

**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 are available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage! is:

<http://www.gsaadvantage.gov>

**General Services Administration
Federal Supply Service
Mission Oriented Business Integrated Services (MOBIS)
Schedule 874**

CONTRACT NUMBER:
GS-02F-0217W

PERIOD COVERED BY CONTRACT:
August 11, 2010 through August 10, 2015

**Integrated Business Consulting, LLC
18 Polo Run
Mickleton, NJ
Phone: 1.877.422.5601
Fax: 856.467.6409
www.integratedbc.com**

General Services Administration
Management Services Center Acquisition Division

Business Size: **Small**
DUNS: **15-324-0671**

General Services Administration
Federal Supply Service
Pricelist current through Modification # **PO-0003**, dated **03/04/2011**.

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

**GSA AWARDED TERMS AND CONDITIONS
INTEGRATED BUSINESS CONSULTING, LLC**

- 1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).
SIN 874-1: Consulting Services
SIN 874-4: Training 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.
See Attached Pricing
- 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.
Please refer to the current GSA labor category descriptions and hourly rates starting on page 5.
2. Maximum Order:
\$ 1,000,000.00
3. Minimum Order:
\$100.00
4. Geographic Coverage (delivery area):
48 Contiguous States, Alaska, Hawaii, Puerto Rico, and the District of Columbia.
5. Point(s) of production (city, county, and State or foreign country).
NOT APPLICABLE
6. Discount from list prices or statement of net price.
GSA Net pricing as shown in pricing tables provided
7. Quantity discounts.
Volume Discounts: 1% for > 500k; 2% for > 750k
8. Prompt payment terms:
None, 0% Net 30 Days
- 9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold.
YES

- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold.
NO
10. Foreign items (list items by country of origin):
NONE
- 11a. Time of delivery:
To be negotiated between Contractor and Ordering Agency
- 11b. Expedited Delivery:
Services are available for expedited delivery. Expedited delivery time is Negotiated between Contractor and Ordering Agency
- 11c. Overnight and 2-day delivery:
Products are available for expedited delivery. Expedited delivery time is Negotiated between Contractor and Ordering Agency
- 11d. Urgent Requirements:
Products are available for expedited delivery. Expedited delivery time is Negotiated between Contractor and Ordering Agency
12. F.O.B. point(s):
Destination
- 13a. Ordering address:
**Integrated Business Consulting, LLC
18 Polo Run
Mickleton, NJ 08056
Phone: 1.877.422.5601, Fax: 856.467.6409**
- 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 fss.gsa.gov/schedules.
14. Payment address.
**Integrated Business Consulting, LLC
18 Polo Run
Mickleton, NJ 08056
Phone: 1.877.422.5601, Fax: 856.467.6409**
15. Warranty provision.
NOT APPLICABLE
16. Export packing charges, if applicable.
NOT APPLICABLE

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).
NO
18. Terms and conditions of rental, maintenance, and repair (if applicable).
NOT APPLICABLE
19. Terms and conditions of installation (if applicable).
NOT APPLICABLE
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable).
NOT APPLICABLE
- 20a. Terms and conditions for any other services (if applicable)
NOT APPLICABLE
21. List of service and distribution points (if applicable).
NOT APPLICABLE
22. List of participating dealers (if applicable).
NONE
23. Preventive maintenance (if applicable).
NOT APPLICABLE
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants).
NOT APPLICABLE
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor s website or other location.) The EIT standards can be found at: www.Section508.gov/.
NOT APPLICABLE
25. Data Universal Number System (DUNS) number.
15-324-0671
26. Notification regarding registration in Central Contractor Registration (CCR) database.
Cage Code # 4NEK2, valid through 5/18/11
27. Uncompensated Overtime (Indicate if used):
NO



**Current GSA Labor Category Descriptions and Hourly Rates
SIN 874-1**

LABOR CATEGORY	GSA HOURLY RATE
Consultant I	\$113.23
<p>Minimum/General Experience: One or more years of experience participating in projects as a team member, and specific experience in one or more key project areas such as management or strategy consulting, studies, analyses, scenarios, reports, program planning, audits, and evaluations. In lieu of experience a graduate degree.</p> <p>Functional Responsibility: The Consultant works with the client on a day-to-day basis, assist in identifying problems, perform technical analysis, and assist in the development of feasible solutions, support the completion of project specific tasks within estimated time frames and budget constraints, and support presentations and client meetings. Also provides services that support planning, creating and executing customized training courses.</p> <p>Minimum Education: Undergraduate Degree or a High School Degree and six years of relative business experience.</p>	

LABOR CATEGORY	GSA HOURLY RATE
Consultant II	\$133.29
<p>Minimum/General Experience: Three or more years of experience in performing and participating in engagements, specific experience in one or more key project areas, such as management or strategy consulting, studies, analyses, scenarios, reports, program planning, audits, and evaluations. Consultant II shows a proven ability to provide guidance and direction for specific projects or sub-tasks, and increasing responsibility in design, implementation, and management of projects. In lieu of two years of experience a graduate degree.</p> <p>Functional Responsibility: The Consultant II provides strategic, functional, or technical knowledge in their area of expertise, work individually and on teams to support the completion of project specific tasks within estimated time frames and budget constraints and interface with the client on a day-to-day basis. They also help to formulate client solutions, prepare reports, studies, and documentation, and support presentations and client meetings. Also provides services that support planning, creating and executing customized training courses.</p> <p>Minimum Education: Undergraduate Degree or a High School Degree and ten years of relative business experience.</p>	

LABOR CATEGORY	GSA HOURLY RATE
Manager I	\$148.83
<p>Minimum/General Experience: Three or more years of experience in leading engagements, proven ability to manage a project and to provide guidance and direction for specific projects or sub-tasks, and increasing responsibility in design, implementation, and management of projects. Three or more years of experience in performing and participating in engagements.</p> <p>Functional Responsibility: The Manager I interfaces with the client on a day-to-day basis, directs the completion of project specific tasks within estimated time frames and budget constraints, manages the day-to-day activities of the project team, and reviews work products for quality, completeness, and adherence to applicable regulations and customer requirements. This position ensures the project team's ability to manage to work standards, and coordinates work effort to ensure problem resolution and client satisfaction. Manager I also deliver presentations and leads client meetings. Also provides services that support planning, creating and executing customized training courses.</p> <p>Minimum Education: Undergraduate Degree.</p>	

LABOR CATEGORY	GSA HOURLY RATE
Manager II	\$165.74
<p>Minimum/General Experience: Five or more years of experience in leading projects, proven ability to provide guidance and direction for specific projects or sub-tasks, and capability to manage multi-task projects of high complexity for Federal government clients. Three or more years of experience in performing and participating in engagements.</p> <p>Functional Responsibility: Managers II take on increasing responsibility in the design, implementation, and management of projects. They interface with the client on project specific issues, direct the completion of projects within estimated time frames and budget constraints, coordinate project specific parties, and review work products for completeness and adherence to applicable regulations and customer requirements. Also provides services that support planning, creating and executing customized training courses.</p> <p>Minimum Education: Undergraduate Degree.</p>	

LABOR CATEGORY	GSA HOURLY RATE
Partner/Director	\$213.10
<p>Minimum/General Experience: At least nine years' experience in leading and providing strategic, functional, or technical direction to projects; proven ability to provide guidance and direction for multiple projects; designing, implementing, and managing Federal government management engagements; capability to manage multi-task projects of high complexity. In lieu of 2 years of experience a MBA.</p> <p>Functional Responsibility: The Partner provides primary interface with client senior management regarding strategic issues. Directs the completion of projects within estimated time frames and budget constraints, coordinates parties' efforts on tasks, and reviews work products for completeness and adherence to customer requirements. Additionally, the Partner also delivers, presents, and leads strategic level client meetings. Also provides services that support planning, creating and executing customized training courses.</p> <p>Minimum Education: Undergraduate Degree.</p>	

SIN 874-4

LABOR CATEGORY	GSA HOURLY RATE
Training Consultant II	\$177.58
<p>Minimum/General Experience: Minimum of three (3) years of experience participating in training related projects as a team member, and specific experience in one or more key project areas such as materials development, instructor training, training surveys, and training planning.</p> <p>Functional Responsibility: The Training Consultant II works with the client on a day-to-day basis, assists in delivering instructor led courses, develops End User and Project Team courses, works with Learning Management Software, solves problems to develop recommendations for business solutions or technical applications as they relate to training, and possesses oral and written communication skills with the ability to communicate with people at all levels, strong interpersonal skills, and superior organizational skills</p> <p>Minimum Education: Undergraduate Degree or a High School Degree and five years of relative business experience.</p>	

LABOR CATEGORY	GSA HOURLY RATE
Training Consultant III	\$295.97
<p>Minimum/General Experience: Minimum of five (5) years of experience participating in training related projects as a team member, and specific experience in one or more key project areas such as materials development, instructor training, training surveys, and training planning.</p> <p>Functional Responsibility: The Training Consultant III works with the client on a day-to-day basis, leads in delivering instructor led courses, leads the development of End User and Project Team courses, leads the implementation of Learning Management Software, manages problem resolutions to develop recommendations for business solutions or technical applications as they relate to training, and possesses oral and written communication skills with the ability to communicate with people at all levels, strong interpersonal skills, and superior organizational skills</p> <p>Minimum Education: Undergraduate Degree or a High School Degree and ten years of relative business experience.</p>	

Integrated Business Consulting, LLC						
Schedule 874 - MOBIS						
GSA Awarded Rates						
GS-02F-0217W						
SIN	Labor Category	GSA Hourly Rate 8/11/10-8/10/11	GSA Hourly Rate 8/11/11-8/10/12	GSA Hourly Rate 8/11/12-8/10/13	GSA Hourly Rate 8/11/13-8/10/14	GSA Hourly Rate 8/11/14-8/10/15
874-1	Consultant I	\$113.23	\$117.08	\$121.06	\$125.17	\$129.43
874-1	Consultant II	\$133.29	\$137.82	\$142.50	\$147.35	\$152.36
874-1	Manager I	\$148.83	\$153.89	\$159.12	\$164.53	\$170.12
874-1	Manager II	\$165.74	\$171.38	\$177.21	\$183.23	\$189.46
874-1	Partner/Director	\$213.10	\$220.34	\$227.84	\$235.58	\$243.59
874-4	Training Consultant II	\$177.58	\$183.62	\$189.86	\$196.32	\$202.99
874-4	Training Consultant III	\$295.97	\$306.03	\$316.44	\$327.20	\$338.32
Volume Discounts: 1% for > 500k; 2% for > 750k						

Integrated Business Consulting, LLC
GS-02F-0217W
Project Team Course Pricing

Public Class Delivered at SAP Training Facility - SIN 874-4

Price per Day (SAP Training Facility - Instructor Led)	
Course Type	GSA Price (per Student per Day)
Overview	\$586.37
Application/Advanced	\$635.23
Technical / Complex	\$659.66

Price per Day (SAP Training Facility - Virtual)	
Course Type	GSA Price (per Student per Day)
Overview	\$561.93
Application/Advanced	\$610.80
Technical / Complex	\$635.23

- 1 - Includes SAP classrooms, demo rooms, other suitable venues, and SAP secured facilities such as leased training rooms (KDC, MicroTek, or others), hotel rooms, etc.
- 2 - Offerings which are considered to be Blended Class offerings are priced based on their individual components.
- 3 - Please refer to the SAP America Education website <http://www.sap.com/usa/services/education/> for a complete list of classes.

Course Cancellation Policy (SAP Training Facility)	
Notification	Cancellation Charge
10 Business Days before Class	No Cancellation Charge
4-9 Business Days before Class	50% of Total Projected Training Costs
< 3 Business Days before Class	100% of Total Projected Training Costs

Private Class Delivered at Client Facility - SIN 874-4

Course Type	GSA Awarded Price per Day (On-Site at Client Facility)			
	6 <= 10 Students	11 <=15 Students	16 <=20 Students	21 <=25 Students
Overview	\$5,033	\$6,597	\$7,916	\$8,893
Application/Advanced	\$5,277	\$6,988	\$8,307	\$9,284
Technical / Complex	\$5,619	\$7,574	\$9,333	\$10,408

- 1 - There is a six student minimum
- 2 - The rates above do not include instructor travel expenses and will be invoiced on a separate line in accordance with the Federal Travel Regulations
- 3 - The normal classroom configuration consists of students working in teams of two at each PC
- 4 - Special workshops built and delivered will be priced on request and may not fall into the pricing categories listed above
- 5 - Offerings which are considered to be Blended Class offerings are priced based on their individual components
- 6 - If a Customer Specific Training class is requested to be held in a classroom environment supplied by IBC, classroom rental fees will apply in addition to the per day and applicable expenses. IBC will then provide the classroom, instructor and student PC hardware, the technical requirements needed for the server landscape and connectivity

Course Cancellation Policy (On-Site)	
Notification	Cancellation Charge
15 Business Days before Class	No Cancellation Charge
6-14 Business Days before Class	50% of Total Projected Training Costs
<5 Business Days before Class	75% of Total Projected Training Costs