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**BUSINESS SIZE: LARGE BUSINESS**

**CAGE CODE: 7S711**

**GENERAL SERVICES ADMINISTRATION  
FEDERAL ACQUISITION SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICELIST**

**MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)**

**FSC GROUP: 874**

**CLASS: R499**

**CONTRACT NUMBER: GS-10F-0509P**

Special Item No. 874-1 Integrated Consulting Services  
Special Item No. 874-6 Privatization Support Services and Documentation (A-76)  
Special Item No. 874-7 Integrated Business Program Support Services

**Period Covered by Contract:**

**August 24, 2009 through August 23, 2014**

**Pricelist current through Modification A302 dated May 28, 2013**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!™, a menu-driven database system. The INTERNET address for GSA Advantage!™ is: <http://www.GSAAdvantage.gov>

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

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**SECTION I                      CUSTOMER INFORMATION**

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**1.        Table of Awarded Special Item Numbers (SINs)**SIN 874-1: Integrated Consulting Services

ASM Research will provide expert advice and assistance in support of an agency's mission-oriented business functions. Services covered by this SIN include:

- Management or strategy consulting, including research, evaluations, studies, analyses, scenarios/simulations, reports, business policy and regulation development assistance, strategy formulation, and expert witness services
- Facilitation and related decision support services
- Survey services, using a variety of methodologies, including survey planning, design, and development; survey administration; data validation and analysis; reporting, and stakeholder briefings
- Advisory and assistance services in accordance with FAR 37.203

NOTE: Consulting services where the preponderance of work is specifically covered under other GSA Schedules are not permitted under this SIN; please refer to the Scope of Work in Part I of the MOBIS solicitation for further information.

SIN 874-6: Privatization Support Services And Documentation (A-76)

ASM Research will provide expert advice, consultation, assistance, and documentation in support of studies conducted under OMB Circular A-76 or other privatization or commercial activities studies, projects, or efforts. These services may include, but are not limited to:

- Strategic, tactical, and operational level planning support
- Development of Quality Assurance Surveillance Plans (QASP);
- Development of in-house Government cost estimates
- Comparison of in-house bids to proposed Interservice Support Agreement (ISSA) prices;
- Performance of management studies to determine the Government's Most Efficient Organization (MEO)
- Development of Performance Work Statements (PWS)
- Initial study planning
- Administrative appeal process support
- Public-private partnership support
- Assessments and or studies of potential privatization initiatives

**SIN 874-7: Integrated Business Program Support Services**

ASM Research will provide services to assist agencies in managing their mission-oriented business projects or programs and achieving mission performance goals. Services covered by this SIN include:

- All phases of program or project management, from planning to closeout
- Operational/administrative business support services in order to carry out program objectives

NOTE 1: Program support services where the preponderance of work is specifically covered under other GSA Schedules are not permitted under this SIN; please refer to the Scope of Work in Part I of the MOBIS solicitation for further information.

NOTE 2: Administrative support services are authorized under this SIN; however, they must be provided in conjunction with other professional business services covered under this Schedule and must be performed under the supervision of the contractor's Project or Program Manager. Personal services as defined in FAR are prohibited under MOBIS.

**1b. Lowest Price Model Number/Lowest Unit Price**

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. Labor Category Descriptions**

See Section III

**2. Maximum Order**

Unlimited

**3. Minimum Order**

The minimum dollar value of orders to be issued is \$100.

**4. Geographic Coverage**

FOB Destination. Domestic and Overseas delivery. The exact time and location to be specified on individual delivery orders

**5. Point(s) of Production (City, County, and State or Foreign Country)**

Not Applicable

- 6. Discounts**  
Government net prices attached.
- 7. Quantity Discount**  
None offered.
- 8. Prompt Payment Terms**  
0.38% - 10 days, Net 30 days.
- 9. Government Purchase Cards**  
a. Government Purchase Cards are accepted at or below the micro-purchase threshold.  
b. Government Purchase Cards are accepted above the micro-purchase threshold.
- 10. Foreign Items (List items by country)**  
None
- 11. Delivery**
- 11a. Time of Delivery:**  
Specified on the Task Order
- 11b. Expedited Delivery:**  
Contact contractor
- 11c. Overnight and 2-day delivery:**  
Contact contractor
- 11d. Urgent Requirements:**  
When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the contractor for the purpose of obtaining accelerated delivery. The contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the contractor in writing.) If the contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract. Contact contractor.
- 12. FOB Points**  
Destination

**13a. Ordering Address**

ASM Research, Inc.  
4050 Legato Road, Suite 1100  
Fairfax, Virginia 22033  
ATTN.: Contracts

Telephone: 703-645-0420  
FAX: 703-226-0578  
E-Mail: [lisa.craven@asmr.com](mailto:lisa.craven@asmr.com)  
Web Site: [www.asmr.com](http://www.asmr.com)

**13b. Ordering Procedures**

For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).

**14. Payment Info**

ASM Research, Inc.  
4050 Legato Road, Suite 1100  
Fairfax, Virginia 22033  
ATTN.: GSA SALES

**15. Warranty Provision**

Standard Commercial Warranty

**16. Export Packing Changes**

Not Applicable

**17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).**

Not Applicable.

**18. Terms and conditions of rental, maintenance, and repair**

Not Applicable

**19. Terms and conditions of installation**

Not applicable

**20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices**

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
- 23a. Special Attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants)**  
Not Applicable
- 23b. Section 508 Compliance**  
If applicable, Section 508 standards in 36 CFR 1194 are incorporated into and made part of all task/delivery orders awarded under ASM's MOBIS GSA Schedule to procure Electronic and Information Technology (EIT). Information on ASM's Section 508 compliance can be found at <http://www.asmr.com>.  
  
The EIT standards can also be found at: [www.Section508.gov](http://www.Section508.gov) and <http://www.access-board.gov/sec508/standards.htm>.
- 25. Data Universal Number (DUNS) Number**  
074835299
- 26. Registration in Central Contractor Registration (CCR) Database**  
ASM Research Inc. – Federal is registered in the System for Award Management (SAM) Database.

**SECTION II                      LABOR CATEGORY QUALIFICATIONS**

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**Position Qualifications**

Within this section, we have included a position description, education criteria, experience qualification criteria, substitution matrix and pricing detail. Each staff member's qualifications and background are reviewed and categorized into the applicable position category.

**General Experience**

General Experience refers to the minimum number of years required in Information Technology (IT). This experience must have been obtained within the most recent 15 years.

**Specialized Experience**

Specialized Experience refers to the minimum number of years required related to the particular appropriate skills for a labor category. This experience is not in addition to, but may be part of, the minimum experience required in General Experience. This specialized experience may require education in specific studies and/or formal accreditation in an IT related discipline (e.g. Certified Novell Engineer (CNE) or MicroSoft Certified Engineer (MSCE).)

**Substitution of Education for Experience**

An Associate's degree may be substituted for three years of general or specialized experience for those labor categories requiring a high school diploma. A Bachelor's degree may be substituted for five years of general or specialized experience. A Master's degree may be substituted for eight years of general or specialized experience. Formal accreditation or certification in an area related to the statement of work may be substituted for the general or specialized experience.

**Substitution of Experience for Education**

The labor category description provides the minimal degree required to qualify for each labor category. Experience may be substituted for the minimal degree depending on the number of years and nature of the experience. Five (5) years of general and specialized experience may be substituted for the next degree. Substitution requirements must be met for each position with required educational requirements. The allowable substitutions are as follows:

- High School Diploma plus 2 years = Associates Degree
- High School Diploma plus 2 years = Certification
- High School Diploma plus 5 years = Bachelor's Degree
- High School Diploma plus 8 years = Master's Degree
- Bachelor's Degree plus 5 years = Master's Degree



**SECTION III                      LABOR CATEGORY DESCRIPTIONS**

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**Master Analyst**

General Experience: Ten (10) years progressive experience. At least one project must have occurred within the past three (3) years.

Specialized Experience: Eight (8) years in supervision of substantial projects. Five (5) years of this experience must have been in supervising large services contracts, including people of various job categories and skills and must have occurred in the last ten (10) years.

Functional Responsibility: Ensures problem resolution and customer satisfaction for individual delivery orders; provides supervisory, technical, and administrative direction for personnel performing on a task.

Minimum Education: Master's Degree recommended.

**Senior Analyst**

General Experience: Nine (9) years of progressive experience. At least one project must have occurred within the past (3) years.

Specialized Experience: Two (2) years in supervision of substantial projects. One (1) year of this experience must have been in supervising large service contracts, including people of various job categories and skills and must have occurred in the last five (5) years.

Functional Responsibility: Provides technical and administrative direction for tasks, including review of work products for correctness, compliance with industry accepted standards, FTS standards, and user standards specified in specific tasks.

Minimum Education: Bachelor's degree recommended

**Journeyman Analyst**

General Experience: Seven (7) years of progressive experience. At least one project must have occurred within the past three (3) years.

Specialized Experience: One (1) year in management of substantial projects. One (1) year of this experience must have been in managing large service contracts, including people of various job categories and skills and must have occurred in the last five (5) years.

Functional Responsibility: Supports a senior analyst with both technical and administrative tasks related to the project with direct responsibility for assuring the correctness of a product.

Minimum Education: Bachelor's degree recommended

**Apprentice Analyst**

General Experience: Five (5) years of progressive experience. At least one project must have occurred within the past three (3) years.

Functional Responsibility: Works under general supervision, developing the requirements of a product from inception to conclusion. Develops required specifications for simple to moderately complex problems.

Minimum Education: Bachelor's degree recommended

**Junior Analyst**

General Experience: Three (3) years of progressive experience. At least one project must have occurred within the past three (3) years.

Functional Responsibility: Works under close supervision, developing the requirements of a product from inception to conclusion. Develops required specifications for simple to moderately complex problems.

Minimum Education: Bachelor's degree recommended

**Senior Subject Matter Expert**

General Experience: Ten (10) years of progressive experience. At least one project must have occurred within the past three (3) years.

Specialized Experience: Five (5) years of this experience must have been in performing large projects related to the individual's subject matter expertise and must have occurred in the last eight (8) years.

Functional Responsibility: Serves as a senior subject matter technical expert in areas relevant to the project. Produces/reviews substantive and/or complex technical documentation. Documentation subjects shall include but are not limited to, systems design, system architecture, feasibility studies, and system specifications. Interfaces with Government management personnel. Reports in writing and orally to Contractor management and Government representatives, including the Government CO and COR.

Minimum Education: Bachelor's degree recommended

**Subject Matter Expert**

General Experience: Seven (7) years of progressive functional experience. Most recent functional project experience must have occurred within the past three (3) years.

Specialized Experience: Three (3) years of this functional experience must have included management responsibility for large projects related to the individual's subject matter expertise and must have occurred in the last five (5) years.

Functional Responsibility: Serves as a subject matter technical expert in areas relevant to the project. Provide guidance to the technical staff on the functional procedures/processes/policies reflecting detailed knowledge of functional areas included in Section C. Interfaces with Government management personnel and functional proponents. Reports in writing and orally to Contractor management and Government representatives, including the Government CO and COR.

Minimum Education: Bachelor's degree recommended

**Senior Technician**

General Experience: Seven (7) years of progressive experience. At least one project must have occurred within the past three (3) years.

Functional Responsibility: Performs a variety of analyses and prepares appropriate documentation. Prepares and makes briefings and presentations. Performs technical consulting on projects. Leads team in on-site management of installations. Works independently to plan, organize and analyze IT systems devices, circuits, cables, components, software, and end-user devices, components, software and connectivity. Assists in the

development and management of project plans. This includes the review of task performance and work products for correctness, for adherence to design concepts and user requirements, and for progress in accordance with schedules. Coordinates with the Contractor's project manager, GSA COR, and Government user representatives to ensure accurate solutions and user satisfaction on technical matters.

Minimum Education: Associate's Degree or Formal Accreditation (e.g. CNE, MSCE)

### **Journeyman Technician**

General Experience: Five (5) years of progressive experience. At least one project must have occurred within the past three (3) years.

Functional Responsibility: Performs technical consulting on projects. Performs a variety of analyses and prepares appropriate documentation. Prepares and makes briefings and presentations. Assists in on-site management of installations. Works independently to plan, organize and analyze IT systems devices, circuits, cables, components, software, and end-user devices, components, software and connectivity. Assists in the development and management of project plans. Assists in the development and management of project plans. This includes the review of task performance and work products for correctness, for adherence to design concepts and user requirements, and for progress in accordance with schedules. Coordinates with the Contractor's project manager, GSA COR, and Government user representatives to ensure accurate solutions and user satisfaction on technical matters.

Minimum Education: High School Diploma

### **Technician**

General Experience: One (1) year of progressive experience. At least one project must have occurred within the past three (3) years.

Functional Responsibility: Performs technical consulting on projects. Works under general supervision and coordinates with the Contractor's project manager, GSA COR, and Government user representatives to ensure accurate solutions and user satisfaction on technical matters.

Minimum Education: High School Diploma

### **Junior Technician**

General Experience: Completed corporate or on-the-job training in the technical skills expected to be performed.

Functional Responsibility: Performs technical consulting on projects. Works under close supervision to plan, organize and analyze IT systems devices, circuits, cables, components, software, and end-user devices, components, software and connectivity. Assists in the development and management of project plans. Coordinates with the Contractor's project manager, GSA COR, and Government user representatives to ensure accurate solutions and user satisfaction on technical matters.

Minimum Education: High School Diploma

### **Emerging Technology Expert**

General Experience: One (1) year progressive experience. Experience may have been gained in academic/commercial/government environment.

Specialized Experience: Requires demonstrated hands-on experience and/or training in the emerging technology area(s). Experience may have been gained in academic/commercial/government environment. Coordinates with the program manager to ensure a sound functional solution is being selected based on the availability of technology.

Minimum Education: Bachelor's Degree recommended

### **Clerical**

General Experience: None

Specialized Experience: None

Functional Responsibility: Performs a variety of office related duties to include filing, copying, delivery, mailing, etc.

Minimum Education: High School Diploma

General Experience: Five (5) years experience developing, editing, and producing technical and graphic documentation for IT systems.

Specialized Experience: Two (2) years experience producing documentation for Government IT systems.

Functional Responsibility: Reviews and edits highly complex written and graphic technical materials, including system configuration, documentation, studies, reports and other presentation graphics. Ensures compliance with standards of style and format, good usage of English, and overall structure and organization of material.

Minimum Education: Bachelor's Degree recommended

### **Management Analyst**

General Experience: Eight (8) years of specialized professional experience in the field applicable to specific task performance. These fields include, but are not limited to, financial, logistics, military personnel, readiness, manpower, training, human resources data and systems.

Experience must show a progression of increasing management, planning and analysis responsibility.

Specialized Experience: Three (3) years experience in managing and determining functional and cross-functional requirements

Functional Responsibility: Performs functional allocation to identify required tasks and their relationships. Identifies resources required for each task. May serve as task team leader directing the activities of technical staff in task accomplishment. Will serve as the functional expert in task participation, coordinating with the customer and assisting to resolve functional issues encountered in task accomplishment.

Minimum Education: Bachelor's Degree recommended

**SECTION IV RATES**

**ASM Research, Inc. – Fully Loaded Hourly Rates –Option Period One (5 years)  
October 15,, 2009 through August 23, 2014**

**OFF SITE RATES**

Labor Categories	10/15/09 – 10/14/2010	10/15/2010 – 10/14/2011	10/15/2011 – 10/14/2012	10/15/2012 – 10/14/2013	10/15/2013 – 8/23/2014
Management Analyst	\$99.22	\$102.69	\$106.29	\$110.01	\$113.86
Senior Analyst	\$118.47	\$122.62	\$126.91	\$131.35	\$135.95
Journeyman Analyst	\$113.25	\$117.21	\$121.32	\$125.56	\$129.96
Apprentice Analyst	\$97.94	\$101.37	\$104.92	\$108.59	\$112.39
Junior Analyst	\$58.92	\$60.98	\$63.12	\$65.33	\$67.61
Senior Subject Matter Expert	\$105.71	\$109.41	\$113.24	\$117.20	\$121.30
Subject Matter Expert	\$99.44	\$102.92	\$106.52	\$110.25	\$114.11
Senior Technician	\$98.71	\$102.16	\$105.74	\$109.44	\$113.27
Journeyman Technician	\$67.42	\$69.78	\$72.22	\$74.75	\$77.37
Technician	\$58.92	\$60.98	\$63.12	\$65.33	\$67.61
Junior Technician	\$40.50	\$41.92	\$43.38	\$44.90	\$46.47
Emerging Technology Expert	\$58.92	\$60.98	\$63.12	\$65.33	\$67.61
Clerical	\$29.31	\$30.34	\$31.40	\$32.50	\$33.63
Technical Writer	\$57.21	\$59.21	\$61.28	\$63.43	\$65.65
Master Analyst	\$199.08	\$206.05	\$213.26	\$220.72	\$228.45

**ON SITE RATES**

Labor Categories	10/15/09 – 10/14/2010	10/15/2010 – 10/14/2011	10/15/2011 – 10/14/2012	10/15/2012 – 10/14/2013	10/15/2013 – 8/23/2014
Management Analyst	\$92.56	\$95.80	\$99.15	\$102.62	\$106.21
Senior Analyst	\$110.53	\$114.40	\$118.40	\$122.55	\$126.84
Journeyman Analyst	\$105.66	\$109.36	\$113.19	\$117.15	\$121.25
Apprentice Analyst	\$92.09	\$95.31	\$98.65	\$102.10	\$105.68
Junior Analyst	\$54.96	\$56.88	\$58.87	\$60.94	\$63.07
Senior Subject Matter Expert	\$98.62	\$102.07	\$105.64	\$109.34	\$113.17
Subject Matter Expert	\$92.79	\$96.04	\$99.40	\$102.88	\$106.48
Senior Technician	\$92.09	\$95.31	\$98.65	\$102.10	\$105.68
Journeyman Technician	\$62.91	\$65.11	\$67.39	\$69.75	\$72.19
Technician	\$54.96	\$56.88	\$58.87	\$60.94	\$63.07
Junior Technician	\$37.78	\$39.10	\$40.47	\$41.89	\$43.35
Emerging Technology Expert	\$54.96	\$56.88	\$58.87	\$60.94	\$63.07
Clerical	\$27.34	\$28.30	\$29.29	\$30.31	\$31.37
Technical Writer	\$53.36	\$55.23	\$57.16	\$59.16	\$61.23
Master Analyst	\$185.75	\$192.25	\$198.98	\$205.94	\$213.15