



**General Services Administration
Mission Oriented Business Integrated Services (MOBIS)**

Authorized Federal Supply Schedule Price List

**FSC Group 874 Class 8741
Contract Number: GS-23F-8050H**



Contract Period: October 1, 2007 through September 30, 2012
Pricelist current through Modification PO-0011 dated October 1, 2007

Contractor: Jefferson Solutions
a division of Jefferson Consulting Group, LLC
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Washington, DC 20005

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Business Size: Other than Small

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On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage!TM, a menu-driven database system. The Internet address for GSA Advantage!TM 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>.

Price List and Customer Information

1. Awarded Special Item Number (SIN)

Consulting Services	874-1
Facilitation Services	874-2
Training Services	874-4
Acquisition Management Support	874-6
Program and Project Management	874-7

1a. Pricing Model

	Hourly Rate
Corporate Executive/Senior Vice President	\$256.73
Vice President	\$221.72
Director	\$194.01
Manager	\$148.62
Research Assistant	\$ 72.06

2. Maximum Order:

\$1,000,000.00

3. Minimum Order:

\$300.00

4. Geographic Coverage (delivery area):

CONUS AND OCONUS

5. Points of Production:

Washington, DC

6. Discounts:

Prices shown herein are net (discount deducted)

7. Quantity Discounts:

5% on awards in excess of
\$500,000

8. Prompt payment terms:

None

9a. Government commercial credit card:

Jefferson Solutions does accept the government commercial credit card.

9b. Government commercial credit card:

Jefferson Solutions does not offer any discounts for orders placed using the government commercial credit card.

10. F.O.B.

Destination

11. Ordering Address:

Jefferson Solutions
1401 K Street, N.W.
Suite 900
Washington, DC 20005

12. Payment Address:

Same as above

Labor Category Names and Rates

SINs 874-1, 874-2, 874-6, 874-7

Labor Category	Hourly Rate
Corporate Executive/ Senior Vice President	\$256.73
Vice President	\$221.72
Director	\$194.01
Manager	\$148.62
Research Assistant/Clerical	\$72.06

SIN 874-4

Training Course	Price
Performance-Based Acquisition Training (including materials)	\$5,895.00

Labor Category Descriptions

1. Corporate Executive/Senior Vice President

Functional Responsibility: Experience conferring with executive management using line of business expertise to define the customer's strategic business goals and advise in the re-engineering of business processes to meet those goals. Develops and applies advanced methods, theories, and research techniques in the investigation and solution of complex and difficult concept, planning, design, and/or implementation problems requiring the expert application of advanced knowledge. He or she is often the highest level of individual contributor and is normally widely recognized for achievements, technical expertise, and meritorious standing within his or her professional field.

Experience: 15+ years of experience with industry.

Education: Ph.D in an associated technical discipline or the equivalent of years of experience

2. Vice President

Functional Responsibility: Experienced in managing a diverse group of functional activities, subordinate groups of technical and administrative personnel. They are senior personnel who not only have responsibility for managing projects, but also possess strong technical skills in training and implementation, facilitation, and program integration.

Experience: 12 years of progressive experience in managing, directing, and implementing projects

Education: 8+ years directly related work experience in the specialized area of responsibility to include formal assignment in a managerial capacity

3. Director

Functional Responsibility: Provides specialized knowledge of complex customer processes and requirements. Applies technical expertise to assist in analyzing, validating and documenting complex operating environments; designs security enhancement plans and manages their implementation. Designs and manages compliance programs to meet federal requirements.

Experience: Must possess technical training or equivalent experience in one of the following types of disciplines: assessments and analysis; contract implementation; decision support; security; acquisition strategies; business process re-engineering; business process analyses, developing RFPS and managing procurements; business or management.

Education: Masters Degree with 10 years of experience. Individuals require the technical training, skills and experience to operate within a government consulting environment. Equivalent experience may be substituted for an advanced degree.

4. Manager

Functional Responsibility: Prepares management plans and reports and coordinates schedules to facilitate completion of proposals, contract deliverables, delivery order review, and briefings/presentations. Performs analysis and evaluation of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues that would require a report and recommend solutions.

Experience: 5 years of experience supporting program management and administrative activities such as budgeting, manpower and resource planning, and financial reporting. Must demonstrate the ability to work independently or under only general supervision. Strategies; business process re-engineering; business process analyses, developing RFPs and managing procurements; business or management.

Education: Bachelors Degree

5. Research Assistant/Clerical

Functional Responsibility: Provides support through undertaking detailed research and data analysis, creating and revising presentations, and assisting in the completion of proposals, briefings and presentations. Will provide follow up on queries and take on special projects as assigned. Applies advanced knowledge of current word processing, spreadsheet, and graphical software products.

Experience: At least 1 year of experience in research and data analysis. Must demonstrate the ability to work independently or under only general supervision.

Education: Bachelors Degree

Introduction to Jefferson Solutions

Jefferson Solutions (Jefferson), the government division of Jefferson Consulting Group, was established on August 1, 1996, to:

- Provide state-of-the-art policy analysis and management support to help federal and state government entities succeed in an environment of fiscal restraint, performance accountability, tangible metrics, personnel downsizing, and regulatory compliance.
- Offer customized training to government and private sector personnel in a variety of management disciplines, with a special emphasis on the acquisition process and acquisition reform.

With a seasoned staff of professionals drawn from senior ranks of federal agencies, Congress and industry, Jefferson offers high-level strategic consulting in the areas of management, acquisition, organizational development, regulatory policy, and business process improvement. Jefferson's President is Dr. Allan V. Burman, the former Administrator for the Office of Federal Procurement Policy under Presidents Clinton, Bush and Reagan.

Consulting Services (SIN 874-1)

Consulting services offered by Jefferson include the following:

- **Performance-Based Acquisition:** Assist in the development of appropriate, meaningful performance metrics to allow agencies to define their needs in terms of "what" is to be accomplished rather than "how" to do the work.
- **Acquisition Reform Training:** Develop and deliver customized training programs and materials for agency personnel to increase understanding and facilitate implementation of recent acquisition reform laws.
- **Acquisition Reform:** Advise and assist in implementation of recent acquisition reform laws.
- **Cost / Benefit Analysis:** Assist in the development and use of cost/benefit models to allow agencies to analyze new capital and other investments in relation to agency strategic mission, plans and objectives.
- **Risk Analysis:** Review and analyze known or postulated threats and system or process vulnerabilities.
- **Policy Development:** Advise and assist in the development of agency policies, regulations and legislative changes for effective implementation of strategic mission, plans and objectives.
- **Benchmarking:** Identify best commercial practices in specified business practice areas and provide implementation assistance.
- **Information Technology Investment Strategies:** Develop and assess business processes to ensure information technology requirements and acquisition plans are aligned with agency strategic plans, objectives and budgeting.
- **Strategic Planning:** Assist in development of strategic and performance plans that identify expected results and link them to program plans, budgets and mission.
- **Change Management / Business Process Reengineering:** Facilitate efforts to identify outmoded processes and effect cultural and organizational change.
- **Chief Information Officer:** Advise and assist on effective incorporation of CIO role and responsibilities into agency program operations and information technology organization and acquisition.
- **Health Care Reform:** Advise and assist in managing the transition to outcome-based managed health care delivery systems.
- **Welfare Reform:** Advise and assist in bringing together various stakeholders and developing new business practices to implement welfare reform.
- **Compliance:** Analyze agency compliance and advise on adhering to public laws affecting public safety, workplace protection, and environmental performance.

Facilitation Services (SIN 874-2)

Jefferson assists agencies in developing new policies, plans and procedures relevant to their basic mission in the following key areas:

- Strategic planning and performance management
- Organizational change management
- Business case development
- Acquisition and procurement process improvements
- Group briefings and discussions
- Development of performance metrics
- Research and data analysis
- Business process reengineering

Training Services (SIN 874-4)

Jefferson specializes in training government agencies and commercial clients in the following areas:

- Performance-Based Acquisition
- Budget concepts and procedures
- Basic procurement
- Business and management improvement services
- Acquisition reform
- Change management

Jefferson has developed a customized training approach to meet the particular objectives of customers. We utilize training manuals, slides, overhead transparencies and presentation software. A minimum of two facilitators are present at each session to ensure the best possible hands-on level of effort.

Jefferson specializes in teaching principles of performance-based acquisition in a format that customers can apply in practice. Facilitators utilize realistic and practical examples that give customers tools needed to implement changes in their approach to conducting business. This ability to change is particularly important as agencies are continually encouraged to increase efficiency and improve management operations.

We work with our customers throughout all stages of the planning and implementation process, identifying key stakeholders, outcomes and challenges to make solutions easily recognizable and clear. Our training sessions incorporate performance metrics, indicators, benchmarking strategies and other measurement indices so customers achieve the highest level of understanding.

Acquisition Management Support (SIN 874-6)

Acquisition Assistance

Jefferson has extensive experience and expertise in all facets of the acquisition process. From developing acquisition plans to drafting Statements of Work to assisting in source selection, Jefferson team members provide expert insight and guidance on effectively and efficiently structuring and managing acquisitions. Jefferson's cadre of acquisition experts has in-depth knowledge and experience in Performance-Based Acquisition and developing practical and effective performance standards and monitoring techniques. Acquisition services provided include:

- Acquisition planning
- Development of acquisition documents
 - Statement of Work
 - Performance Work Statement
 - Statement of Objectives
 - Quality Assurance Surveillance Plan
 - FedBizOpps synopses
 - Entire solicitations (A-M)
- Source selection and proposal evaluation
- Orals support
- Contract Administration guidance

Acquisition Assessment

Jefferson also has extensive experience conducting analysis and providing strategic recommendations and assessments of acquisition processes, policies, workload and workforce skills and competencies. Jefferson has developed acquisition staffing models/algorithms that go beyond cost-to-spend to include detailed workload factors such as simplified acquisitions, performance-based acquisitions, interagency agreements, and many others.

Commercial Services Management/Competitive Sourcing Assistance

Jefferson also possesses extensive knowledge of the commercial services management/competitive sourcing process and has demonstrated abilities assisting competitive sourcing teams. This support includes:

- Developing competition documents
- Establishing appropriate firewalls
- Training competition officials and team members
- Conducting A-76 cost comparison studies
- Providing COMPARE software training
- Developing the Performance Work Statement, Quality Assurance Surveillance Plan, Most Efficient Organization, in-house cost estimates, and transition plans

Program and Project Management (SIN 874-7)

Jefferson assists in redefining and aligning agency goals with the outcomes and mission of an organization. We develop a variety of performance and management tools, metrics and analyses to guide management's strategies for attaining organizational goals and examine how employees must adapt or acquire new skills to meet agency objectives. All the necessary interrelationships are considered from a management perspective, and lead to the seamless integration of people and processes.

This approach is applied to such areas as:

- Developing performance-based execution plans
- Assessing acquisition and/or procurement-related planning processes
- Conducting human capital strategic planning
- Meeting federal policy goals, guidelines, rules and reforms