



General Services Administration (GSA) Federal Service Supply (FSS) Schedule  
for  
Mission Oriented Business Integrated Services (MOBIS)

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**GENERAL SERVICES ADMINISTRATION**

Federal Supply Service  
Authorized Federal Supply Schedule Price List

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!*<sup>™</sup>, a menu driven database system.

The Internet address for *GSA Advantage!*<sup>™</sup> is  
<http://www.GSAAdvantage.gov>

Schedule for

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

**Federal Supply Group:** 874

**Class:** R499

**Special Item Number Services:** 874-1 Consulting Services  
874-1RC Consulting Services



Section 833 of the National Defense Authorization Act allows state and local governments to purchase products and services to facilitate recovery from a major disaster. The following SIN includes Recovery Purchasing: 874-1RC.

**Contract Number:** GS-1OF-0119S

**Contract Period:** January 23, 2006 through January 22, 2011

**Contractor:** **Performance-based Solutions, Inc. (PbSi)**

**Address:** 5113 Leesburg Pike, Suite 306  
Falls Church, VA 22041

**Telephone:** (703) 575-6464

**FAX:** (703) 575-6467

**Website:** [www.taskpbsi.com](http://www.taskpbsi.com)

**E-mail:** [jwoodard@taskpbsi.com](mailto:jwoodard@taskpbsi.com)

**Contract Administration:** Jacqueline Woodard

**Business Size:**

Small, Disadvantaged, 8(a), Woman Owned

Pricelist current through Modification # FX-47, Recovery Purchasing

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



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## Customer Information

1a. Table of Awarded Special Item Number with appropriate cross-reference to page numbers:

874-1 Consulting Services

874-1RC Consulting Services

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the 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.

1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.

2. Maximum Order:

\$1,000,000.00

3. Minimum Order:

\$300.00

4. Geographic Coverage (delivery Area):

Domestic only

5. Point(s) of production (city, county, and state or foreign country):

Same as company address

6. Discount from list prices or statement of net price:

Government net prices (discounts already deducted). See the following.

7. Quantity discounts:

None offered

8. Prompt payment terms:

Net 30 days

9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold:

Yes



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**9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:**

Yes

**10. Foreign items (list items by country of origin):**

None

**11a. Time of Delivery (Contractor insert number of days):**

Specified on the Task Order

**11b. Expedited Delivery.**

Contact Contractor

**11c. Overnight and 2-day delivery.**

Contact Contractor

**11d. Urgent Requirements.**

Contact Contractor

**12. F.O.B Points(s):**

Destination

**13a. Ordering Address (es):**

Same as company address

**13b. Ordering procedures:**

For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) and a sample BPA can be found at the GSA/FSS Schedule homepage (<http://www.fss.gsa.gov/schedules>).

**14. Payment address (es):**

Same as company address

**15. Warranty provision:**

Contractor's standard commercial warranty

**16. Export Packing Charges (if applicable):**

N/A

**17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):**

Contact Contractor

**18. Terms and conditions of rental, maintenance, and repair (if applicable):**

N/A



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- 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 applicable):  
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 information:  
N/A
- 25. Data Universal Numbering System (DUNS) number:  
11-9621626
- 26. Notification regarding registration in Central Contractor Registration (CCR) database:  
Registered



## **About Performance-based Solutions, Inc. (PbSi)**

Performance-based Solutions, Inc. (PbSi) provides management consulting, business integration and information technology solutions to assist public and private sector customers to develop and implement strategies to meet evolving statutory, regulatory, policy and procedural requirements. These services include project management, process and productivity improvement, customer service enhancement, logistics support, benchmarking and surveying, training and developing annual operating plans.

PbSi provides expert advice, assistance, guidance, facilitation and decision support services. PbSi has successfully assisted clients to respond to organizational mandates, improve mission performance within changing environments and to manage change. PbSi possesses high quality performance and technical capabilities required to: offer value-added methodologies; deliver prioritized plans; complete requirements definition and process documentation requirements; deliver process improvement strategies and facilitate stakeholder acceptance.

Within human resources management organizations, PbSi conducts performance evaluations and designs competency-based approaches for identifying workforce training needs and developing performance management plans. Also, PbSi designs classroom training, self-study training modules, and computer-based training for technical professionals; and inventories knowledge, skill, and abilities to align training needs with position descriptions and performance expectations. PbSi is well-equipped to ensure that these activities are effectively integrated with training and facilitation strategies designed to institutionalize these processes and quality assurance activities that facilitate proper oversight.

Additionally, PbSi places significant emphasis on establishing performance measures to evaluate the success and effectiveness of overall efforts; and on identifying and providing recommendations for mitigating, managing and eliminating risks.



## About the GSA MOBIS Schedule

GSA's MOBIS Schedule which offers Federal agencies quick and easy access to service requirements that can be tied to a business improvement initiative. Eligible customers include all agencies of the Federal Government, the Washington, DC government, and the U.S. Postal Service.

This contract was designed to enable Federal managers to meet the many challenges in improving organizational efficiency while complying with federal rules, regulations, and budgetary constraints. MTS' MOBIS offerings provide proven methods to meet these challenges with efficient and cost-effective management solutions. Under the MOBIS contract, MTS will provide consulting, facilitation, survey, and program integration and project management services.

## To Order MOBIS Services

To obtain GSA MOBIS Schedule services and products, Federal agencies work directly with approved GSA MOBIS contractors.

- For delivery orders under \$2,500 – agencies can order services simply by placing an order directly with their contractor of choice.
- For delivery orders over \$2,500 – agencies use the following simplified procedure for placing an order:

### ***Step 1: Prepare a Request for Quotes to include:***

- A performance-based statement of work that outlines the work to be performed
- Type of task order (i.e., Labor Hour (LH), Firm Fixed Price (FFP), etc.)
- Basis to be used for contractor selection (i.e., best value, etc.)

### ***Step 2: Transmit the Request for Quotes to contractors:***

- Select at least three (more if TO is over \$1M) qualified contractors on the schedule
- Send Request for Quotes to selected contractors

### ***Step 3: Evaluate quotes:***

- Evaluate responses based upon the factors identified in the Request for Quotes



**Step 4: Select the contractor to receive the order:**

- Place the order directly with the schedule contractor that represents the best value and results in the lowest overall cost alternative (considering price, special qualifications, administrative costs, etc.)
- Issue directly from requesting government agency's contracting office to the selected contractor without GSA involvement in the procurement process. All task order reporting requirements and remission of fees to GSA are the responsibility of the contractor.

**Scope of Services**

Under the MOBIS contract, PbSi will provide consulting services. These services could include:

**SIN 874-1: Consulting Services.** Examples of consultation include, but are not limited to:

- strategic, business and action planning
- high performance work
- process and productivity improvement
- systems alignment
- leadership systems
- organizational assessments
- cycle time
- performance measures and indicators
- program audits, and evaluations

*Note:* May also include studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts.

**SIN 874-1RC: Disaster Recovery**

This SIN authorizes the use of this Federal Supply Schedule by state and local governments to facilitate recovery from major disasters, terrorism, nuclear, biological, chemical, or radiological attacks.



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**Labor Category Descriptions**

| Labor Category    | Minimum General Experience  | Minimum Education  | Description/Scope of Responsibilities  |
|-------------------|---|--|--|
| Program Manager V | Recognized as a leader in the field. Has exercised authority and responsibility for day-to-day management of supervisory personnel; complex multi-disciplined programs, including technical and administrative oversight of subordinate supervisors, team leaders and staff, tasks and internal and external resources.   | Masters degree with 15 years of general experience to include 10 years of specialized experience. Additional experience may be substituted for education, and specialized experience in excess of ten years may sufficiently substitute for general experience at the discretion of the Government.  | Responsible for supervising high-level professional and subordinate supervisors tasked with large or multiple complex tasks related to mission-oriented business integration projects. Directs the work of larger teams tasked with ongoing programmatic responsibilities as well as possibly directing the work of individual Project Managers. Ensures the accuracy and timeliness of deliverables, including status reports for a single larger ongoing program or multiple projects or tasks. This person may also directly provide expert advice and assistance.  |
| Consultant V      | Recognized as a leader in the field. Has exercised independent authority and responsibility for day-to-day management of project staffs, including technical and administrative oversight and resources. Has independently developed policy guidance, and made high-level recommendations for policy implementation. Has demonstrated experience developing and applying highly advanced principles, concepts and techniques. | Ph. D with 15 years of general experience to include 10 years of specialized experience. Additional experience in excess of 15 years may be substituted for education, and specialized experience in excess of 10 years may sufficiently substitute for general experience at the discretion of the Government. Additional consideration will be given to demonstrated specific/relevant experience. | May serve as the project manager or senior technical lead on complex tasks requiring specific technical leadership. Provides the highest level of independent consultation, executive guidance, and independent technical direction and implementation planning in support of client business improvement initiatives. Develops and applies highly advanced principles, concepts and techniques appropriate to providing senior leadership, analysis, guidance or insight into the scientific or technical discipline under evaluation. May plan, conduct or supervise contracts or complex projects of major significance, requiring technical expertise or the ability to develop and apply methods and procedures. May perform advanced analyses of policies and strategies; conduct process or activity flow, analysis or design; operations research; simulation and data modeling using automated tools; developing and providing training materials; or related skills. |



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| Labor Category | Minimum General Experience  | Minimum Education   | Description/Scope of Responsibilities  |
|----------------|---|---|--|
| Consultant III | Recognized among peers in the field. Has exercised authority and responsibility for leadership of project staffs, including technical and administrative oversight and resources. Has developed, individually or as a member of teams, policy guidance, and made high-level recommendations for policy implementation. Has demonstrated experience developing and applying highly advanced principles, concepts and techniques. | Master's degree with 10 years general experience to include 7 years specialized experience. Additional experience may be substituted for education, and specialized experience in excess of seven years may sufficiently substitute for general experience at the discretion of the Government.     | Provides expert, independent services and research on an as-required basis to mission-oriented business integration projects. Ensures proper definition of the issues and assists in developing and monitoring business/project plan, to ensure success, through coordinated contacts with the client. Applies broad, complete, understanding of principles, concepts and techniques appropriate to serving as a scientific or technical resource providing analysis, guidance, and insight into the scientific or technical discipline under evaluation; performs analyses of policies and strategies; also may conduct process or activity flow, analysis or design; operations research; simulation and data modeling using automated tools; developing and providing training materials; and related skills gained through extensive study and experience. |
| Consultant II  | Has demonstrated ability to exercise authority and responsibility on project teams, including technical and administrative oversight and resources. Has developed, individually or as a member of teams, policy guidance, and made high-level recommendations for policy implementation. Has demonstrated experience developing and applying principles, concepts and techniques in area of concentration.                      | Master's Degree with 8 years of general experience to include 5 years of specialized experience. Additional experience may be substituted for education, and specialized experience in excess of five years may sufficiently substitute for general experience at the discretion of the Government. | Applies broad, complete, understanding of principles, concepts and techniques appropriate to serving as a scientific or technical resource providing analysis, guidance, and insight into to mission-oriented business integration projects; performs analyses of policies and strategies; also may conduct process or activity flow, analysis or design; operations research; simulation and data modeling using automated tools; developing and providing training materials; and related skills gained through extensive study and experience. Also may lead the development of outreach strategies and the design and production of communications materials. Demonstrates the skill and ability to perform complex professional tasks and develop innovative solutions.   |



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| Labor Category            | Minimum General Experience  | Minimum Education  | Description/Scope of Responsibilities   |
|---------------------------|---|--|---|
| Subject Matter Expert III | Recognized among peers as an expert with advanced knowledge in a specialized scientific, engineering or technical area. Has exercised authority and responsibility for leadership of technical project teams or technical components of deliverables developed by teams. Has developed, individually or as a member of teams, policy guidance, and made high-level recommendations for policy implementation. | Master's Degree with 10 years experience to include 7 years of specialized experience. Additional experience may be substituted for education, and specialized experience in excess of seven years may sufficiently substitute for general experience at the discretion of the Government.   | Provides subject matter expertise, executive guidance, and technical direction and implementation planning, in support of client business initiatives such as scientific and engineering applications, social science, financial data, compliance issues, regulatory affairs, review and improvement of agency planning and budgetary processes, grant management processes, application modeling, and strategic and tactical enterprise support. Possesses experience in business process facilitation, reengineering, training, methodology development, best practice modeling, and organizational development through information systems.  |
| Project Manager I         | Has exercised authority and responsibility for day-to-day supervision, including technical and administrative oversight of staff, tasks and resources. Has made high-level recommendations for policy implementation. Has assigned, reviewed and ensured the quality of work performed by subordinates. Has demonstrated leadership in project support in a government or commercial contracting environment. | Bachelor's Degree with 5 years of senior technical leadership or supervisory experience to include 3 years of specialized experience. Additional consideration will be given to demonstrated specific/relevant customer specific experience.   | Responsible for handling the day-to-day management and administration of project tasks, developing detailed work plans and scheduling in response to customer requirements and requests, assigning staff responsibilities and supervising staff efforts. Utilizes, maintains control over, and redirects available resources as necessary to complete tasks in accordance with scheduled milestones and budgetary constraints to mission-oriented business integration projects. Performs quality checks of all work products, and is responsible for formulating and enforcing work standards. Interacts continuously with government technical representatives to present interim results, discuss concerns, and ensure total product/service satisfaction. |
| Program Analyst II        | Complete to in-depth knowledge of principles, concepts and techniques appropriate to program management and analysis, planning, scheduling, logistics, and data analysis. Demonstrates the skill and ability to perform complex tasks and develop innovative solutions. Able to communicate effectively and clearly present recommendations, technical approaches and findings.                               | Master's Degree with 5 years of general experience to include 3 years of specialized experience in program management or analysis. Additional experience may be substituted for education, and specialized experience in excess of 3 years may sufficiently substitute for general experience at the discretion of the Government. | Within defined objectives, but with considerable latitude, performs in a professional position requiring an in-depth knowledge and capability to perform independent, complex analysis, concept formulation, and new method identification. Interacts with project staff and clients. This individual must be capable of providing analysis, planning, requirements definition, evaluation of alternatives in technical approaches and associated cost analyses for creating or upgrading system performance. Performs and assists in the performance of risk identification, analysis and mitigation; computations of ROI; value engineering and management; and cost-benefit analysis associated with mission-oriented business integration projects.       |



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| Labor Category | Minimum General Experience  | Minimum Education   | Description/Scope of Responsibilities   |
|----------------|---|---|---|
| Analyst III    | Has exercised authority and responsibility for day-to-day technical oversight of staff, tasks or resources. Has developed policy guidance, and made high-level recommendations for policy or procedural implementation. Has comprehensive knowledge of principles, concepts and techniques related to planning, scheduling, research, logistics, and data analysis. | Master's Degree with 10 years of general experience to include 7 years of specialized experience. Additional experience may be substituted for education, and specialized experience in excess of 7 years may sufficiently substitute for general experience at the discretion of the Government.   | May provide direction to lower level Analysts and may serve as Team Leader on appropriate tasks. May independently perform tasks assigned by a customer or, on larger more complex assignments, may serve as a mid-level front-line support professional to higher level Subject Matter Experts, Senior Consultants and/or managers. Are essential to mission-oriented business improvement tasks, performing vital professional support and team leader functions related to information gathering, data collections, facilitation, oversight of meeting coordination staff, mid-level analysis, and report editing and generation. Maintains routine interactions with senior staff. May assign, review and ensure the quality of work performed by subordinates. |
| Analyst I      | Has exercised broad, often complete, understanding of principles, concepts and techniques appropriate to providing professional support, including first-level data collection and analysis, planning, scheduling logistics, and program analysis. Demonstrates the skill and ability to perform semi-complex professional tasks.                                   | Bachelor's degree with 3 years of general experience to include 1 year of specialized experience. Specialized experience includes office management, suspense tracking, review and approval of executive correspondence, project status reports, submitting input for monthly reports, outreach, meeting coordination, writing/editing and program analysis. Proficient with Microsoft Office Suite with basic computer skills. | Within defined parameters, exercises authority and responsibility for day-to-day performance of professional tasks, including technical and administrative tasks. Has routine interactions with internal customer staff. Responsibilities include providing professional assistance in support of the work of Consultants, Subject Matter Experts and managers. Provides outreach, meeting coordination, policy support, program administration, contributing to project reports, writing/editing, and/or program analysis, etc.  |

Substitution Guidelines

| Degree      | Degree and Experience Substitution | Related Experience Substitution |
|-------------|------------------------------------|---------------------------------|
| Associate's | 2 Years                            | 2 years                         |
| Bachelor's  | Associate's + 2 Years              | 4 years                         |
| Master's    | Bachelor's + 2 Years               | 6 years                         |
| Doctorate   | Master's + 2 years                 | 10 years                        |



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## Labor Rates

PbSi will accept Labor Hour and Firm Fixed Price.

| SIN Number 874-1 and 874-1RC  |      |          |           |
|-------------------------------|------|----------|-----------|
| Labor Category Name           | Unit | Hourly   | Daily     |
| Consultant III                | N/A  | \$72.82  | \$582.56  |
| Subject Matter Specialist III | N/A  | \$89.30  | \$714.40  |
| Analyst I                     | N/A  | \$35.02  | \$280.16  |
| Analyst III                   | N/A  | \$65.10  | \$520.80  |
| Program Analyst II            | N/A  | \$62.42  | \$499.36  |
| Consultant II                 | N/A  | \$58.26  | \$465.28  |
| Consultant V                  | N/A  | \$139.05 | \$1112.40 |
| Project Manager I             | N/A  | \$48.14  | \$385.12  |
| Program Manager V             | N/A  | \$139.05 | \$1112.40 |