needs, applying methodologies, support of program management, exposure to client issues, and development of project deliverables. A Consultant I provides assistance on completing work plan activities, analyzes relevant data and information, and institutes and supports business solutions. Other experience includes process improvement diagnoses, process modeling and documentation, benchmarking activities, and exposure to change management principles.

Functional Responsibility A Consultant I provides analytical and program support, and is focused on high performance work. In Consulting Services, this position completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. Serves as a key analytical resource on engagement team. Assumes responsibility for conducting relevant research, distilling data, and creating reports. Actively engages consulting tools and methodologies to meet project objectives and complete program management activities. Maintains responsibility for quality assurance practices and fostering completion and accuracy of system documentation. A Consultant I may also participate in organizational assessments, and performance measures and indicators.

Business Analyst II:

General Experience A Business Analyst II has more than one year of industry experience at this level, and provides strong analytical support while serving to help identify the scope and objectives of project engagements, as well as, provide analytical support and research within the firm on a day-to-day basis. This position completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. This position conducts research, and collects and distills data. A Business Analyst II is also expected to be proficient in Deloitte Consulting's approved consulting tools.

Functional Responsibility A Business Analyst II provides analytical support while serving to help identify the scope and objectives of project engagements, as well as, remain focused on performance measures and indicators. Serves as analytical resource on engagement team by helping to formulate and define systems scope and objectives through research and fact-finding combined with a basic understanding of business systems and industry requirements. Assumes responsibility for analyzing and documenting data, conducting extensive research, and integrating business solutions. Performs financial and data modeling, evaluates current processes, and prepares appropriate documentation for client. Maintains accountability for process deliverables and business presentations to client.

Business Analyst I:

General Experience A Business Analyst I at a minimum has a completed undergraduate degree in Business Administration, Finance, marketing, Accounting, engineering, Economics, MIS or related discipline. A Business Analyst I provides strong analytical support while serving to help identify the scope and objectives of project engagements, as well as, provide analytical support and research within the firm on a day-to-day basis. This position completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. This position conducts research, and collects and distills data. A Business Analyst I is also expected to be proficient in Deloitte Consulting's approved consulting tools.

Functional Responsibility A Business Analyst I provides analytical support while serving to help identify the scope and objectives of project engagements, as well as, remain focused on performance measures and indicators. A Business Analyst I also conducts analytical support and research within the Consulting Services arena. Assumes responsibility for analyzing and documenting data, conducting extensive research, and integrating business solutions. Performs financial and data modeling, evaluates current processes, and prepares appropriate documentation for client. Maintains accountability for process deliverables and business presentations to client. This position completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements.

Project Controller II:

General Experience A Project Controller II is an experienced Project Controller with at a minimum 18 months of project experience. This position requires a completed undergraduate degree in Business Administration, MIS, Finance, Accounting, or related discipline. Experience includes: knowledge of core work-products, project planning, and project budgeting required for large engagements. Proficiency in project and financial support tools required to manage a large technology project from beginning to end.

Functional Responsibility This position is responsible for assisting the project director in setting up, monitoring, and delivering the project. Services include establishing project accounting and billing systems, developing project documentation, tracking team progress, managing major milestones, and establishing project standards. This position manages the project budget and all financials, tracks consulting time and expenses, prepares all client billings, monitors profitability, and reconciles project budgets.

Project Controller I:

General Experience A Project Controller I is a position requiring a completed undergraduate degree in Business Administration, MIS, Finance, Accounting, or related discipline. Experience includes: knowledge of core work-products, project planning, and project budgeting required for large engagements. Proficiency in project and financial support tools required to manage a large technology project from beginning to end.

Functional Responsibility This position is responsible for assisting the project director in setting up, monitoring, and delivering the project. Services include establishing project accounting and billing systems, developing project documentation, tracking team progress, managing major milestones, and establishing project standards. This position manages the project budget and all financials, tracks consulting time and expenses, prepares all client billings, monitors profitability, and reconciles project budgets.

The labor categories listed in this Section apply to services offered under 874-6 (RC)

Managing Director: Typically this person has a minimum of 10+ years relevant work experience. Managing Directors, on average, have approximately 22 years of experience and often possess advanced degrees and industry certification. Managing Directors hold a Bachelor's degree or have equivalent work experience.

Additionally, a Managing Director will typically provide a combination of the following:

- Demonstrated ability to provide strategic guidance and direction in designing, implementing and managing business operations and process improvement.
- Manage multiple projects of high complexity.
- Recognized subject matter knowledge in one or more Deloitte solution areas.
- Extensive experience in design, implementation and management of business operations, improvements or strategy projects.
- Interfaces with the client on strategic issues.

Senior Manager: Typically this person has a minimum of 8+ years of relevant work experience. Senior Managers, on average, have approximately 20 years of experience and often possess advanced degrees and industry certification. Senior Managers hold a Bachelor's degree or have equivalent work experience.

Additionally, a Senior Manager will typically provide a combination of the following:

- Demonstrated ability to provide guidance and direction at the program level.
- Manage large, complex projects.
- Extensive subject matter knowledge in one or more Deloitte solution areas.
- Design, implementation and management of business operations, improvements or strategy projects.
- Interfaces with the client on program issues.

Manager: Typically this person has a minimum of 6 years of relevant work experience. Managers, on average, have approximately 17 years of experience and may possess advanced degrees and industry certification. Managers hold a Bachelor's degree or have equivalent work experience.

Additionally, a Manager will typically provide a combination of the following:

- Demonstrated ability to provide guidance and direction at the project level.
- Manage complex projects.
- Significant subject matter knowledge in one or more Deloitte solution areas.
- Implementation and management of business operations, improvements or strategy projects.
- Interfaces with the client on project issues.

Senior Consultant: Typically this person has a minimum of 4 years of consulting and/or work experience. Senior Consultants, on average, have approximately 15 years of experience. Senior Consultants hold a Bachelor's degree or have equivalent work experience.

Additionally, a Senior Consultant will typically provide a combination of the following:

- Demonstrated experience coordinating project tasks.
- Experience in one or more of the key project areas.
- Supports implementation of business operations improvements or project tasks

Consultant: Typically this person has a minimum of 3 years of consulting or general relevant work experience. Consultants, on average, have approximately 10 years of experience. Consultants hold a Bachelor's degree or have equivalent work experience.

Additionally, a Consultant will typically provide a combination of the following:

- Demonstrated experience performing project tasks.
- Experience in one or more of the key project areas.
- Supports implementation of business operations improvements or project tasks.

Senior Systems Analyst: Typically this person has a minimum of 2 years of relevant work experience. Senior Systems Analysts, on average, have approximately 7 years of experience. Senior Systems Analysts hold a Bachelor's degree or have equivalent work experience.

Additionally, a Senior Systems Analyst will typically provide a combination of the following:

- Provides technical and administrative direct support for personnel performing software development tasks including the review of work product for correctness, adherence to the design concept and to user standards, and for progress in accordance with schedules.
- Provides support in the areas of analysis, design, development and implementation of systems and technologies.
- Demonstrated experience supporting project tasks.
- Undertakes studies and analyses to identify areas for productivity improvements.

Senior Management Analyst: Typically this person has a minimum of 2 years of relevant work experience. Senior Management Analysts, on average, have approximately 7 years of experience. Senior Management Analysts hold a Bachelor's degree or have equivalent work experience.

Additionally, a Senior Management Analyst will typically provide a combination of the following:

- Demonstrated capabilities supporting a wide variety of process improvement, data analyses and client service delivery.
- Provides support in the areas of analysis, design and development, and the implementation of management, organizational and business improvement processes.
- Demonstrated experience supporting project tasks
- Undertakes studies and analyses to identify areas for productivity improvements.

Systems Analyst: Typically this person has less than 2 years of relevant work experience (If no experience, an undergraduate degree may be required). Systems Analysts, on average, have 5 years of experience.

Additionally, a Systems Analyst will typically provide a combination of the following:

- Analyzes and develops computer software.

- Possesses a wide range of capabilities including numerous engineering, business and records management functions.

Management Analyst: Typically this person has less than 2 years of relevant work experience (If no experience, an undergraduate degree may be required). Management Analysts, on average, have 5 years of experience.

Additionally, a Management Analyst will typically provide a combination of the following:

- Undertakes studies and analyses to identify areas for productivity improvements.
- Makes use of tools, spreadsheets and databases in performing job duties.

= Minimum Requirements



MOBIS Contract # GS-10F-0083L

Deloitte Consulting LLP Labor Rates
SINs 874-1, 874-1(RC), 874-7,874-7(RC)

Period of Performance: December 01, 2010 – November 30, 2015

Labor Categories	Option Period II	Option Period II	Option Period II	Option Period II	Option Period II
	Year 1 12/01/10 - 11/30/11	Year 2 12/01/11 - 11/30/12	Year 3 12/01/12 - 11/30/13	Year 4 12/01/13 - 11/30/14	Year 5 12/01/14 - 11/30/15
Partner II	\$ 365.00	\$ 375.59	\$ 386.48	\$ 397.68	\$ 409.22
Partner I	\$ 365.00	\$ 375.59	\$ 386.48	\$ 397.68	\$ 409.22
Director II	\$ 363.09	\$ 373.62	\$ 384.45	\$ 395.60	\$ 407.08
Director I	\$ 342.34	\$ 352.27	\$ 362.48	\$ 373.00	\$ 383.81
Senior Manager II	\$ 325.00	\$ 334.43	\$ 344.12	\$ 354.10	\$ 364.37
Senior Manager I	\$ 311.22	\$ 320.25	\$ 329.53	\$ 339.09	\$ 348.92
Manager II	\$ 300.85	\$ 309.57	\$ 318.55	\$ 327.79	\$ 337.30
Manager I	\$ 265.00	\$ 272.69	\$ 280.59	\$ 288.73	\$ 297.10
Senior Consultant II	\$ 248.98	\$ 256.20	\$ 263.63	\$ 271.28	\$ 279.14
Senior Consultant I	\$ 217.85	\$ 224.17	\$ 230.67	\$ 237.36	\$ 244.24
Consultant II	\$ 181.55	\$ 186.81	\$ 192.23	\$ 197.81	\$ 203.54
Consultant I	\$ 155.61	\$ 160.12	\$ 164.77	\$ 169.54	\$ 174.46
Business Analyst II	\$ 119.30	\$ 122.76	\$ 126.32	\$ 129.98	\$ 133.75
Business Analyst I	\$ 103.74	\$ 106.75	\$ 109.84	\$ 113.03	\$ 116.31
Project controller II	\$ 67.43	\$ 69.39	\$ 71.40	\$ 73.47	\$ 75.60
Project controller I	\$ 57.06	\$ 58.71	\$ 60.42	\$ 62.17	\$ 63.97

Note:

1. Includes 0.75% IFF
2. Annual escalation is 2.9%
3. G&A expense will be in accordance with FAR 31 on open market items.

"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 wage determination number. Failure to do so may result in cancellation of the contract."



MOBIS Contract # GS-10F-0083L

Deloitte Consulting LLP Labor Rates

**SIN 874-1, 874-1(RC): Survey Services ONLY
(formerly offered under SIN 874-3)**

SIN 874-6, 874-6(RC)

Period of Performance: April 12, 2012 – November 30, 2015

Labor Categories	Option Period II Year 2 4/12/12 - 11/30/12	Option Period II Year 3 12/1/12 - 11/30/13	Option Period II Year 4 12/1/13 - 11/30/14	Option Period II Year 5 12/1/14 - 11/30/15
Managing Director	\$ 282.98	\$ 291.19	\$ 299.63	\$ 308.32
Senior Manager	\$ 254.44	\$ 261.82	\$ 269.41	\$ 277.22
Manager	\$ 204.79	\$ 210.73	\$ 216.84	\$ 223.13
Senior Consultant	\$ 143.35	\$ 147.51	\$ 151.78	\$ 156.19
Consultant	\$ 130.32	\$ 134.10	\$ 137.99	\$ 141.99
Senior Systems Analyst	\$ 84.56	\$ 87.01	\$ 89.54	\$ 92.13
Senior Management Analyst	\$ 89.12	\$ 91.70	\$ 94.36	\$ 97.10
Systems Analyst	\$ 81.29	\$ 83.65	\$ 86.07	\$ 88.57
Management Analyst	\$ 75.03	\$ 77.21	\$ 79.44	\$ 81.75

Note:

1. Includes 0.75% IFF
2. Annual escalation is 2.9%
3. G&A expense will be in accordance with FAR 31 on open market items.

"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 wage determination number. Failure to do so may result in cancellation of the contract."

INSTRUCTIONS FOR PLACING ORDERS FOR SERVICES BASED ON GSA SCHEDULE HOURLY RATES

GSA provides a streamlined, efficient process for ordering the services you need. GSA has already determined that Deloitte meets the technical requirements and that our prices offered are fair and reasonable. Agencies may use written orders; facsimile orders, credit card orders, blanket purchase agreement orders or individual purchase orders under this contract.

If it is determined that your agency needs an outside source to provide MOBIS services, follow these simple steps:

Step 1. Develop a Statement of Work (SOW)

- In the SOW, include the following information:
- Work to be performed,
- Location of work,
- Period of performance;
- Deliverable schedule, and
- Special standards and any special requirements, where applicable.

Step 2. Select Contractor and Place Order

- If the order is at or below the micro-purchase threshold, select the contractor best suited for your needs and place the order.
- If the order is exceeding but less than the maximum order threshold (MOT), prepare an RFQ;
- If the order is in excess of the MOT, prepare an RFQ. Consider expansion of competition and seek price reductions.

Step 3. Prepare a Request for Quote (RFQ)

- Include the SOW and evaluation criteria;
- Request fixed price, ceiling price, or, if not possible, labor hour or time and materials order;
- If preferred, request a performance plan from contractors and information on past experience; and include information on the basis for selection.
- May be posted on GSA's electronic RFQ system, e-Buy

Step 4. Provide RFQ to at least Three Firms

Step 5. Evaluate Offers, Select Best Value Firm, and Place Order

Blanket Purchase Agreement

Ordering activities may establish BPAs under any schedule contract to fill repetitive needs for supplies or services. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPAs and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). In determining how many BPAs to establish, consider:

- The scope and complexity of the requirement(s);
- The need to periodically compare multiple technical approaches or prices;
- The administrative costs of BPAs; and
- The technical qualifications of the schedule contractor(s).

Establishment of a single BPA, or multiple BPAs, shall be made using the same procedures outlined in 8.405-1 or 8.405-2. BPAs shall address the frequency of ordering, invoicing, discounts, requirements (e.g. estimated quantities, work to be performed), delivery locations, and time.

When establishing multiple BPAs, the ordering activity shall specify the procedures for placing orders under the BPAs.

Establishment of a multi-agency BPA against a Federal Supply Schedule contract is permitted if the multi-agency BPA identifies the participating agencies and their estimated requirements at the time the BPA is established.

Ordering from BPAs:

Single BPA. If the ordering activity establishes one BPA, authorized users may place the order directly under the established BPA when the need for the supply or service arises.

Multiple BPAs. If the ordering activity establishes multiple BPAs, before placing an order exceeding the micro-purchase threshold, the ordering activity shall:

- Forward the requirement, or statement of work and the evaluation criteria, to an appropriate number of BPA holders, as established in the BPA ordering procedures; and
- Evaluate the responses received, make a best value determination (see 8.404(d)), and place the order with the BPA holder that represents the best value.

BPAs for hourly rate services. If the BPA is for hourly rate services, the ordering activity shall develop a statement of work for requirements covered by the BPA. All orders under the BPA shall specify a price for the performance of the tasks identified in the statement of work.

Duration of BPAs. BPAs generally should not exceed five years in length, but may do so to meet program requirements. Contractors may be awarded BPAs that extend beyond the current term of their GSA Schedule contract, so long as there are option periods in their GSA Schedule contract that, if exercised, will cover the BPA's period of performance.

Review of BPAs:

The ordering activity that established the BPA shall review it at least once a year to determine whether:



- The schedule contract, upon which the BPA was established, is still in effect;
- The BPA still represents the best value (see 8.404(d)); and
- Estimated quantities/amounts have been exceeded and additional price reductions can be obtained.

The ordering activity shall document the results of its review.

USA Commitment To Promote Small Business Participation Procurement Programs

Preamble

Deloitte Consulting LLP provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

Commitment

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrates our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business who will supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., that will seek to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact: Joyce Harris; Phone: 202-378-5448; email: jharris@deloitte.com



About Deloitte

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Deloitte Consulting LLP is committed to protecting the information of its clients. In this regard, Deloitte Consulting LLP and its affiliates currently maintain physical, electronic and procedural safeguards that are designed to (1) protect the security and confidentiality of our client's information in Deloitte Consulting LLP's possession, (2) protect against anticipated threats or hazards to the security or integrity of such information, and (3) protect against unauthorized access to or use of such information that could result in substantial harm or inconvenience to our clients.