



Innovative Solutions
for a Changing World

GENERAL SERVICES ADMINISTRATION FEDERAL SUPPLY SERVICE

AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICELIST

Mission Oriented Business Integrated Services (MOBIS)



Contract Number:

GS-10F-0064W

Special Item Numbers:

874-1 Integrated Consulting Services
874-1 RC – (Recovery Purchasing)
874-6 Acquisition Management Support
874-6 RC – (Recovery Purchasing)

Contract Period: December 15, 2009 – December 14, 2014 (Base Period)

Effective as of Modification: Contract Award

Type of Contractor:

Certified 8(a), Small Disadvantaged Business,
Veteran Owned Small Business



BLH Technologies, Inc.
1803 Research Boulevards, Suite 300
Rockville, MD 20850
Phone: (240) 399-8722 Fax: (240) 399-8723
www.blhtech.com



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: GSAAdvantage.gov.

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

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SECTION I CUSTOMER INFORMATION

1a. Table of Awarded Special Item Numbers (SINs)

874-1, 874-1 RC Integrated Consulting Services: see pages 5- 10 for labor category descriptions and pricing

874-6, 874-6 RC Acquisition Management Support: see pages 5 – 10 for labor category descriptions and pricing

1b. Lowest Price Model Number/Lowest Unit Price

Price shown in pricelist are net. See page 5 for pricing.

1c. Labor Category Descriptions

See page 6 - 10

2. Maximum Order

The Maximum Order for SIN's 874-1 and 874-6 is \$1 million. Orders exceeding the maximum order threshold may be placed in accordance with clause I-FSS-125, "Requirements Exceeding the Maximum Order (SEP 1999)."

3. Minimum Order

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

4. Geographic Coverage

The geographic scope of this contract is domestic and overseas.

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

Rockville, MD

6. Statement on Net Price

Prices shown in pricelist are net. Discounts have already been deducted.

7. Quantity Discount

No quantity discounts.

8. Prompt Payment Terms

NET 30 days

9a. Government Purchase Cards are accepted at or below the micro-purchase threshold.

9b. Government Purchase Cards are accepted above the micro-purchase threshold.

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- 10. Foreign Items (List items by country)**
None
- 11a. Time of Delivery:** To be negotiated per each delivery order between contracting activity and contractor.
- 11b. Expedited Delivery:** To be negotiated per each delivery order between contracting activity and contractor.
- 11c. Overnight and 2-day delivery:** Not Applicable
- 11d. Urgent Requirements:** Contact BLH Technologies for urgent requirements.
- 12. FOB Points**
Destination
- 13a. Ordering Address**
BLH Technologies, Inc.
1803 Research Boulevard, Suite 300
Rockville, MD 20850
- Telephone: (240) 399-8722
FAX: (240) 399-8723
E-Mail: bharris@blhtech.com
Web Site: www.blhtech.com
- 13b. Ordering Procedures**
For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.
- 14. Payment Address**
BLH Technologies, Inc.
1803 Research Boulevard, Suite 300
Rockville, MD 20850
- 15. Warranty Provision**
Not Applicable
- 16. Export Packing Changes**
Not Applicable
- 17. Terms and conditions of Government commercial purchase card acceptance**
Not Applicable.
- 18. Terms and conditions of Government 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
- 24a. Environmental Attributes**
Not Applicable
- 24b. Section 508 Compliance**
Not Applicable
- 25. Data Universal Number (DUNS) Number**
140697405
- 26. Registration in Central Contractor Registration (CCR) Database**
BLH Technologies, Inc. is registered in the Central Contractor Registration (CCR) Database.

SECTION II MOBIS PRICING AND LABOR CATEGORIES

<i>SIN 874-1 Integrated Consulting Services SIN 874-6 Acquisition Management Services</i>	
<i>LABOR CATEGORY</i>	<i>Hourly Rate</i>
Program Manager II	\$ 302.27
Program Manager I	\$ 251.89
Project Manager II	\$ 196.47
Project Manager I	\$ 186.40
Executive Consultant II	\$ 302.27
Executive Consultant I	\$ 251.89
Senior Consultant II	\$ 196.47
Senior Consultant I	\$ 186.40
Consultant II	\$ 121.56
Consultant I	\$ 89.38
Acquisition/Budget Specialist III	\$ 93.87
Acquisition/Budget Specialist II	\$ 75.86
Acquisition/Budget Specialist I	\$ 60.02
Analyst III	\$ 75.86
Analyst II	\$ 60.02
Analyst I	\$ 55.12
Support Staff II	\$ 88.66
Support Staff I	\$ 82.62
Administrative Assistant	\$ 57.43

SECTION III LABOR CATEGORY DESCRIPTIONS

Program Manager II

Functional Responsibility: Provides leadership and authority to the development of large program initiatives. Uses subject matter expertise to direct client solutions and ensure state of the art practices from extensive industry knowledge and experience in management, business consulting and/or organizational development environment with demonstrated ability in the management of large-scale projects. Facilitates understanding across wide range of disciplines and program stakeholders. Responsible for seeking authorization at top executive levels for direction and/or re-direction of costly resources.

Minimum Education/Experience:

Bachelor's degree – advanced business degree required or relevant industry experience – with a minimum of 15 years experience in management, business consulting and/or organizational development environment with demonstrated ability in the management of large-scale projects.

Program Manager I

Functional Responsibility: Manages the contractual relationship with clients and oversees several projects at the programmatic level. Meets and confers with client regarding the status of specific program and management activities and problems, issues or conflicts regarding resolution. Conducts quality assurance over key project deliverables. Resolves issues with staff, tools and methods. Conducts and or participates in project staff meetings and client meetings to resolve issues through application of company resources or experiences gained on other projects.

Minimum Education/Experience:

Bachelor's degree – advanced degree preferred but not required – typically with a minimum of 12 years experience in management, business consulting and/or organizational development environment with record of achievement in the management of large consulting, facilitation management and business process improvement projects.

Project Manager II, I

Functional Responsibility: Manages the day-to-day operations of the project. Prepares project estimates and work plans using company experience on prior projects and the proprietary company methods and tools for planning and estimating projects. Prepares and presents project status reports to company and client management. Resolves project staffing and planning issues. Manages the company staff assigned to the project. Conducts preliminary quality assurance over project deliverables and project activities.

Minimum Education/Experience:

Project Manager II - Bachelor's degree with a minimum of 11 years experience in management, business consulting and/or organization transformational environment.

Project Manger I – Bachelor's degree with a minimum of 9 years experience in management, business consulting and or organization transformational environment.

Executive Consultant II, I

Functional Responsibility:

Ability to establish and implement agency and department goals and objectives. Ability to effect and manage change and perform in complex cross – functional business environment. Proven management and delegation authority. Global perspective of business environment and technology. Motivational and visionary leadership skills with significant ability to influence and make recommendations to senior management.

Provide expert guidance and direction in project/program management and integration, knowledge and peer review management, change management, strategic planning, quality management, benchmarking, business process reengineering, and/or other management or operational consulting areas. Serves in a program and project consulting capacity and may manage multitask projects of high complexity. Provides facilitation services and serves as primary interface with client management personnel regarding strategic issues and ensures that critical issues are addressed. Provides leadership to engagement teams in developing creative solutions to client business problems. Delivers presentations and leads strategic level client meetings. May also serve in a supervisory, project management or training capacity.

Minimum Education/Experience:

Executive Consultant II: Advanced degree with a minimum of 15 years experience or Bachelors Degree with a minimum of 18 years of experience in leading and providing business consulting services.

Executive Consultant I: Advanced degree with a minimum of 12 years experience or Bachelors Degree with a minimum of 15 years of experience in leading and providing business consulting services.

Senior Consultant II, I

Functional Responsibility: Possess specialized knowledge, such as analytical and evaluative methods and techniques concerning the efficiency and effectiveness of various program operations, strategic goals, and management practices. Provide services in the areas of project/program management, knowledge and peer review management and integration, change management, strategic planning, quality management, benchmarking, business process reengineering, and/or other management or operational consulting. Provide facilitation services and interface with client management personnel regarding strategic issues and ensures that critical issues are addressed. Directs the completion of projects within estimated time frames and budget constraints. Coordinates all parties to tasks, reviews work products for completeness and adherence to customer requirements. Provides thoughts and analysis to engagement teams in developing creative solutions to client business problems. Function as a domain expert on selected business areas and issues. May also serve in a supervisory, project management or training capacity.

Minimum Education/Experience:

Senior Consultant II: Bachelors degree with a minimum of 11 years experience in providing business consulting services.

Senior Consultant I: Bachelors degree with a minimum of 9 years experience in providing business consulting services.

Consultant II, I

Functional Responsibility: Possess knowledge, such as analytical and evaluative methods and techniques concerning the efficiency and effectiveness of various program operations, strategic goals, and management practices. Provide support services in the areas of change management, knowledge and peer review management, strategic planning, quality management, benchmarking, business process reengineering, and/or other management or operational consulting. Provides facilitation services and interface with client personnel regarding strategic issues.

Minimum Education/Experience:

Consultant II: Bachelors Degree with a minimum of 7 years of experience in providing business consulting services.

Consultant I: Bachelors Degree with a minimum of 3 years of experience in providing business consulting services.

Acquisition/Budget Specialist III

Functional Responsibility: Provides advice and assistance on contractual matters in the acquisition planning stages based on a working knowledge of regulation policy. May be responsible for assisting with performance measurements to include financial planning and the development of writing performance criteria and requirements into sound/sufficient Statement of Work and or task/orders. May perform or evaluate cost benefit/risk assessments, life cycle analysis, earned value analysis, internal control procedures, market research, and trends, conditions and technological advances as they apply to the program. Provide expert assistance in evaluating proposals; contract administration services; and competitive sourcing support, including OMB Circular A-76 studies, and strategic sourcing studies. May assist in the development of independent government cost estimates, budget, planning and scheduling and activity based accounting. May also be responsible for assisting with contract and grants management and providing overall program office acquisition administration functions to include program control and budget tracking.

Minimum Education/Experience:

Bachelors degree is required with a minimum of 8 years of experience in providing acquisition/budget or business consulting services.

Acquisition/Budget Specialist II

Functional Responsibility: Provides advice and assistance on contractual matters in the acquisition planning stages based on a working knowledge of regulation policy. May be responsible for assisting with performance measurements to include financial planning and the development of writing performance criteria and requirements into sound/sufficient Statement of Work and or task/orders. May perform or evaluate cost benefit/risk assessments, life cycle analysis, earned value analysis, internal control procedures, market research, and trends, conditions and technological advances as they apply to the program. Provide expert assistance in

evaluating proposals; contract administration services; and competitive sourcing support, including OMB Circular A-76 studies, and strategic sourcing studies. May assist in the development of independent government cost estimates, budget, planning and scheduling and activity based accounting. May also be responsible for assisting with contract and grants management and providing overall program office acquisition administration functions to include program control and budget tracking.

Minimum Education/Experience:

Bachelors degree is required with at least 6 years of experience in providing acquisition/budget or business consulting services.

Acquisition/Budget Specialist I

Functional Responsibility: Provides advice and assistance on contractual matters in the acquisition planning stages based on a working knowledge of regulation policy. May be responsible for assisting with performance measurements to include financial planning and the development of writing performance criteria and requirements into sound/sufficient Statement of Work and or task/orders. May perform or evaluate cost benefit/risk assessments, life cycle analysis, earned value analysis, internal control procedures, market research, and trends, conditions and technological advances as they apply to the program. Provide expert assistance in evaluating proposals; contract administration services; and competitive sourcing support, including OMB Circular A-76 studies, and strategic sourcing studies. May assist in the development of independent government cost estimates, budget, planning and scheduling and activity based accounting. May also be responsible for assisting with contract and grants management and providing overall program office acquisition administration functions to include program control and budget tracking.

Minimum Education/Experience:

Bachelors degree is required with at least 4 years of experience in providing acquisition/budget or business consulting services

Analyst III

Functional Responsibility: Extensive knowledge and experience developing and applying analytic methodologies and principles to most phases of business improvement and organizational systems analysis. Considers the business implications of innovative tools and technologies to the current and future business environment. Under general direction formulates and defines systems scope and objectives through research and fact-finding combined with an understanding of business transformation processes and systems and industry requirements. With this knowledge devises or modifies procedures to solve problems considering systems, processes, limitations, operation time, quality assurance and form of desired results. Includes analysis of business and user needs, documentation of requirements, and translation into proper system or business process requirements. Resolves complex problems, which require an in-depth knowledge of analytic methodologies and principles. Directs the activities of more junior Analysts or other staff as necessary on activities related to the application of analytical techniques and methodologies.

Minimum Education/Experience: Bachelors Degree with a Minimum of 6 years experience as a business/management analyst/consultant within a project/consulting environment.

Analyst II, I

General Experience/Functional Responsibility: Under general supervision, assists in formulating and defining business processes to include systems analysis and objectives through research and fact-finding combined with a basic understanding of business transformation processes and industry requirements. Includes analysis of business and user needs; organizational resources; products and services; operational and management processes. May also produce and document requirements and or findings. Performs analyst functions including data collection, interviewing, data modeling, project testing, and creation of performance measurements to support project objectives and identify area for productivity improvements. Conducts activities in support of project team's objectives.

Minimum Education/Experience:

Analyst II: Bachelors Degree with a Minimum of 4 years experience as a business/management analyst/consultant within a project/consulting environment

Analyst I: Bachelors Degree with a Minimum of 2 years experience as a business/management analyst/consultant within a project/consulting environment

Support Staff II, I

Functional Responsibility: Performs supporting MOBIS project and program management functions. This includes but is not limited to graphical/documentation, planning and support, project administration, program management support, event planning and administration, records and data input, technical editing and writing for deliverables.

Minimum Education/Experience:

Support Staff II: Bachelors Degree, High School Diploma with technical training or certifications with 5 years of experience in area of support.

Support Staff I: Bachelors Degree, High School Diploma with technical training or certifications with 3 years of experience in area of support.

Administrative Assistant

Functional Responsibility: Provides executive administrative-type support to business and management-level personnel. Progressive experience in office automation tools as well as participating on projects. Knowledgeable in computer based documentation and presentation techniques, technical typing and word processing.

Minimum Education/Experience: High School Diploma with two years of experience working in a professional office environment.