

**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 GSAAdvantage.gov.

Schedule Title: Management, Organizational and Business Improvement Services (MOBIS)

FSC Group: 874, Part 1

Contract Number: GS-10F-0416X

For more information on ordering from Federal Supply Schedules click on the FSS Schedules at fss.gsa.gov.

Contract Period: July 29, 2011 to July 28, 2016

Contractor Name: Panum Telecom, LLC (DBA) Panum Group, LLC

Address: 7315 Wisconsin Avenue, #800W, Bethesda, MD 20814-3202

Phone Number: 301.299.6271

Fax Number: 301.299.4216

Web site: <http://www.panum.com>

Contact for contract administration: Patricia Palmer, 301.470.2683, 240.274.4704,
patsy.palmer@panum.com

Business size: Small, Disadvantaged, Women-owned

Prices shown herein are Net (discount deducted)

Date: July 29, 2011

CUSTOMER INFORMATION PAGE

1a. Special Item Numbers (SIN) Awarded for MOBIS.

874-1 Consulting Services
 874-6 Acquisition Management Services
 874-7 Program and Project Management

1b. Pricing for the base period

Base Award (5 yrs.)						
SIN's Proposed	Service Proposed	JULY 2011 through JULY 2012	JULY 2012 through JULY 2013	JULY 2013 through JULY 2014	JULY 2014 through JULY 2015	JULY 2015 through JULY 2016
874-1	Analyst	\$62.96	\$64.47	\$66.02	\$67.61	\$69.23
874-1	Analyst 1	\$78.13	\$80.00	\$81.92	\$83.89	\$85.90
874-1	Consultant	\$49.50	\$50.69	\$51.91	\$53.15	\$54.43
874-1	Management Consultant	\$61.39	\$62.86	\$64.37	\$65.92	\$67.50
874-1	Management Consultant 1	\$92.35	\$94.57	\$96.84	\$99.16	\$101.54
874-1	Management Consultant 2	\$97.12	\$99.45	\$101.84	\$104.28	\$106.78
874-1	Functional Specialist	\$115.71	\$118.48	\$121.33	\$124.24	\$127.22
874-1	Functional Specialist 1	\$135.57	\$138.82	\$142.16	\$145.57	\$149.06
874-1	Functional Specialist 2	\$134.81	\$138.05	\$141.36	\$144.75	\$148.23
874-6	Analyst 2	\$84.16	\$86.18	\$88.25	\$90.37	\$92.53
874-6	Senior Task Lead	\$121.55	\$124.47	\$127.45	\$130.51	\$133.65
874-6	Program Manager	\$162.14	\$166.03	\$170.02	\$174.10	\$178.27
874-6	Functional SME	\$203.95	\$208.84	\$213.86	\$218.99	\$224.25
874-7	Program Manager	\$162.14	\$166.03	\$170.02	\$174.10	\$178.27
874-7	Task Lead	\$83.59	\$85.60	\$87.65	\$89.75	\$91.91
874-7	Project Manager	\$130.90	\$134.04	\$137.26	\$140.55	\$143.93

1.c. Labor Category Definitions

Minimum Education, Number of Years and Qualification Description, including Degree and Experience Equivalence

<u>Degree</u>	<u>Experience Equivalence</u>
Bachelors	Associate degree + 2 years relevant experience, or 4 years relevant experience
Masters	Bachelors + 2 years relevant experience, or Associated + 4 years relevant experience
Doctorate	Masters + 2 years relevant experience, Bachelors + 4 years relevant experience

Labor Category Qualifications as related to the requirement

Analyst **Minimum of 1 year experience and Bachelor's Degree** *(Include: Requirement/QA Analyst 3)*

Possess knowledge of applying analytic methodologies and principles to address client's needs. Supports analyst functions including data collection, interviewing, data modeling, project testing, and creation of performance measurements to support project objectives. Conducts activities in support of project team's objectives. Works closely with senior Analysts or Team Leads.

Analyst 1 **Minimum of 3 years' experience and Bachelor's Degree**

Possesses demonstrated knowledge and experience applying analytic methodologies and principles to address client needs. Applies analytic techniques in the evaluation of project objectives and contributes to the implementation of strategic direction. Performs analyst functions including data collection, interviewing, data modeling, project testing, and creation of performance measurements to support project objectives. Conducts activities in support of project team's objectives. Works closely with Analyst 2, Task Leads, or Project Manager. Directs the activities of junior staff as necessary.

Analyst 2 **Minimum of 5 years' experience and Bachelor's Degree**
(Include: Contract Specialist)

Senior expert with extensive knowledge and experience developing and applying analytic methodologies and principles, and is recognized as a leader within MOBIS functions. Leads the application of analytic techniques and helps define project objectives and strategic direction. Is responsible for providing leadership and vision to client and project teams around the methodology. Resolves complex problems, which require an in-depth knowledge of analytic methodologies and principles. Directs the activities of more junior Analysts or other staff as necessary on activities related to the application of analytical techniques and methodologies. Demonstrated managerial and supervisory skills.

Functional Specialist **Minimum of 6 years' experience and Bachelor's Degree**
(Include: CPIC Consultant IV)

Possesses knowledge in designated field or discipline. Supports assessments of organization's challenges using specializes skills and knowledge. Contributes to the execution of project or task plan and helps assess the impact of industry trends, policy or standard methodologies. Conducts activities in support of the project team's objectives. Works closely with Senior Specialists or Task Leads.

Functional Specialist 1 **Minimum of 8 years' experience and Master's Degree**

Possess demonstrated knowledge in designated field or discipline. Possesses significant experience providing solutions to an organization's challenges through the application of knowledge gained through similar prior engagements. Participates in the development of solutions by leveraging knowledge of the designated field or discipline. Contributes to the implementation of strategy and helps assess the impact of industry trends, policy, and/or standard methodologies. Directs the activities of Specialists or other staff as necessary on activities related to the specified field or discipline.

Functional Specialist 2 **Minimum of 12 years' experience and Master's Degree**
(Include: Sr. Technical Analyst)

Senior expert with extensive knowledge in designated field or discipline. Provides insight and advice concerning task or project strategic direction and outcomes. May contribute to the evaluation, analysis, and development of recommended solutions. Resolves complex problems, which require an in-depth knowledge of subject matter related to the designated field or discipline. Applies principles and methods of the subject matter to specialized solutions. Generally possess demonstrated ability and experience in management consulting and cross-team facilitation at the senior management level. Other areas of expertise may include, but is not limited to, business process reengineering, statistical process control, individual and organizational assessment and evaluation, process modeling a simulation, strategic and business planning, change management, organizational development, and the development of leadership/management skills. Directs the activities of Specialists 1 and Specialists, or other staff as necessary on activated related to the specified field or discipline.

Management Consultant **Minimum of 2 years' experience and Bachelor's Degree**
(Include: Technical Analyst 2)

Possesses knowledge, some experience, and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks and/or organizations. Supports the development of solutions to address organization's challenges. Supports project objectives and helps assess the impact of industry trends, policy, or standard methodologies. Conducts activities in support of project team's objectives. Works closely with Senior Management Consultants or Task Leads.

Management Consultant 1 **Minimum of 5 years' experience and Bachelor's Degree**
(Include: CPIC Consultant 3)

Possess demonstrated knowledge, experience, and ability in the development of solutions, recommendations, or outcomes across multiple complex tasks and/or organizations. Evaluates option in the context of project objectives and contributes to the implementation of strategic direction. Supports project objectives through activities such as conducting interviews, gathering data, and developing recommendations in support of project objectives. Directs the activities of Management Consultants or other staff as necessary.

Management Consultant 3 **Minimum of 9 years' experience and Bachelor's Degree**
(Include: MGMT Consultant 3)

Senior expert that possesses demonstrated knowledge, extensive experience in the development of solutions, recommendations, or outcomes across multiple complex tasks in multiple organizations. Defines project objectives and strategic direction. Is responsible for providing leadership and vision to client and project teams and serves as a key facilitator between multiple teams to achieve objectives of complex efforts. Directs the activities of more junior Management Consultants or other staff as necessary.

Program Director/ Senior Advisor **Minimum of 14 years' experience and Master's Degree**

Senior executive responsible for providing strategic direction, vision, leadership, and program management to the team. Contributes to organizational direction through regular involvement with senior level client leadership and team members. Maintains productive and effective client relationship with the most senior levels of the client organization.

Functional/Subject Matter Expert **Minimum of 12 years' experience and Master's Degree**
(Include: Sr. ACQ. SME)

Senior expert with extensive, enterprise-wide knowledge and experience in one or more designated functional and/or domain areas. Provides insight and advice concerning strategic direction and applicability of up to date, industry standard solutions. Is responsible for providing high level vision to program/project manager or senior client leadership to influence objectives of complex efforts. The Functional/Subject Matter Expert is primarily utilized on projects for their specific expertise, not in a managerial capacity, in support of the creation of comprehensive

methods for describing current and/or future structure and behavior of an organization's processes, systems, personnel and organizational sub-units, so that they align with the organization's core goals and strategic direction. The Functional/Subject Matter Expert is typically a former high ranking military or civilian official and recognized by industry as an expert in their specific field.

Program Manager Minimum of 14 years' experience and Bachelor's Degree
(Include: Principal Management Consultant)

Provides oversight and executive level management to overall contract operations often involving multiple projects/tasks and groups of personnel at multiple locations. The Program Manager maintains and manages relationships with senior level management within the client organization. Responsible for ensuring senior level management within the client organization is aware of overall program status, including all relevant projects and their potential impact on higher level organizational strategic vision; this may include subject matter and unique technical knowledge. The Program Manager is responsible for managing multiple contract operations, ensure quality standards and work performance on all task orders and projects, plans, organizes and oversees work efforts, assigns resources, manages personnel, provides risk management, ensures quality management, monitors overall project and contract performance, etc.

Project Manager Minimum of 12 years' experience and Bachelor's Degree
(Include: Project Manager V)

Performs day-to-day management of contract support operations, possibly involving multiple tasks and groups of personnel at multiple locations, on a single project. Demonstrates skills in the scope of work encompassed by the task order; provides technical guidance to the project team in performance of the work, and reviews the quality of all work products. Organizes, directs, and coordinates the planning and production of all contract support activities. Responsible for staffing, project planning, project financials, and staff direction and oversight. The Project Manager maintains and manages the client interface at the COTR levels of the client organization. Assists the Program Manager as required in managing contract performance.

Senior Task Lead Minimum of 8 years' experience and Bachelor's Degree
(Include: Team Lead)

Senior leader, experience in project and task management, responsible for ensuring successful task completion within the scheduled timeframe consistent with the established scope of work to include both the technical and financial solutions. Organizes, directs, and coordinates the planning and production of all activities associated with assigned tasks.

Task Lead Minimum of 7 years' experience and Bachelor's Degree
(Include: Business/IT Analyst Lead)

Experienced in task management, responsible for ensuring successful task completion within the scheduled timeframe consistent with the established scope of work to include both the technical and financial solutions. Organizes, directs, and coordinates the planning and production of all activities associated with assigned tasks.

Consultant Minimum of 2 years' experience and Bachelor's Degree
(Include: Human Resource Analyst)

Team member contributing to consulting staff client assignments within specified guidelines. Performs a variety of tasks that require both practical experience and theoretical, state-of-the-art, technical knowledge in specialty area. Understands overall purpose of task assignment.

Support Staff Minimum of a HS Diploma

Depending on the functional specialty, support the program management staff in the preparation of deliverables, internal reports, briefings, and drawings associated with the project being supported.

2. **Maximum order:** The Maximum order is \$2,000,000 for all SINs.
3. **Minimum order:** \$100.00
4. **Geographic coverage (delivery area):** Domestic delivery only
5. **Point(s) of production (city, county, and state or foreign country):** Not applicable.
6. **Discount from list prices or statement of net price:** Discounts to be negotiated at the task order level.
7. **Quantity discounts:** Quantity discounts will be negotiated at the task order level.
8. **Prompt payment terms:** Net 30
- 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.** Yes
10. **Foreign items:** Not applicable.
- 11a. **Time of delivery:** To be negotiated at the task order level.
- 11b. **Expedited delivery:** Items available for expedited delivery are noted in this price list.
- 11c. **Overnight and 2-day delivery:** Not Applicable
- 11d. **Urgent requirements:** Agencies can contact the Contract Administration Contact Point to obtain faster delivery.
12. **F.O.B. point(s):** Destination.
- 13a. **Ordering address(es):** Wisconsin Ave., #800W, Bethesda, MD 20814
- 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:** Wisconsin Ave., #800W, Bethesda, MD 20814
15. **Warranty provision:** Not applicable
16. **Export packing charges:** Not applicable.
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).** None
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:** 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. **Preventative maintenance:** Not applicable
- 24a. **Special attributes such as environmental attributes:** 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/. N/A**

25. **Data Universal Number System (DUNS) number:** 017433348
26. **Notification regarding registration in Central Contractor Registration (CCR) database:** Registered, and Registration valid to 07/26/12

Company Information -

Panum's Federal client base and contract awards have increased significantly over the last three years due to our subject matter experts and skill set necessary to provide innovative and state-of-the-art solutions. We offer a magnitude of Management Consulting Services and Next-generation information and communications technologies. Our most recent Federal awards have been in the areas of on-site acquisition support, acquisition support of OMB's recommended 7-steps to Performance Based Acquisitions for large IT service re-competitions, project management support, enterprise architecture, portfolio management, risk assessments, e-gov initiatives compliance support, IV&V, IT system modernization, IT environment migration, IT strategic planning, requirements analysis, IT governance organizational change management, integration management, web content management control, system quality assurance and help desk support, and COTR training. Please visit our IT Schedule 70 contract for procurement opportunities that are not covered by the MOBIS Schedule.

Panum's management team consists of seasoned executives with both industry and government experience. Panum's management boasts decades of business experience in diverse businesses with domestic and international operations, small and large businesses. We are readily available to assist our clients with the necessary expertise and support to accomplish their mission.

Other Contact Points:

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