

**AUTHORIZED MISSION ORIENTED BUSINESS INTEGRATED
SERVICES (MOBIS)
SCHEDULE PRICE LIST**

FSC Group 874

Contract Number: GS-23F-9797H

Special Item Numbers (SINs):

- Special Item No. 874-1 Consulting Services
- Special Item No. 874-1RC Consulting Services
- Special Item No. 874-2 Facilitation Services
- Special Item No. 874-2RC Facilitation Services
- Special Item No. 874-3 Surveys Services
- Special Item No. 874-3RC Surveys Services
- Special Item No. 874-4 Training Services
- Special Item No. 874-4RC Training Services

Period Covered by the Contract: 1 October 2007 to 30 September 2012
Represents all contract modifications through No. 0021 dated 4/3/08
Business Size: Large

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 www.gsaadvantage.gov.

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

Northrop Grumman Information Technology

7575 Colshire Drive
McLean, VA 22102

Table of Contents

1.0 Customer Information.....	1
2.0 Overview of Northrop Grumman MOBIS Offerings.....	4
SIN Description 874-1 Consulting Services	4
SIN Description 874-2 Facilitation Services	5
SIN Description 874-3 Survey Services	5
SIN Description 874-4 Training Services.....	5
3.0 Northrop Grumman Information Technology Labor Category Descriptions	7
4.0 Northrop Grumman Information Technology Rates.....	11

1.0 CUSTOMER INFORMATION

- 1a. **Special Item Numbers:** See page
- 1b. **Identification of lowest price model number and lowest price unit price for each SIN:** Not applicable.
- 1c. Description of job titles, experience, functional responsibility, and education for services performed: See tables
2. **Maximum Order**
\$1,000,000.00 (Orders exceeding this amount may seek a price reduction.)
3. **Minimum Order:** The minimum dollar value for delivery orders under the Northrop Grumman Information Technology MOBIS Schedule Contract is \$100.00.
4. **Geographic Coverage:** The geographic scope of this contract is all 50 states, the District of Columbia, and all U.S. Government locations abroad.
5. **Points of Production:** McLean, VA, 22102. No foreign products will be provided at this time.
6. **Discounts from list prices or statement of net price:** All prices listed are net after discount.
7. **Quantity Discounts:** No quantity discounts are offered.
8. **Prompt Payment Terms:** Net 30 days
- 9a. **Notification that Government purchase cards are accepted at or below the micro purchase threshold.**
- 9b. **Government purchase cards are accepted above the micro-purchase threshold.**
10. **Foreign Items:** No foreign items are offered under the Northrop Grumman Information Technology MOBIS Schedule contract.
- 11a. **Time of Delivery:** Delivery schedule shall be specified in each Delivery Order/Task Order.
- 11b. **Expedited Delivery:** Not Applicable
- 11c. **Overnight and 2-Day Delivery:** Not Applicable

- 11d. Urgent Requirements:** Clause I-FSS-140-B, Urgent Requirements, applies to the Northrop Grumman Space & Mission Systems Corp. MOBIS Schedule Contract. Ordering agencies may contact either of the points of contact identified on page 4 of this pricelist to inquire about faster delivery.
- 12. F.O.B. Points:** Not Applicable
- 13a. Contractor's ordering Address:**
Northrop Grumman Information Technology
7575 Colshire Drive
McLean VA 22102
- Attn: Erin Murphy
Phone: 703.556.1641
Fax: 703.556.1518
Email: erin.murphy@ngc.com
- 13b. Ordering Procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
- 14. Contractor's Payment Address:**
Payment by check should be sent to:
- JP Morgan Chase Bank, New York, NY
ABA# See Invoice
Account No.: See Invoice
Cage Code 1VZG8
Account Name: Northrop Grumman, Inc
Reference: Contract No. _____ Invoice Number _____
- 15. Warranty Provision:** For the purpose of this contract, commitments, warranties and representations include that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the Government for consequential damages resulting from any defect or deficiencies in accepted items. The Contractor shall comply with all applicable Federal, State and local laws, executive orders, rules and regulations applicable to its performance under this contract.
- 16. Export Packing Charges:** Not Applicable
- 17. Terms and Conditions of Government purchase card acceptance:** In accordance with the Government purchase card guidelines.
- 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 indication 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:** None.
- 24b. **Section 508 Compliance:** Ordering agencies shall state in delivery order solicitations their requirements for Section 508 compliance, if any. The price of Section 508 compliance shall be negotiated on a delivery order basis.
25. **Data Universal Number System (DUNS) number:** 064680213
26. **Central Contractor Registration (CCR):** Northrop Grumman Information Technology is registered in the (CCR). Its entry can be viewed via the above DUNS number. NGIT has several listings in the CCR. For the purpose of this contract, the DUNS number is 064680213 and the CAGE code is 1VZG8.
27. **Service Contract Act:** The Service Contract Act (SCA) may be applicable to this schedule contract and the labor categories may be subject to wage determinations (WD) based upon the work performed. The ordering agency's procuring contracting officer (PCO) is responsible for identifying the appropriate WD applicable to the effort, and for providing the appropriate WD accordingly

2.0 OVERVIEW OF NORTHROP GRUMMAN MOBIS OFFERINGS

Northrop Grumman Information Technology Inc. is recognized as one of the most diverse professional service companies in the world. Our nearly 22,000 employees are committed to continuous improvement in supporting a wide range of governmental and commercial customers.

Through the years, utilizing the Mission Oriented Business Integrated Services GSA Schedule Contract, Northrop Grumman Information Technology has become one of the largest providers of quality services to federal government agencies. Northrop Grumman Information Technology employees perform on some of the Federal Government's most complex and technologically sophisticated contracts.

Our MOBIS services include: business process redesign; strategic and business planning; benchmarking; ISO 9000 and ISO 14000; activity-based costing; financial management analysis related to an improvement effort; acquisition planning; statistical process control; surveys; vulnerability and threat assessments; organizational assessments and evaluations; process improvements; process modeling and simulation; performance measurement; organizational design; change management; development of leadership/management skills; privatization analyses and assessments; project management support; and a wide range of management and organizational training modules complemented with customized training services. Service offerings are organized into the following Special Item Number (SIN) functional areas:

- **SIN 874-1** Consulting Services;
- **SIN 874-2** Facilitation Services;
- **SIN 874-3** Survey Services;
- **SIN 874-4** Training Services

SIN 874-1 Consulting Services

Northrop Grumman shall provide expert advice, assistance, guidance or counseling in support an agency's mission-oriented business functions. Services covered by this SIN are:

- Management or strategy consulting
- Program planning, audits, and evaluations
- Studies, analyses, scenarios, and reports relating to an agency's mission-oriented business programs or initiatives, such as defense studies, tabletop exercises or scenario simulations, educational studies, regulatory or policy studies, health care studies, economic studies, and preparedness studies
- Executive/management coaching services
- Customized business training as needed to successfully perform/complete a consulting engagement
- Policy and regulation development assistance
- Expert Witness services in support of litigation, claims, or other formal cases
- Advisory and assistance services in accordance with FAR 37.203

Financial audits are covered under GSA Schedule 520, Financial and Business Services, and are not allowed under this SIN. The term "consulting" as defined herein does not include staff augmentation.

SIN 874-2 Facilitation Services

Northrop Grumman shall provide facilitation and related decision support services for agencies engaged in collaboration efforts, working groups, or teams. Services covered by this SIN are:

- Defining, refining, and resolving disputes, disagreements, and divergent views (excluding EEO disputed)
- Leading or facilitating group briefings and discussions, enabling focused decision-making
- Recording discussion content and related facilitation support services
- Debriefing stakeholders
- Preparing and providing draft and final reports relating to the facilitated issues

Conference planning and management services are excluded from this SIN; these services are specifically covered under GSA Schedule 541, Advertising and Integrated Marketing Services. EEO disputes are covered under GSA Schedule 738X, Human Resources & Equal Employment Opportunity, and are excluded from this SIN.

SIN 874-3 Survey Services

Northrop Grumman shall provide surveying relating to mission-oriented business issues. Northrop Grumman shall assist with or perform all phases of the survey process. Services covered by this SIN are:

- Survey planning, design, and development
- Pretest/pilot surveying
- Assessing reliability and validity of data
- Conducting/administering surveys
- Analyses of quantitative and qualitative survey data
- Production of reports related to the survey
- Briefings of results to stakeholders

Any surveys relating to condition or status of equipment or property, or Architect and Engineering services as defined in FAR 36.601-4, are prohibited under MOBIS.

SIN 874-4 Training Services

Northrop Grumman shall provide off-the-shelf or customized off-the-shelf training packages to meet specific agency needs relating to business services. Training course topics/themes covered by this SIN are:

- Customer service
- Team building
- Performance measurement, benchmarking

- Business process improvements or business process reengineering
- Quality standard development and organizational performance measurement
- Management and Leadership development
- Problem solving techniques
- Change management
- Strategic planning
- Quality management, quality standards
- ISO 9000

3.0 NORTHROP GRUMMAN MOBIS LABOR CATEGORY DESCRIPTIONS

Offerors shall specify the labor category(ies) proposed and the hourly and daily rates for each. Total price for consulting services will be established at the time the task/delivery order is placed and will be based on the prices offered herein. The estimated number of hours negotiated with the ordering agency and the labor category(ies) provided will be shown on the resultant task delivery order.

If the agency contracting officer chooses to purchase from this SIN 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).

Labor Category Qualifications

Consistent with Northrop Grumman hiring practices, experience can be substituted for education and education for experience. Experience, education, and description of duties for the service categories in the schedule are provided as a guideline to the typical background for staff to be provided under individual orders.

Labor Category Descriptions

Director – Provide executive coaching to agency heads, directors, and senior managers on quality improvement engagements requiring extensive senior-level experience because they have extreme public visibility, are operationally critical, or will have potential significant regulatory or financial impact on the mission of the agency. Design, organize, lead, and conduct executive level workshops, seminars, training sessions and pilot projects which require senior level application of methods, tools, or theories, or require senior-level experience in the program management of enterprise-wide change efforts.

Where a client determines that senior-level personnel are advantageous because of their functional knowledge of industry best practices in relevant fields, the director will be tasked to:

- Tailor quality improvement courses and workshops for an agency and its specific needs on complex projects
- Design, organize, lead, and conduct organizational readiness surveys, customer focus groups, benchmarking studies, and quality related surveys to identify the proper issues to be studied and to gain participation of customers or leading organizations targeted for benchmarking
- Facilitate process improvement efforts requiring a mastery of technical expertise in scientific/technical disciplines to ensure the success of pilot projects and to plan for enterprise-wide implementation

Manage a team of senior consultants and analysts supporting an agency's process improvements and quality training efforts in quality improvement initiatives that have

extreme public visibility, operational criticality, or potentially significant regulatory or financial impact on the mission of the agency.

Give lectures and speeches or write original articles or documents relating to quality implementation or technical enhancements to process improvement and customer service.

Principal Consultant – Provide consulting to agency heads, directors, and senior managers on implementation of agency-wide quality and process improvement initiatives. Design, organize, lead, and conduct executive level workshops, seminars, training sessions, and facilitation. Tailor quality improvement courses and workshops for an agency and its specific needs.

Design, organize, lead, and conduct benchmarking and surveys for an organization. Facilitate process improvement efforts requiring a mastery of technical expertise in scientific/technical disciplines or area.

Manage a team of senior consultants and analysts supporting an agency's process improvement and quality training efforts. Give lectures and speeches or write original articles or documents relating to quality implementation or technical enhancements to process improvement and customer service.

Senior Manager - Schedule and allocate work, provide advice, guidance, and training to subordinates and recommend/determine personnel actions for department. Responsible for department/project planning, execution, and performance.

Education: Master's degree and eight plus years directly related work experience in the specialized area of responsibility, including formal assignment in a managerial capacity.

Senior Consultant – Provide consulting to directors and senior managers on implementation of agency-wide quality and process improvement initiatives. Develop, lead, and conduct quality workshops, seminars, training sessions, and facilitation. Tailor quality improvement workshops and courses for an organization and its specific needs.

Lead and conduct benchmarking and surveys for an organization. Facilitate process improvement efforts requiring a mastery of technical subject matter and experience in specific programs or processes.

Manage a team of consultants and analysts supporting an agency's process improvement and quality training efforts. Generate papers and documents.

Consultant – Provide consulting to managers, supervisors, and the workforce on implementation of an organization's quality and process improvement initiatives. Present quality workshops, seminars, and training sessions.

Conduct and assist with benchmarking and surveys for an organization. Facilitate process improvement efforts requiring a sufficient level of technical expertise needed to

support the process. Manage a team of junior consultants and analysts supporting an agency's process improvement and quality training efforts.

Program Manager – Plan and direct technological improvements and project management implementation. Manage a diverse group of functional activities and subordinate groups of technical and administrative personnel.

Education: 10+ years of relevant experience; advanced degree desired.

Task Team Leader – Define and direct technical specifications and tasks to be performed by team members, define target dates of tasks and subtasks. Provide guidance and assistance in coordinating output and ensuring the technical adequacy of end product.

Education: Bachelors degree in a relevant field of study. Minimum of five years professional work experience that provides the required knowledge and skill set. Ability to work with government contracts personnel.

Junior Consultant – Assist in consulting to managers, supervisors, and the workforce on implementation of an organization's quality and process improvement initiatives. Assist in the presentation of quality workshops, seminars, and training sessions. Assist with benchmarking and surveys for an organization. Assist in the facilitation of process improvement efforts.

Senior Systems Analyst – Support the process improvement effort of an organization by providing specific, high-level, technical expertise as required by the team leader.

System Analyst – Support the process improvement effort of an organization by providing specific technical expertise as required by the process owner, team leader or team member.

Statistician – Support the process improvement effort of an organization by providing specific technical expertise in the area of statistics as required by the process owner, team leader, or team members.

Assist with benchmarking and surveys. Develop or apply advanced quality tools, metrics, or techniques.

Training Developer – Provide support in researching and developing educational materials for quality improvement initiatives.

Management Analyst – Provide management control of system development activities, including analysis of current procedures and policies to determine continued applicability. Develop, implement, and monitor policies and procedures for information resources management. Analyze areas of concern and present feasible alternatives and recommendations based on thorough research and analysis. Collect, compile, and assemble data for financial and analytical reports.

Education: Five years of specialized experience in the development and monitoring of information resources, management policies, and procedures.

Computer Programmer – Support the process improvement effort of an organization by providing specific technical expertise in the area of computer applications, as required by the process owner, team leader, or team members.

Data Administrator – Perform data administration for information systems in conformance with USPS corporate data policy, procedures, standards, and guidelines. Conduct impact assessments on information systems to determine application integration potential and compatibility with the corporate architecture. Work with customer and other ISSC personnel to ensure quick responses to customer inquiries as to data standards, identification, availability, and location.

Provide technical assistance related to data administration and participate in the conceptual design/redesign of data base systems and logical models for use in business systems reengineering. Ensure proper synchronization of data dictionaries with the corporate repository. Maintain the ISSC dictionaries and repositories and ensures that change documentation is available for appropriate shared use in the corporate repository. Provide technical guidance or corporate repository and modeling techniques in support of information systems development and maintenance.

Education: Ability to apply USPS standards for data identification, definition naming, and sharing, using USPS data stewardship policies, IS data design standards, and related standards.

Technical Editor – Review the grammar, writing styles, and syntax of quality materials and technical reports. Assist in rewrites of quality materials and technical reports.

Word Processor – Support the project manager by typing letters, reports, and training materials as required; make travel arrangements and order supplies. Maintain files and library/reference materials.

4.0 NORTHROP GRUMMAN MOBIS DAILY RATES

Labor Category	Rate Effective 10/1/07- 9/30/08	Rate Effective 10/1/08-9/30/09	Rate Effective 10/1/09-9/30/10	Rate Effective 10/1/10- 9/30/11	Rate Effective 10/1/11- 9/30/12
Director	2559.31	2651.45	2746.90	2845.79	2948.23
Principal Consultant	1801.64	1866.50	1933.69	2003.31	2075.42
Senior Manager	1437.14	1488.88	1542.48	1598.00	1655.53
Senior Consultant	1309.23	1356.37	1405.20	1455.78	1508.19
Consultant	1071.13	1109.69	1149.64	1191.03	1233.90
Program Manager	1008.88	1045.20	1082.82	1121.81	1162.19
Task Team Leader	937.29	971.03	1005.99	1042.21	1079.72
Senior Systems Analyst	841.46	871.75	903.14	935.65	969.33
Statistician	800.87	829.70	859.57	890.51	922.57
Junior Consultant	763.58	791.07	819.55	849.06	879.62
Training Developer	759.20	786.53	814.85	844.18	874.57
Systems Analyst	638.41	661.40	685.21	709.87	735.43
Management Analyst	621.22	643.58	666.75	690.75	715.62
Computer Programmer	536.72	556.04	576.06	596.80	618.28
Data Administrator	418.75	433.83	449.44	465.62	482.39
Technical Editor	390.15	404.19	418.74	433.82	449.44
Word Processor	318.55	330.02	341.90	354.21	366.96

NORTHROP GRUMMAN MOBIS HOURLY RATES

Labor Category	Rate Effective 10/1/07-9/30/08	Rate Effective 10/1/08-9/30/09	Rate Effective 10/1/09-9/30/10	Rate Effective 10/1/10- 9/30/11	Rate Effective 10/1/11- 9/30/12
Director	319.92	331.43	343.37	355.73	368.53
Principal Consultant	225.21	233.32	241.72	250.42	259.43
Senior Manager	179.64	186.11	192.81	199.75	206.94
Senior Consultant	163.66	169.55	175.65	181.98	188.53
Consultant	133.89	138.71	143.71	148.88	154.24
Program Manager	126.11	130.65	135.36	140.23	145.28
Task Team Leader	117.16	121.38	125.75	130.28	134.97
Senior Systems Analyst	105.19	108.97	112.89	116.96	121.17
Statistician	100.11	103.71	107.45	111.31	115.32
Junior Consultant	95.45	98.88	102.44	106.13	109.95
Training Developer	94.90	98.31	101.85	105.52	109.32
Systems Analyst	79.80	82.68	85.65	88.74	91.93
Management Analyst	77.65	80.44	83.34	86.34	89.45
Computer Programmer	67.09	69.51	72.01	74.60	77.29
Data Administrator	52.34	54.22	56.17	58.20	60.29
Technical Editor	48.76	50.52	52.34	54.22	56.17
Word Processor	39.81	41.25	42.73	44.27	45.86