

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](http://GSAAdvantage.gov).

## Mission Oriented Business Integrated Services (MOBIS)

Federal Supply Group: 874, Class: R499

Contract Number: GS-10F-0044P

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

Contract period: October 27, 2003 through October 26, 2013

Catalog Current through PA-0016

Contractor:

**Advanced Concepts Enterprises, Inc.**

51 Third St., Bldg 3  
Shalimar, FL 32579  
850.613.6170 Fax 850.613.6774

Contract Administration:

Jan Dougherty  
Email:  
[jan.dougherty@ur-aces.com](mailto:jan.dougherty@ur-aces.com)

Prices Shown Herein are Net (discount deducted)





Business Size: Small, Service-Disabled Veteran, Woman-Owned Small Business

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<http://www.ur-aces.com>

## Customer Information

<b>1a. Special Item Numbers:</b>	<b>Page</b>
874-1 & 874-1RC Consulting Services	 1
874-2 & 874-2RC Facilitation Services	 1
874-6 & 874-6RC Privatization Support Services and Documentation	 1
874-7 & 874-7 RC Program Integration and Project Management Services	 1
<b>1b. Lowest price model:</b> Not Applicable	
<b>1c. Labor Categories and Rates:</b>	
Labor category titles, experience, functional responsibility and education	10
Hourly Rates	13
<b>2. Maximum Order:</b> \$1,000,000.00.	
<b>3. Minimum Order:</b> \$300.00.	
<b>4. Geographic Coverage:</b> Domestic only.	
<b>5. Point(s) of Production:</b>	
Advanced Concepts Enterprises, Inc. 51 Third St., Bldg 3 Shalimar, FL 32579	
<b>6. Discount from List Prices or Statement of Net Price:</b> Government net prices (discounts already deducted).	
<b>7. Quantity Discounts:</b> None offered.	
<b>8. Prompt Payment Terms:</b> Net 30 days.	
<b>9a. Government Purchase Card Below Micro-purchase Threshold:</b> Government purchase cards at or below the micro-purchase threshold are accepted.	
<b>9b. Government Purchase Card Above Micro-purchase Threshold:</b> Government purchase cards above the micro-purchase threshold are accepted.	
<b>10. Foreign Items:</b> None.	
<b>11a. Time of Delivery:</b> Specified on task orders.	
<b>11b. Expedited Delivery:</b> Items available for expedited delivery are noted in this price list. Contact contractor.	
<b>11c. Overnight and 2-day Delivery:</b> Contact contractor.	
<b>11d. Urgent Requirements:</b> Contact contractor.	
<b>12. F.O.B. Point(s):</b> Destination	
<b>13a. Ordering Address:</b>	
Advanced Concepts Enterprises, Inc. 51 Third St., Bldg 3 Shalimar, FL 32579	
<b>13b. Ordering Procedures:</b> 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 ( <a href="http://fss.gsa.gov/schedules">fss.gsa.gov/schedules</a> ).	

- 14. Payment Addresses:**
- U.S. Mail:  
Advanced Concepts Enterprises, Inc.  
51 Third St., Bldg 3  
Shalimar, FL 32579
- Electronic Funds Transfer (EFT):  
Advanced Concepts Enterprises, Inc.  
Regions Bank  
Account No. 0077255003  
ABA No. 063104668
- 15. Warranty Provision:** Contractor's Standard Commercial Warranty.
- 16. Export Packaging 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:** Section 508 Compliance Information is available on Electronic and Information Technology (EIT) supplies and services. The EIT standards can be found at: [www.section508.gov/](http://www.section508.gov/).
- 25. Data Universal Number System (DUNS) Number:** 11-326-0264.
- 26. Notification Regarding Registration in Central Contractor Registration (CCR) Database:** Registered Contractor will accept LH and FFP.  
Government Awarded Prices (Net Prices)

## Points of Contact

**Rocky Blackwell**, ACEs President & CEO  
850.613.6170 • Fax 850.613.6774  
Email: [rocky.blackwell@ur-aces.com](mailto:rocky.blackwell@ur-aces.com)

**Jan Dougherty**, Chief Finance Officer  
850.736.1858 • Fax 866.704.8316  
Email: [jan.dougherty@ur-aces.com](mailto:jan.dougherty@ur-aces.com)

## About the GSA MOBIS Federal Supply Schedule

Mission-Oriented Business Integrated Services (MOBIS) is a Federal Supply Schedule offered to federal agencies by GSA to provide them with a streamlined procurement device to procure management consulting, facilitation, survey and quality-related training services for the implementation of quality management and other related system change processes within their agencies.

Contractors who are placed on this schedule are knowledgeable of quality management theory and practice and have demonstrated that they are capable of providing expert assistance to agencies implementing quality and other related system change processes in the federal environment.

This schedule is not intended for independent management or technical studies, or surveys not related to a system-wide organizational process that includes the following major elements of the President's Quality Award and the Baldrige Award criteria:

- Top management leadership
- Strategic planning of the implementation process
- Focus on the customer
- Employee training and recognition
- Employee empowerment and teamwork
- Measurement and analysis
- Quality assurance
- Quality and productivity improvement results

Any questions concerning the applicability of this schedule to a given procurement request can be discussed with GSA's Federal Supply Service Contracting Officer.

Agencies placing orders against the MOBIS Federal Supply Schedule are reminded that there is no need to seek further competition beyond the list of schedule contractors, synopsise requirements, or make determinations of fair and reasonable pricing. Agencies are not required to, but may at their discretion, set aside acquisitions for small business. The Management Services Center has already done the legwork for you. Agencies save time and money when they use GSA Federal Supply Schedules, and they can be assured that their procurement will be the best value available and will comply with all applicable regulations. We take the stress out of the acquisition process so you can focus on your agency's mission.

### Advantages of Using the GSA MOBIS Schedule

The GSA MOBIS Federal Supply Schedule offers Federal agencies a streamlined procurement vehicle for obtaining services and products for the implementation of business improvement, quality management, organizational and system change processes, and program integration and project management services. Advantages of using the GSA MOBIS Schedule include:

- Easy Access to Commercially Available Services
- Volume Discount Pricing

- Selection of Contractors
- Multiple Award for varying requirements
- Establish Blanket Purchase Agreements (BPAs) and negotiate even better pricing
- Contractor/Customer direct relationship
- All applicable laws and regulations have been applied (including small business set-aside determination see FAR 19.502-1)
- CBD synopsis is NOT required (Federal Supply Schedules are already synopsized in the Commerce Business Daily )
- CICA (Competition in Contracting Act) requirements have been met (see FAR 6.102 (d)(3))
- Prices have been determined fair and reasonable
- In most instances, the Government credit card can be utilized when placing orders
- New services are continually made available
- Maximum order limitations have been removed
- Ease of Ordering

### Authorized Users

The agencies and activities named below may use contracts established under this Federal Supply Schedule.

- All federal agencies and activities in the executive, legislative and judicial branches.
- Mixed ownership government corporations (as defined in Government Corporation Control Act) such as the U.S. Postal Service).
- The government of the District of Columbia

Other activities and organizations authorized by statute or regulation to use GSA as a source of supply. (Questions regarding activities authorized to use this schedule should be directed to customer vendor relation contact point identified in this document.)

### Placing an Order

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 procedure for placing an order:

- Prepare a Statement of Work
- Send Request for Quotes to at least 3 contractors
- Review the Schedule Contractor quotes received
- Consider price, plus administrative costs
- Select the contractor who provides you the "Best Value"
- Place order directly with contractor

If desired, GSA Regional Offices are available to assist the agency during the procurement process under a fee-for-service arrangement, but GSA is not required to be involved in any of the steps outlined above.



## About Advanced Concepts Enterprises, Inc.

Advanced Concepts Enterprises, Inc. (ACEs) was founded by Mr. Rocky L. Blackwell and Mrs. Janice C. Dougherty in December 2002. We are a service-disabled, veteran-owned small business with teams of dedicated innovative and talented individuals with a track record of providing the requisite multidisciplinary capabilities to address our clients' complex issues and needs. We provide advanced command and control (C2) concepts, assessments, systems analysis, training and exercise support to meet our clients' total end-to-end needs. We work hand-in-hand with our clients, leveraging our combined strengths and resources to achieve our goals.

Driven by a dedicated and expert technical team, ACEs offers a wide variety of subject matter experts with more than 20 years military experience supporting the planning, execution and analysis of multiple large-scale modeling and simulation (M&S) command and control exercises and the annual Joint Expeditionary Force Experiment (JEFX). The following is a listing of the types of work performed in support of management, organizational and business improvement efforts.

- Studies and Analysis
- Operational Concepts
- Information Innovation
- Training and Doctrine
- Exercise & Experiment Support
- Contingency Support
- Process & Systems Engineering

ACEs operates under a Quality Control Plan (QCP). This means that there is a commitment to satisfying client requirements and expectations with emphasis on problem prevention and minimization of waste.

ACEs offers a web site for client information management where the client can view key data, monthly reports, cost status, invoices, and soft copy deliverables. To view a demo, go to our web site at <http://www.ur-aces.com> and click on the Client Area.

## Special Item Numbers

The following are examples of tasks that may be performed under each Special Item Number (SIN). These are examples only and are not meant to exclude or limit any authentic management, organizational and business improvement services under this Federal Supply Schedule.

**DISAST RECOV** SINs with the "RC" designation provide for state and local governments to use GSA Schedules for disaster recovery as provided for in Section 833 of the National Defense Authorization Act for Fiscal Year 2007, commonly known as the John Warner National Defense Authorization Act (P.L. 109-364). Specifically, it authorizes the use of Federal Supply Schedules by state and local governments to facilitate recovery from major disasters, terrorism, nuclear, biological, chemical, or radiological attacks. The disaster must be declared by the President under the Robert T. Stafford Disaster Relief and Emergency Assistance Act (42 U.S.C. 5121 et. seq.).

### SIN 874 1 & 874-1RC: Consulting Services

ACEs, Inc. offers to provide expert advice, assistance, guidance or counseling in support of agencies' mission oriented business functions. This may include studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts. 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, evaluations, and customized training.

### SIN 874 2 & 874-2RC: Facilitation Services

ACEs, Inc. offers to provide facilitation and related decision support services for agencies engaged in collaboration efforts, working groups, or integrated product, process, or self-directed teams. Agencies bringing together diverse teams and/or groups with common and divergent interests may require a neutral party to assist them in: the use of problem solving techniques; defining and refining the agenda; debriefing and overall meeting planning; resolving disputes, disagreements, and divergent views; logistical meeting/conference support when performing technical facilitation; convening and leading large and small group briefings and discussions; providing a draft for the permanent record; recording discussion content and enabling focused decision-making; and preparing draft and final reports for dissemination.

### SIN 874 6 & 874-6RC: Privatization Support Services and Documentation (A-76)

ACEs, Inc. offers to provide support in conducting OMB Circular A-76 Commercial Activities studies, strategic sourcing studies, privatization studies, public-private partnerships, Federal Activities Inventory Reform Act, and other competitive sourcing projects or efforts. Services include but are not limited to study planning and assessments, development of Performance Work Statements (PWS), development of Quality Assurance Surveillance Plans (QASP), performance of management studies to determine the Government's Most Efficient Organization (MEO), development of in-house Government cost estimates, comparisons of in-house bids to proposed contractor prices, and Administrative Appeal Process support, MEO or contract implementation support as a result of a privatization study, and MEO performance reviews.

### SIN 874 7 & 874-7RC: Program Integration and Project Management Services

ACEs, Inc. offers to provide management or integration of programs and projects to include, but not limited to: program management, program oversight, project management and program integration of a limited duration. A variety of functions may be utilized to support program integration or project management tasks.

## Description of Labor Categories

### Manager

**GENERAL SUMMARY:** Directs the performance of a variety of related projects which may be organized by technology, program or client. Oversees the program development, execution, marketing, and resource allocation within program client base.

**PRINCIPAL DUTIES AND RESPONSIBILITIES:**  
Responsible for the effective management of funds and personnel, and is accountable for the quality and timely delivery of all contractual items. Operates within client guidance, contractual limitations, and Company business and policy directives. Serves as focal point of contact with client regarding program activities. Ensures that all required resources including manpower, standards, and facilities are available for program implementation. Manages program consisting of multiple projects including project identification, design, development and delivery. Confers with project manager to provide technical advice and to assist with problem resolution. May perform other duties as assigned.

**JOB SPECIFICATIONS**  
Manager 1-Bachelor's Degree or equivalent and 8 yrs of general experience. \*  
Manager 2-Bachelor's Degree or equivalent and 10 yrs of general experience. \*  
Manager 3-Master's Degree or equivalent and 10 yrs of general experience. \*  
\*Six (6) yrs of general experience is considered equivalent to a Bachelor's Degree; Four (4) yrs of general experience + BS/BA is equivalent to a Master's Degree.

**Project Manager**

**GENERAL SUMMARY:** Manages project operations to include scope, schedule, budget, and deliverables. Ensures schedules are met. Ensures resources are used effectively.

**PRINCIPAL DUTIES AND RESPONSIBILITIES:**  
Coordinates problem resolution. Ensures proper relationships are established between clients, teaming partners, and vendors to facilitate the delivery of services. Supervises staff operations.

**JOB SPECIFICATIONS**  
Project Manager 1-Bachelor's Degree or equivalent and 5 yrs of general experience. \*  
Project Manager 2-Bachelor's Degree or equivalent and 8 yrs of general experience. \*  
Project Manager 3-Master's Degree or equivalent and 8 yrs of general experience. \*  
\*Six (6) yrs of general experience is considered equivalent to a Bachelor's Degree; Four (4) yrs of general experience + BS/BA is equivalent to a Master's Degree.

**Senior Analyst**

**GENERAL SUMMARY:** Performs a variety of analytical tasks, either independently or under supervision, which are broad in nature and are concerned with the design and continuous improvement of processes, personnel, organization, systems, technology, or training. Supervises team of Analysts through project completion.

**PRINCIPAL DUTIES AND RESPONSIBILITIES:** Plans and performs analytical research, design development/improvement, and other assignments in support of client-specific goals and desired end states. Supervises team of Analysts through project completion. Responsible for major analytical projects of higher complexity and importance than those normally assigned to lower level analysts. Coordinates the activities of Analysts assigned to specific analytical projects. May perform other duties as assigned.

**JOB SPECIFICATIONS**  
Senior Analyst 1-Bachelor's Degree or equivalent and 9 yrs of general experience. \*

Senior Analyst 2-Bachelor's Degree or equivalent and 11 yrs of general experience. \*  
Senior Analyst 3-Bachelor's Degree or equivalent and 13 yrs of general experience.\*  
Senior Analyst 4-Bachelor's Degree or equivalent and 15 yrs of general experience.\*  
Senior Analyst 5-Master's Degree or equivalent and 13 yrs of general experience.\*  
\*Six (6) yrs of general experience is considered equivalent to a Bachelor's Degree; Four (4) yrs of general experience + BS/BA is equivalent to a Master's Degree.

**Analyst**

**GENERAL SUMMARY:** Under supervision performs a variety of analytical tasks which are broad in nature and are concerned with the design and continuous improvement of processes, personnel, organization, systems, technology, or training. Performs with some latitude for unreviewed actions and decisions.

**PRINCIPAL DUTIES AND RESPONSIBILITIES:** Plans and performs analytical research, design development/improvement, and other assignments in support of client-specific goals and desired end states. Responsible for the analytical part of a major project or a project of lesser complexity and importance than those normally assigned to a higher level analysts. Coordinates the activities of Junior Analysts and Technicians assigned to specific analytical projects. May perform other duties as assigned.

**JOB SPECIFICATIONS**  
Analyst 1-Bachelor's Degree or equivalent and 5 yrs of general experience.\*  
Analyst 2-Bachelor's Degree or equivalent and 7 yrs of general experience.\*  
Analyst 3-Bachelor's Degree or equivalent and 10 yrs of general experience.\*  
\*Six (6) yrs of general experience is considered equivalent to a Bachelor's Degree; Four (4) yrs of general experience + BS/BA is equivalent to a Master's Degree.

**Subject Matter Expert**

**GENERAL SUMMARY:** The Subject Matter Expert (SME) is a recognized authority across multiple areas of expertise.

**PRINCIPAL DUTIES AND RESPONSIBILITIES:** SME provides leadership at a high technical and programmatic level for teams to accomplish customer sponsored projects, including new program development. Leadership comprises problem definition, identification of avenues of approach, identification of applicable resources, and execution of tasks within the project. Relevant experience, including supervisory and project management experience is required.

**JOB SPECIFICATIONS**  
Subject Matter Expert 1-Master's Degree or equivalent and 3 yrs of general experience.\*  
Subject Matter Expert 2-Master's Degree or equivalent and 5 yrs of general experience.\*  
Subject Matter Expert 3-Master's Degree or equivalent and 7 yrs of general experience.\*  
Subject Matter Expert 4-Master's Degree or equivalent and 10 yrs of general experience.\*  
\*Six (6) yrs of general experience is considered equivalent to a Bachelor's Degree; Four (4) yrs of general experience + BS/BA is equivalent to a Master's Degree.



**Business Specialist**

GENERAL SUMMARY: Includes all labor efforts identified as business and finance in nature, including but not limited to project control, finance and accounting, project planning and scheduling, and cost estimating.

PRINCIPAL DUTIES AND RESPONSIBILITIES: Performs complex evaluations of existing procedures, processes, techniques, or models related to management problems or contractual issues which would require a report and recommend solutions. Principal duties may include, but is not limited to, work breakdown structures, prepare charts, tables, graphs, and diagrams to assist in analyzing problems. Provides daily supervision and direction to administrative staff.

**JOB SPECIFICATIONS**

Bus. Specialist 1-High School Diploma and 6 yrs of general experience.

Bus. Specialist 2-Bachelor's Degree or equivalent and 2 yrs of general experience. \*

Bus. Specialist 3-Master's Degree or equivalent and 4 yrs of general experience. \*

\*Six (6) yrs of general experience is considered equivalent to a Bachelor's Degree; Four (4) yrs of general experience + BS/BA is equivalent to a Master's Degree.

**Technical Specialist**

GENERAL SUMMARY: Assists in collecting and organizing information required for preparation of procedural manuals, training materials, directives, guides, proposals, and other reports and deliverables in support of management, organizational and business improvement efforts.

PRINCIPAL DUTIES AND RESPONSIBILITIES: Edits procedural manuals, training materials, directives, guides, proposals, special reports, or any other client deliverables and documents.

**JOB SPECIFICATIONS**

Tech Specialist 1-High School Diploma or G.E.D. or other equivalent degree program.

Tech Specialist 2-High School Diploma or G.E.D. and 3 yrs of general experience

Tech Specialist 3-High School Diploma or G.E.D. and 6 yrs of general experience.

Tech Specialist 4-Bachelor's Degree or equivalent and 2 yrs of general experience. \*

Technical Specialist 5-Bachelor's Degree or equivalent and 6 yrs of general experience. \*

\*Six (6) yrs of general experience is considered equivalent to a Bachelor's Degree; Four (4) yrs of general experience + BS/BA is equivalent to a Master's Degree.

**Price List**

If the agency Contracting Officer chooses to purchase from these SINs on a firm fixed price Task/Delivery Order basis, the total price shall be established at the time of the order and will be based on the prices offered herein. If the agency Contracting Officer chooses to purchase from these SINs on a Labor Hour basis, the resultant Task/Delivery Order shall specify the Not To Exceed price, the Labor Category(ies) proposed (with the hourly and daily rates for each), and the Other Direct Costs (ODCs).

In accordance with Clause I-FSS-969 Economic Price Adjustment, paragraph (2)(b), the index used for the Modification is US DOL, Bureau of Labor Statistics, Consumer Price Index-All Urban Consumers (CPI-U), U.S. City Average, All Items (12 month percentage change, not seasonally adjusted) located at <http://www.bls.gov/cpi/>

Rates through 2006 have been approved by GSA. This contract runs through 10/26/08; however, each year's labor rates must be approved before we can post them.

Labor Category	Govt Hourly Rate with .75% IFF	
	Current Rates	
	effective 10/27/07	
	Off-Site	On-Site
Manager 1	\$97.21	\$92.07
Manager 2	\$114.76	\$108.59
Manager 3	\$136.10	\$128.91
Project Manager 1	\$81.27	\$76.92
Project Manager 2	\$106.93	\$101.29
Business Specialist 1	\$62.16	\$58.83
Business Specialist 2	\$82.63	\$78.27
Business Specialist 3	\$102.06	\$96.69
Subject Matter Expert 1	\$117.66	\$115.64
Subject Matter Expert 2	\$127.46	\$125.28
Subject Matter Expert 3	\$137.61	\$135.26
Subject Matter Expert 4	\$147.59	\$145.08
Senior Analyst 1	\$75.55	\$71.50
Senior Analyst 2	\$86.06	\$81.45
Senior Analyst 3	\$102.80	\$97.28
Senior Analyst 4	\$114.76	\$108.59
Analyst 1	\$55.83	\$52.83
Analyst 2	\$62.81	\$59.43
Analyst 3	\$71.46	\$67.61
Technical Specialist 1	\$24.30	\$23.01
Technical Specialist 2	\$43.75	\$41.44
Technical Specialist 3	\$57.39	\$54.31
Technical Specialist 4	\$82.63	\$78.27
Technical Specialist 5	\$85.36	\$83.90

