



GENERAL SERVICES ADMINISTRATION

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: www.GSAAdvantage.gov

**FEDERAL SUPPLY SCHEDULE PRICE LIST
MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)**

Federal Supply Group:

874

Contract Number:

GS-10F-048AA

Period of Performance:

November 21, 2012 through November 20, 2022

**OBSIDIAN ANALYSIS, INC.
Obsidian Analysis, Inc.
1776 Eye Street, NW, 4th Floor
Washington, DC 20006**

**Phone: 202.459.0479
Fax Number: 202.459.0501
<http://www.cadmusgroup.com>**

DUNS Number:

961894511

Business Size:

Large Business

Contract Administrator:

Jill Caballero

E-mail:

jill.caballero@cadmusgroup.com

Version 5 – November 13, 2017

CUSTOMER INFORMATION:

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

| SIN | Description |
|--------------------|--|
| 874-1, 874-1 RC | Integrated Consulting Services |
| 874-7, 874-7 RC | Integrated Business Program Support Services |

1b. Identification of the lowest priced model number and lowest unit price for each special item number awarded under 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. Refer to awarded GSA Schedule Contract pricelist below.

1c. Labor Category Descriptions: Provided Below

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

3. Minimum order: \$100.00

4. Geographic coverage (delivery area): United States and US Territories

5. Point(s) of production: Same as company address

6. Discount From List Prices or Statement of Net Price: Government net prices (discounts already deducted) – List at the end of this pricelist.

7. Quantity Discounts: Obsidian Analysis, Inc. offers GSA a quantity discount of 1% for orders over \$250,000.

8. Prompt Payment Terms: Net 30 days

9a. Notification whether Government purchase cards are accepted or not accepted below the micro-purchase threshold. Obsidian Analysis, Inc, will accept Government purchase cards for orders below the micro-purchase threshold.

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold. Obsidian Analysis, Inc, will not accept Government purchase cards for above the micro-purchase threshold.

10. Foreign Items Offered: Not Applicable



- 11a. **Delivery Terms:** Specified in task order as negotiated between Contractor and Ordering Agency
- 11b. **Expedited Delivery:** The contractor shall deliver or perform services in accordance with the terms negotiated with the Ordering Agency.
- 12. **F.O.B. point(s).** Not Applicable.
- 13a. **Ordering Address:** Same as company address

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- 13b. **Ordering Procedures:** For services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage fss.gsa.gov/schedules.
- 14. **Payment Address:** Same as company address

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- 15. **Warranty Provision:** Contractor's standard commercial warranty

Obsidian Analysis, Inc. certifies that all labor provided will meet the minimum education and experience requirements set forth in the awarded GSA Schedule Pricelist.
- 16. **Export packing charges, if applicable.** N/A
- 17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level)** N/A
- 18. **Terms and conditions of rental, maintenance, and repair (if applicable)** N/A
- 19. **Terms and conditions of installation (if applicable).** N/A
- 20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable).** N/A
- 20a. **Terms and conditions for any other services (if applicable)** N/A
- 21. **List of service and distribution points (if applicable).** N/A
- 22. **List of participating dealers (if applicab1).** N/A
- 23. **Preventive maintenance (if applicable).** N/A



- 24a. **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants) N/A**
- 24b. **Section 508 Compliance:** Obsidian Analysis, Inc will ensure that the services provided under this contract will be in compliance with the Americans with Disabilities Act (ADA) by vigorously adhering to the accessibility checklist specified in Section 508.
- 25. **Data Universal Number System (DUNS) Number:** 96-1894511
- 26. **Notification regarding registration in Central Contractor Registration (CCR) Database:** registered

GSA Approved Rates – Eff. 10/10/2014

| Labor Category | Minimum Education / Certification Level | Minimum Years of Experience | Unit of Issue | Price offered to GSA (Including IFF) |
|------------------------------|--|------------------------------------|----------------------|---|
| Analyst 1 | Bachelor's Degree | 0 | hour | \$60.03 |
| Analyst 2 | Bachelor's Degree | 2 | hour | \$77.92 |
| Analyst 3 | Master's Degree | 0 | hour | \$94.48 |
| Analyst 4 | Master's Degree | 2 | hour | \$96.53 |
| Associate 1 | Bachelor's Degree | 4 | hour | \$118.44 |
| Associate 2 | Bachelor's Degree | 7 | hour | \$131.63 |
| Senior Consultant | Bachelor's Degree | 9 | hour | \$134.41 |
| Principal Associate | Bachelor's Degree | 10 | hour | \$139.63 |
| Senior Coordinator | Bachelor's Degree | 12 | hour | \$171.04 |
| Project Manager | Bachelor's Degree | 7 | hour | \$160.85 |
| Senior Advisor | Bachelor's Degree | 15 | hour | \$190.46 |
| Program Manager | Bachelor's Degree | 20 | hour | \$196.28 |
| Senior Subject-Matter Expert | Master's Degree | 20 | hour | \$207.08 |
| Senior Facilitator | Ph.D. | 20 | hour | \$273.53 |

LABOR CATEGORY DESCRIPTIONS

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire Mission Oriented Business Integrated Services (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 CRF 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and / or when the contractor adds SCA labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

Analyst 1

| | |
|---------------------------|--|
| Functional Responsibility | Support project status tracking, research tasks, administration and logistics for events and working groups, and other duties as assigned. |
| Minimum Experience | 0 Years |
| Minimum Education | Bachelor's Degree |
| Training / Certifications | none |

Analyst 2

| | |
|---------------------------|--|
| Functional Responsibility | Perform research and analysis, support production of analytical assessments, memoranda, power point briefings and presentations. |
| Minimum Experience | 2 Years |
| Minimum Education | Bachelor's Degree |
| Training / Certifications | none |

Analyst 3

| | |
|---------------------------|--|
| Functional Responsibility | Lead the production of analytical assessments, memoranda, power point briefings and presentations. Manage small teams of research analysts in support of project objectives. |
| Minimum Experience | 0 Years |
| Minimum Education | Master's Degree |
| Training / Certifications | none |

Analyst 4

| | |
|---------------------------|---|
| Functional Responsibility | Perform research and data analysis, lead the production of analytical assessments, memoranda, power point briefings and presentations, and coordinate teams of analysts in support of complex research and analysis tasks. Present analysis to clients in support of project management team. |
| Minimum Experience | 2 Years |
| Minimum Education | Master's Degree |
| Training / Certifications | none |

Associate 1

| | |
|---------------------------|---|
| Functional Responsibility | Lead client interactions, manage internal analysis teams, support survey design, support workshop / exercise design, maintain subject-matter expertise in area of responsibility. |
| Minimum Experience | 4 Years |
| Minimum Education | Bachelor's Degree |
| Training / Certifications | none |

Associate 2

| | |
|---------------------------|--|
| Functional Responsibility | Maintain client relationships, provide supervisory support to analyst staff, support survey design, support workshop / exercise design, identify and refine project requirements, manage internal analysis teams, maintain subject-matter expertise in area of responsibility. |
| Minimum Experience | 7 Years |
| Minimum Education | Bachelor's Degree |
| Training / Certifications | none |

Senior Consultant

| | |
|---------------------------|--|
| Functional Responsibility | Maintain client relationships, lead analyst staff, identify and refine project requirements, assist in problem definition, lead survey design, lead workshop / exercise design, present research, analysis, and recommendations to senior government clients, manage internal analysis teams, maintain subject-matter expertise in area of responsibility. |
| Minimum Experience | 9 Years |
| Minimum Education | Bachelor's Degree |
| Training / Certifications | none |

Principal Associate

| | |
|---------------------------|--|
| Functional Responsibility | Oversee all aspects of project delivery, provide functional leadership for projects and programs, maintain client relationships, and leverage subject-matter expertise to strengthen project delivery. |
| Minimum Experience | 10 Years |
| Minimum Education | Bachelor's Degree |
| Training / Certifications | none |

Senior Coordinator

| | |
|---------------------------|---|
| Functional Responsibility | Coordinate complex projects and events, leverage demonstrated professional experience to accomplish complex technical project objectives, and provide senior council to clients on strategy issues. |
| Minimum Experience | 12 Years |
| Minimum Education | Bachelor's Degree |
| Training / Certifications | none |

Project Manager

| | |
|---------------------------|--|
| Functional Responsibility | Maintain client relationships, provide supervisory support to analyst staff, identify and refine project requirements, maintain project plans, provide project financial oversight and management, maintain project schedules. |
| Minimum Experience | 7 Years |
| Minimum Education | Bachelor's Degree |
| Training / Certifications | Professional Project Manager Certification |

Senior Advisor

| | |
|---------------------------|---|
| Functional Responsibility | Maintain expertise in relevant subject area, present recommendations and analysis to senior government clients, provide advisory support to government clients and manage teams in support of project objectives. |
| Minimum Experience | 15 Years |
| Minimum Education | Bachelor's Degree |
| Training / Certifications | none |

Program Manager

| | |
|---------------------------|--|
| Functional Responsibility | Maintain client relationships, provide supervisory support to analyst staff, identify and refine project requirements, maintain program plans, provide project financial oversight and management, maintain program schedules. |
| Minimum Experience | 20 Years |
| Minimum Education | Bachelor's Degree |
| Training / Certifications | Professional Project Manager Certification |

Senior Subject Matter Expert

| | |
|---------------------------|--|
| Functional Responsibility | Maintain expertise in relevant subject area, present recommendations and analysis to senior government clients, facilitate client workshops and meetings, and oversee stakeholder communication and management functions in support of project objectives. |
| Minimum Experience | 20 Years |
| Minimum Education | Master's Degree |
| Training / Certifications | none |

Senior Facilitator

| | |
|---------------------------|---|
| Functional Responsibility | Maintain expertise in relevant subject area, present recommendations and analysis to senior government clients, facilitate client workshops and meetings, oversee stakeholder communication and management functions in support of project objectives, and provide executive leadership and authoritative expertise in relevant subject area. |
| Minimum Experience | 20 Years |
| Minimum Education | Ph.D. |
| Training / Certifications | none |

COMMERCIAL PRACTICES FOR SUBSTITUTING EXPERIENCE FOR EDUCATION

Experience Substitution Matrix

Additional education over the minimum required in any labor category may be substituted for required experience as follows:

| Required Education | Actual Education | Credit for Additional Experience |
|--------------------|------------------|----------------------------------|
| Bachelor's Degree | Master's Degree | 2 years |
| Bachelor's Degree | Ph.D. | 6 years |
| Master's Degree | Ph.D. | 4 years |

Additional experience over the minimum required in any labor category may be substituted for required education as follows:

| Actual Education | Required Education | Additional Experience Above Minimum Required |
|--------------------|--------------------|--|
| Associate's Degree | Bachelor's Degree | 5 years |
| Associate's Degree | Master's Degree | 10 years |
| Bachelor's Degree | Master's Degree | 3 years |
| Bachelor's Degree | Ph.D. | 7 years |
| Master's Degree | Ph.D. | 5 years |