

General Service Administration

Federal Supply Service

Authorized Federal Supply Schedule Pricelist

On-line access to contract ordering information, term 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.fss.gsa.gov>

Schedule for Management, Organizational & Business Improvement Services (MOBIS)

FEC Group 874
FSC Class: 8742
Contract Number: GS-10F-0202J

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

Contract Period: September 1, 1999 through September 30, 2004

Contractor: Bert Smith & Co. Business Size: Large
1401 New York Avenue, NW Suite 540
Washington, DC 20005

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Toll-free WATS: 1-800-888-9612
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Contract Administration: Leon Walker

CUSTOMER INFORMATION

- 1a. Table of Awarded Special Item numbers: SIN874-1 Consultation Services
SIN874-2 Facilitation Services
SIN874-3 Survey Services
- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded.

See attached pricelist.

CUSTOMER INFORMATION (continued)

2. Maximum Order Limitation: \$1,000,000
3. Minimum Order: \$300
4. Geographic coverage (Delivery Area): Domestic Delivery Only
5. Point(s) of production: (city, county, and State or foreign country). Same as Contractor
6. Discount from list prices or statement of net price: Prices shown on attached price list are net prices with discount included.
7. Quantity discounts: Already included in net pricing, per attached Price list
8. Prompt payment terms: Net 30 days
9. Annotate type of Government commercial credit card that is accepted: VISA
10. Foreign items (items by country of origin). None
- 11a. Time of Delivery: As specified on Individual Task Order
- 11b. Expedited Delivery: As specified on Individual Task Order
- 11c. Overnight and 2 day delivery. Contact Contractor for rates for overnight and 2 day delivery.
- 11d. Urgent Requirements: Contact the Contractor's representative to effect a faster delivery.
12. FOB Point(s): Domestic Delivery Only
13. Ordering Address(es): Same as Contractor
14. Payment Address(es): Same as Contractor
15. Warranty provision: product warranty and conditions are those forth in contract clause 552.246-14.
16. Export packing charges: N/A contact if required
17. Terms and conditions of government commercial credit card acceptance. (\$2500 for each purchase).

LIST OF SERVICES PROVIDED

SIN874-Consultant Services:

- Business process Improvement
- Business process Reengineering
- Design Internal Control Structures
- Business and Strategic Planning
- Management and Financial Information System Consulting
- Performance Audits
- Performance Measurements and Indicators
- Benchmarking
- Activity Based Costing
- Procedures and manuals

SIN 874-2Facilitation Services:

- Planning and facilitating meetings
- Build consensus and handle conflicts
- Spark critical synergy and creative energy by observation, diagnosis, and intervention.
- Handling communications across functional boundaries
- Use analytical and organizational skills to get team members to think strategically to solve problems, and shoulder responsibility
- Facilitate implementation of strategic plans.
- Ensure that each stage of the planning and implementation process is smoothly facilitated.

SIN 874-3Surveys:

- Make inquiries about what is done, how it is done and when it is done?
- Answer questions for management such as how well has the staff perform a process, how well did they understand or is there a better way of doing a particular process?
- Recommend a course for either continues process improvement or a radical change by BPR.

Bert Smith experience in providing management, organizational, and business improvement services to clients in the public and private sectors.

The Bert Smith & Co. approach to serving many of our clients has been to help management identify opportunities for more effective and efficient operations, and to strategies for reaching their objectives. This approach enhances the more typical services that our firm provides to our clients and considers all of the many aspects of operations that affect profitability and efficiency. As a result of the clients year after year. Our clients have come to rely on the sourcefulness of a Bert Smith engagement team to identify areas of non-conformance with current regulatory changes, while assuring that the advantages of changes and best business practices are applied as well.

Bert Smith is capable of providing a wide array consulting services in support of agencies management, organizational, and business improvement efforts. Our consultants are available to formulate unique creative approaches and solutions to the many challenges that faces agencies in today's ever-changing environment.

The Bert Smith Consulting Group has provided consulting services to a number of agencies and organizations, including the following:

Federal Government

- Department of Transportation
- Department of Education
- Department of Justice
- Department of Housing & Urban Development
- Federal Emergency Management Agency
- Department of Defense
- Department of Interior
- Pension Benefit Guaranty Corporation
- Federal Deposit Insurance Corporation
- Department of Health and Human Services
- Health Care Finance Administration
- Small Business Administration

Other Government and Private Organizations

- District of Columbia
- City of Philadelphia
- State of Delaware
- Metropolitan Washington Airport Authority

Maryland Lottery Agency
 G.E. Financial Services
 Howard University
 University of the District of Columbia
 Arlington County, VA

Management, Organizational, and Business Improvement Services

Schedule of Hourly Labor Rates for the Period September 1, 1999 - September 30, 2001

Consulting - SIN 874-1

Partner	&nbs p;	\$125.68
Senior Manager		\$94.76
Managing Associate		\$84.79
Senior Associate	& nbsp;	\$71.82
Intermediate Associate		\$64.84
Associate	&n bsp;	\$54.86
Research Assistant		\$47 .88
Senior Systems Analyst		\$103.74
Systems Analyst	&n bsp;	\$90.77
Clerical		\$29.92

Consulting - SIN 874-2

Partner	&nbs p;	\$125.68
Senior Manager		\$84.79
Managing Associate		\$79.80
Senior Associate	& nbsp;	\$64.84
Intermediate Associate		\$54.86
Associate	&n bsp;	\$51.87
Research Assistant		\$47 .88
Senior Systems Analyst		\$103.74
Systems Analyst	&n bsp;	\$90.77
Clerical		\$29.92

Consulting - SIN 874-3

Partner	&nbs p;	\$124.69
Senior Manager	&nb sp;	\$84.79

Managing Associate	\$74.81
Senior Associate	& nbsp; \$64.84
Intermediate Associate	\$54.86
Associate	&n bsp; \$49.87
Research Assistant	\$41 .89
Senior Systems Analyst	\$103.74
Systems Analyst	&n bsp; \$90.77
Clerical	\$29.92