



General Services Administration Federal Supply Service

Professional Services Schedule (PSS)

Federal Supply Group: 874 Class: R499
Contract Number: GS-10F-0308N



Authorized Federal Supply Schedule Price List

Contract Period: March 27, 2003 through March 26, 2018
Pricelist current through Modification CM-A473

Contractor: ASI Government, Inc.
1655 North Fort Myer Drive
Suite 1000
Arlington, VA 22209-3196
Telephone: (703) 253-6300
Fax Number: (703) 253-6301
Web Site: www.ASIgovernment.com
Business Size: Large

Contacts:

Schedule/Contract Information:

William E. Hall, JD
Director of Contracts
(703) 253-6357 (Voice)
(703) 891-9095 (Fax)

Bill.Hall@asigovernment.com

Payment Information:

Mark Attwa
Sr. Controller
(703) 253-6547 (Voice)
(703) 253-6301 (Fax)

Mark.Attwa@asigovernment.com

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>.

1. CUSTOMER INFORMATION

- 1a. *Awarded Special Item Numbers (SINs) and page number cross-references:*
- | | |
|-----------------|---------|
| SIN C874-1..... | Page 3 |
| SIN C874-4..... | Page 10 |
| SIN C874-6..... | Page 3 |
| SIN C874-7..... | Page 3 |
- 1b. *Lowest-priced model number and lowest unit price for that model for each awarded:*
- Not applicable
- 1c. *Labor Category Descriptions and Hourly Rates:.....*Page 3
2. *Maximum Order:* \$1,000,000.00
3. *Minimum Order:* \$100.00
4. *Geographic Coverage (Delivery Area):* Domestic Only
5. *Point of production:* Same as company address
6. *Discount from list prices:* Government net prices (discounts already deducted)
7. *Quantity Discounts:* Considered on a case-by-case basis
8. *Prompt Payment Terms:* Net 30 days
- 9a. *Government purchase cards are accepted at or below the micro-purchase threshold:*
Yes
- 9b. *Government purchase cards are accepted above the micro-purchase threshold:* Yes
10. *Foreign Items:* None
- 11a. *Time of Delivery:* As agreed in each task/delivery order
- 11b. *Expedited Delivery:* Contact Contractor
- 11c. *Overnight and 2-day Delivery:* Contact Contractor
- 11d. *Urgent Requirements:* Contact Contractor
12. *F.O.B. Point(s):* Destination
- 13a. *Ordering Address:* ASI Government, Inc.
1655 North Fort Myer Drive, Suite 1000
Arlington, VA 2209-3196

- 13b. *Ordering Procedures:* For supplies and services, the ordering procedures, and information on Blanket Purchase Agreements (BPAs), are found in Federal Acquisition Regulation (FAR) 8.405-3.
14. *Payment Address:* ASI Government, Inc.
1655 North Fort Myer Drive, Suite 1000
Arlington, VA 22209-3196
15. *Warranty Provision:* Contractor's standard warranty
16. *Export Packing Charges:* Not applicable
17. *Terms and Conditions of Government purchase card acceptance:* Contact Contractor
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
- 24a. *Special attributes such as environmental attributes:* Not applicable
- 24b. *Section 508 compliance:* Not applicable
25. *Data Universal Numbering System (DUNS) Number:* 96-3009899
26. *System for Award Management (SAM):* Registered
27. *Uncompensated Overtime:* Not applicable
28. Contractor will accept labor hour and firm fixed-price orders.

2. SIN C874-1, INTEGRATED CONSULTING SERVICES

3. SIN C874-4, TRAINING SERVICES: INSTRUCTOR LED TRAINING, WEB BASED TRAINING AND EDUCATION COURSES, COURSE DEVELOPMENT AND TEST ADMINISTRATION, LEARNING MANAGEMENT, INTERNSHIPS

4. SIN C874-6, ACQUISITION MANAGEMENT SUPPORT, AND

5. SIN C874-7, INTEGRATED BUSINESS PROGRAM SUPPORT SERVICES

Partner	\$249.71
Senior Principal.....	\$246.56
Principal	\$218.39
Senior Subject Matter Expert	\$184.57
Senior Consultant	\$176.53
Senior Researcher	\$163.99
Subject Matter Expert	\$163.99
Consultant.....	\$158.24
Management Consultant.....	\$157.10
Senior Specialist	\$128.08
Researcher	\$111.86
Project Manager II.....	\$105.47
Associate Researcher	\$101.36
Specialist.....	\$96.48
Technician.....	\$96.48
Business Analyst II.....	\$93.80
Graphic Artist	\$90.29
Publication Specialist.....	\$90.29
Junior Specialist.....	\$81.10
Junior Technician.....	\$81.10
Project Manager I.....	\$76.43
Administrative	\$60.35

Service Contract Act:

SCA Eligible Labor Category	SCA Equivalent Code/Title	Wage Determination Number
Junior Specialist	13110 – Video Teleconferencing Technician	2005-2013
Junior Technician	13110 – Video Teleconferencing Technician	2005-2013
Graphic Artist	13042 – Illustrator II	2005-2013
Publication Specialist	13042 – Illustrator II	2005-2013
Administrative	01020 – Administrative	2005-2013

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the cited SCA labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCA matrix. The prices offered are in line with the geographic scope of the contract (i.e. nationwide).

Commercial Job Title: **Partner**

Minimum/General Experience: Twenty (20) or more years of Senior organizational management skills, possesses 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. Previous work with Project Directors 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. 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: Provides strong executive level management and direction. Has served in this position for several years and possesses a broad understanding of the client's industry. Partner 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. Understands 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. Provides management and technical review, industry insight, issue resolution, and employs proven problem solving techniques, directs critical decision making.

Minimum Education*: Master's degree

Commercial Job Title: **Senior Principal**

Minimum/General Experience: Eighteen (18) years of experience, including operating at the SES level or senior GM-15 (e.g., heads of major contracting organizations) in Federal civilian agencies or equivalent positions in the military or industry.

Functional Responsibility: Offers policy recommendations and lays out the acquisition strategy for major agency acquisitions.

Minimum Education*: Master's degree

Commercial Job Title: **Principal**

Minimum/General Experience: Fifteen (15) years of experience, including operating at the SES level or senior GM-15 (e.g., heads of major contracting organizations) in Federal civilian agencies or equivalent positions in the military or industry. Current Principals include a former Director of Acquisition for the Defense Information Systems Agency and a former Associate Administrator of the Office of Procurement Policy (OFPP).

Functional Responsibility: Lays out the acquisition strategy and recommends staff for major Agency acquisitions.

Minimum Education:* Master's degree or equivalent experience (see p. 9)

Commercial Job Title: **Senior Subject Matter Expert**

Minimum/General Experience: Fifteen (15) years of experience working in specific acquisition disciplines. Examples include the former SES Program Executive Officer for Information Technology for the Air Force and the former head of the Air Force's Cost Estimating unit.

Functional Responsibility: Provides advice and consultation in a specialized area of acquisition expertise.

Minimum Education:* Bachelor's degree

Commercial Job Title: **Senior Consultant**

Minimum/General Experience: Ten (10) years of direct business/analytical experience, of which at least 7 years must be specialized. Specialized experience includes demonstrated experience in areas specifically relevant to the order's tasks. Must have served as a team leader in directly related business/analytical areas.

Functional Responsibility: Works with the senior management level of Departments and agencies to develop acquisition strategies for major system acquisitions.

Minimum Education:* Bachelor's degree

Commercial Job Title: **Subject Matter Expert/Senior Researcher**

Minimum/General Experience: Fifteen (15) years of experience working at the highest levels of government or industry. For example, held a variety of positions in acquisition, including Director of Administration for a Federal agency.

Functional Responsibility: Provides acquisition expertise for agency acquisitions.

Minimum Education:* Bachelor's degree, or equivalent experience (see p. 9)

Commercial Job Title: **Consultant**

Minimum/General Experience: Eight (8) years of direct business/analytical experience relevant to the order's tasks. An advanced degree may be substituted for direct experience using a year-to-year equivalence, or a bachelors degree in a specifically relevant business/analytical area or technical area, such as computer science/engineering or mathematics, may be substituted for 1 year of experience.

Functional Responsibility: Under minimal direction, provides research and analysis support. Researches and analyzes data related to a project topic. Documents and summarizes the results to be used in developing client recommendations. Leads in developing programs and implementing solutions to meet the client's needs. Develops programs and implements solutions to meet the client's needs. May lead low-risk client engagements. Plans, schedules, and controls phases of projects using established processes.

Minimum Education:* Bachelor's degree

Commercial Job Title: **Management Consultant**

Minimum/General Experience: Twelve (12) or more years of experience within the industry, including supervisory or management experience.

Functional Responsibility: Demonstrates thought leadership in a key business and/or functional area and the business application of technology. Develops, maintains and extends relationships with clients at top management levels. Plans, directs and coordinates business projects including consultation, privatization and project management engagements. Determines client requirements and translates these requirements into operational plans. Provides guidance to project leadership team and management in directing project activities and formulating contingency plans such as schedule revisions, manpower adjustments, fund allocations, and work requirements. Provides guidance in strategic systems planning to project team and/or client's work team.

Minimum Education:* M.S. degree in a technical or functional discipline

Commercial Job Title: **Senior Specialist**

Minimum/General Experience: Fifteen (15) or more years of acquisition experience in managing large, complex programs and services.

Functional Responsibility: Well versed in new acquisition reforms and streamlining techniques as well as both commercial and government best

practices and lessons learned. Experience performing in senior capacities in one or more of the acquisition life-cycle disciplines (e.g., mission, business, and IRM planning; program management; technical; procurement; source selection; and contract management). Typically has held positions as GM-14 or equivalent and is comfortable with interacting on a daily basis with customers' senior management and decision-makers.

Minimum Education:* Bachelor's degree

Commercial Job Title: **Researcher**

Minimum/General Experience: Ten (10) or more years of Extensive experience as a hands-on contracting staff, including serving as analysts in policy-type positions. For example, a 30+year career in procurement, including service as a senior Contracting Officer and Manager at a major civilian agency as well as significant time as a policy analyst.

Functional Responsibility: Researches applicable laws and case history of multiple aspects of an acquisition.

Minimum Education:* Bachelor's degree

Commercial Job Title: **Project Manager II**

Minimum/General Experience: Six (6) years of experience in a related field.

Functional Responsibility: Manages and oversees work performance of one or more task orders. Responsible for planning, managing, and overseeing work efforts of project team personnel. Interfaces with the client to ensure satisfaction. Determines and monitors task order schedules and budgets. Ensures compliance with all contract and task order requirements and quality standards. Provides guidance, direction and ultimate management for all MOBIS projects, and reviews all *service and products for conformance to client requirements*.

Minimum Education:* B.S. /B.A. degree

Commercial Job Title: **Associate Researcher**

Minimum/General Experience: Five (5) years of experience as hands-on contracting staff.

Functional Responsibility: Under the supervision of a researcher, researches applicable laws and case history of multiple aspects of an acquisition.

Minimum Education:* Bachelor's degree

Commercial Job Title: **Specialist/Technician**

Minimum/General Experience: Seven (7) years of acquisition-related experience in one or more of the acquisition life-cycle disciplines (e.g., mission, business, and IRM planning; program management; technical; procurement; source selection; and contract management). Typically has held positions as GS-12 or -13.

Functional Responsibility: Provides acquisition expertise in a specialty area.

Minimum Education:* Associate's degree

Commercial Job Title: **Business Analyst II**

Minimum/General Experience: Six (6) or more years of experience in a related field.

Functional Responsibility: Responsible for analysis of business processes, data gathering and collection, formulation of solutions to complex business problems, operational research, process analysis and design. Implements recommendations to facilitate and optimize process improvements. Provides management consulting services.

Minimum Education:* B.S. / B.A. degree

Commercial Job Title: **Graphic Artist/Publication Specialist**

Minimum/General Experience: Experience in providing business graphics, process flow diagrams, etc., for use in management/business presentations.

Functional Responsibility: Skilled in translating complex ideas into easy-to-understand business and management graphics. Expert in enhancing management studies, business process reviews, etc., by adding charts, tables, business process flow diagrams, and other graphics essential to the reader's understanding of the message.

*Minimum Education:
Experience* High School Diploma + 15 Years
 Associates + 10 Years
 Bachelors + 5 Years

Commercial Job Title: **Junior Specialist/Technician**

Minimum/General Experience: Two (2) years of acquisition-related experience in one or more of the acquisition life-cycle disciplines (e.g., mission, business, and IRM planning; program management; technical; procurement; source selection; and contract management). Typically has held positions as GS-7, -9, or -11, or equivalent positions in industry.

Functional Responsibility: Provides acquisition expertise in a specialty area.

Minimum Education:* Associate's degree

Commercial Job Title: **Project Manager I**

Minimum/General Experience: Four (4) years of experience in a related field.

Functional Responsibility: Manages and oversees work performance on small to medium size task orders or manages a portion of a larger task under the guidance of more senior project manager. Assists in preparing and maintaining the project schedule and budget. Assists in preparing and delivering status reports to the client. For small to medium size projects, can serve as primary point of contact for the client. Assists in managing staff, budget and prioritization of tasks.

Minimum Education:* B.S. /B.A. degree

Commercial Job Title: **Administrative**

Minimum/General Experience: Experience in administrative support positions

Functional Responsibility: Arranges meetings, copies and produces deliverables, etc.

Minimum Education: High School diploma + 8 Years
Experience Associates + 4 Years

Substitution Table

Degree	Related Experience Substitution
Associate's	High School Diploma + 2 Years
Bachelor's	Associates + 5 years
Master's	Bachelors + 2 years
PhD	Masters + 3 years

3. SIN C874-4,: TRAINING SERVICES

Course Name: Seven Steps to Performance-Based Acquisition (PBA 500)

Course Price: \$9,571.25 per class

Course Length: Three (3) days

Maximum Participants: 24

Minimum Participants: None

Description: Acquisition teams gain practical experience drafting Statements of Objectives and related documents. Our team-based format familiarizes the acquisition teams with the performance-based approach and provides valuable experience with collaboration and teamwork.

Course Name: The Six Disciplines of Performance-Based Project Management (PBM 500)

Course Price: \$6,397.63 per class

Course Length: Two Days (2) days

Maximum Participants: 24

Minimum Participants: None

Description: At the heart of performance-based contracting is managing for results. Contract award is only the beginning of the process. Acquisition delivers results through contract performance. This two-day course focuses on the seventh step, Deliver Results through Partnership, of our Seven Steps to Performance-Based Acquisition™ course. We teach participants how to manage performance with an unwavering focus on outcome. Our course integrates the six key disciplines of performance-based project management into the acquisition process.

Course Name: Strategic Business Advisors (PWS 500)

Course Price: \$6,397.63 per class

Course Length: Two (2) days

Maximum Participants: 24

Minimum Participants: None

Description: This two-day course focuses on the need to and the “how to” transition contracting professionals from a transaction-based, compliance-oriented role to a highly valued strategic asset for the organizations they serve. Students will develop an understanding of the importance of the strategic business advisor role and responsibilities, learn techniques for the development of business acumen and interpersonal skills, and gain industry insights on how to achieve greater mission results. The course includes a combination of lecture, case studies, and class exercises.

Course Name: **Writing a Performance Work Statement and Quality Assurance Surveillance Plan (PWS 500)**

Course Price: \$6,397.63 per class

Course Length: Two (2) days

Maximum Participants: 24

Minimum Participants: None

Description: Writing a Performance Work Statement (PWS) or Statement of Objectives (SOO) is a critical step in describing the Government’s needs, objectives, and constraints. It is step three of our seven-step process to develop a performance-based acquisition structured around the desired outcome. The PWS/SOO is a straightforward presentation of all the critical information that contractors will need to develop their best strategy to assure that the government’s outcomes are achieved. Another critical document is the Quality Assurance Surveillance Plan (QASP). A QASP documents how the contract will be monitored and is critical to ensuring the following:

Systematic quality assurance methods are used in the administration of the performance-based contract,

The contractor performs in accordance with performance measures and metrics set forth in the contract documents,

The Government receives the quality of services called for in the contract, and

The Government only pays for the acceptable level of services received.

The QASP should focus on the quality, quantity, and timeliness of the outcomes to be delivered by the contractor, and not on the steps required or procedures used to provide the product or service. The QASP should be linked to the contractor generated

QAP and to the SOO/PWS. Further, if the contract is incentivized the award fee plan and award fee evaluation should be reflect achievement of the QASP measures and metrics

Acquisition Solutions brings to the classroom the most current and useful acquisition knowledge. In our consulting business, Acquisition Solutions works side-by-side with many Federal agencies in developing and executing performance-based solutions to solve their acquisition challenges—we are with our clients every step of the way. These real-life lessons become part of the learning environment that we create in the classroom. Our goal is to help the acquisition workforce improve program performance.

Performance-Based Acquisition and using the PWS/SOO approach operates on the premise that agencies should acquire results instead of compliance with pre-determined Government solutions. Simply stated, the agency acquisition process should focus on what it wants the contractor to achieve to support mission accomplishment, not dictate how the contractor should perform. The Government identifies the problem it wants solved and the constraints within which any solution must be implemented, and competitors identify the best solution to meet the objective within the identified constraints. This competition of ideas lowers the risk to the Government making poor technical decisions by tapping into the expertise, creativity, and innovation available in the industry. The Government therefore shifts more of the risk of technical decision-making to the entity best situated to make good decisions. Performance-based approaches to source selection and program management thus directly link the acquisition process with agency mission objectives.

<i>Course Name:</i>	The Essential Elements of Earned Value Management (EVM 500)
<i>Course Price:</i>	\$6,397.63 per class
<i>Course Length:</i>	Two (2) days
<i>Maximum Participants:</i>	24
<i>Minimum Participants:</i>	None
<i>Description:</i>	We have designed our Essential Elements of Earned Value Management™ course to teach the fundamentals of EVM and the skills implement EVM successfully. We focus on the roles and methodologies that are crucial for today's acquisition professionals and address the Office of Management and Budget (OMB) policies that establish requirements for managing to cost, schedule, and performance thresholds. This highly

interactive and engaging 2-day course is designed to give government managers and contracting professionals a holistic view of the methodology behind the formulas. Students will come away with a thorough understanding of how establishing project scope and baselines support the vital process of continuous contract performance management. Designed especially for contracting officers and CORs involved in planning, negotiating, and managing complex contracts, the course makes EVM clear and ready to apply. You'll learn the practical step-by-step approach for using EVM to manage acquisition projects, sustain the performance measurement baseline, and make better business decisions.

Course Name: **Strategic Sourcing: Key Elements**

Course Price: \$6,397.63 per class

Course Length: Two (2) day

Maximum Participants: 24

Minimum Participants: None

Description: This two-day, highly interactive course, students will learn what it takes to build a comprehensive strategic sourcing plan that transforms their organization and improves acquisition life-cycle results – saving time, reducing costs, and enhancing mission outcomes. This course provides a simple yet highly effective process approach to strategic sourcing assessments, implementation, and results measurement. Students address topics like analytical techniques, strategic sourcing, and communications plans, managing acquisition at an enterprise level, and building relationships with customers and suppliers.

Course Name: **Conducting Effective Market Research (MKT 500)**

Course Price: \$4,483.38 per class

Course Length: One (1) day

Maximum Participants: 24

Minimum Participants: None

Description: Effective market research and planning is the key to mission success; it is necessary to successfully target the appropriate marketplace and structure program objectives in a way that takes full advantage of commercial best practices, metrics, and incentives. We present the best techniques for gathering important market information.

Unexpected and valuable information often comes to light when performing market research. Our training reflects the best practices gained from our real-world experience in conducting market research. Our course provides the skills necessary to plan, execute, and document a successful market research effort.

Acquisition Solutions' Conducting Effective Market Research™ course includes some lecture to convey the concepts and policies related to conducting market research. However, our approach is designed to foster lasting learning by helping students to put theory into practice immediately, through an interactive training experience that includes a number of real-world, practical hands-on exercises.

Acquisition Solutions proposes to provide training that focuses on how market research efforts can provide meaningful data to support individual acquisition strategies. Our training will be tailored to specific projects under current development within the student's agency and will include practical exercises in performing market research.

Labor Categories available under SIN C874-4:

Partner	\$249.71
Senior Principal	\$246.56
Principal	\$218.39
Senior Subject Matter Expert	\$184.57
Senior Consultant	\$176.53
Senior Researcher	\$163.99
Subject Matter Expert	\$163.99
Consultant.....	\$158.24
Management Consultant.....	\$157.10
Senior Specialist	\$128.08
Researcher	\$111.86
Project Manager II.....	\$105.47
Associate Researcher.....	\$101.36
Specialist.....	\$96.48
Technician.....	\$96.48
Business Analyst II.....	\$93.80
Graphic Artist	\$90.29
Publication Specialist	\$90.29
Junior Specialist.....	\$81.10
Junior Technician.....	\$81.10
Project Manager I.....	\$76.43
Administrative	\$60.35