

**GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

**MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)**



**CGI Federal Inc.**  
12601 Fair Lakes Circle  
Fairfax, VA 22033-4902  
Attn: GWAC Solutions Center  
(703) 227.6000 (Voice)  
(703) 227.7477 (Facsimile)  
[gwacsc@cgifederal.com](mailto:gwacsc@cgifederal.com) (E-Mail)  
<http://www.cgifederal.com> (Internet)

Contract Number:	GS-23F-9785H
Refresh Pricelist	Effective March 8, 2012
Period Covered by Contract:	10/01/1997 – 09/30/2012
FSC Group:	874
FSC Class:	8742
Business Size:	Large

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

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>.

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## CUSTOMER INFORMATION

### 1a. Authorized Special Item Numbers (SINs)

Special Item No. 874-1 - Consulting Services	4
Special Item No. 874-2 - Facilitation Services	5
Special Item No. 874-3 – Survey Services	6
Special Item No. 874-7 – Program Integration and Project Management	7

### 1b. Lowest Priced Model Number and Lowest Unit Price

See the section in this price list titled “Services Price List” for hourly/daily firm fixed and training prices.

### 1c. Hourly Rates

See the section in this price list titled “Services Price List” for hourly/daily firm fixed and training prices.

### 2. Maximum Order

For MOBIS Schedule orders valued over the maximum order threshold, GSA recommends that the ordering activity seek price reductions.

### 3. Minimum Order

For MOBIS Schedule orders, the minimum order designated is \$300.00.

### 4. Geographic Coverage (Delivery Area)

The minimum acceptable geographic scope of the MOBIS Schedule is worldwide.

### 5. Point(s) of Production

If in the performance of any order under this Contract CGI uses one or more facilities located at a different address than in this pricelist, the place of performance is as specified in the individual order.

### 6. Discount from List Prices or Statement of Net Price

Prices shown are NET prices; basic discounts have been deducted.

### 7. Quantity Discounts

As stated on individual orders.

### 8. Prompt Payment Terms

Net 30 days.

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

CGI will accept the Government Purchase Card for payments equal to or less than the micro-purchase threshold.

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

CGI will not accept the Government Purchase Card for payments above the micro-purchase threshold.

### 10. Foreign Items

Not applicable under this Schedule.

**11a. Time of Delivery**

For all Special Item Numbers (SINS), date of award to completion.

**11b. Expedited Delivery**

Items available for expedited delivery are noted in this price list.

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

Item available for overnight and 2-day delivery are stated on individual orders. Contact CGI for rates.

**11d. Urgent Requirements**

When the Contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within three (3) workdays after receipt (telephonic replies shall be confirmed by the Contractor in writing). If the Contractor offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all the other terms and conditions of the Contract.

**12. F.O.B. Point(s)**

Destination.

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

Via Mail/Federal Express	Via Facsimile
CGI Federal Inc. Attn: GWAC Solutions Center 12601 Fair Lakes Circle Fairfax, VA 22033-4902	CGI Federal Inc. (703) 227.7477 To verify transmission: (703) 227.6000

**13b. Ordering Procedures**

For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.

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

Via Mail	Via Federal Express	Via Wire/ACH
CGI Federal Inc. P.O. Box 404922 Atlanta, GA 30384-4922	Bank of America Lockbox Services Lockbox 404922 6000 Feldwood Road College Park, GA 30349	Bank of America Dallas, TX ABA # 111000012 CGI Federal Inc. Account No.: 3756257625

**15. Warranty Provision**

CGI warrants that the items delivered hereunder are merchantable and fit for use for the particular purpose described in the MOBIS Schedule Contract.

**16. Export Packing Charges**

As stated on individual orders.

**17. Terms and Conditions of Government Purchase Card Acceptance**

CGI will accept the Government Purchase Card for payments equal to or less than the micro-purchase threshold.

**18. Terms and Conditions of Rental, Maintenance, and Repair**

Not applicable under this Schedule.

**19. Terms and Conditions of Installation**

Not applicable under this Schedule.

**20. Terms and Conditions of Repair Parts**

Not applicable under this Schedule.

**20a. Terms and conditions for any other Services**

Not applicable under this Schedule.

**21. List of Service and Distribution Points**

Not applicable under this Schedule.

**22. List of Participating Dealers**

Not applicable under this Schedule.

**23. Preventative Maintenance**

Not applicable under this Schedule.

**24a. Special attributes such as Environmental Attributes (e.g., Recycled Content, Energy Efficiency, and/or Reduced Pollutants)**

Not applicable under this Schedule.

**24b. Section 508 Compliance**

If applicable, Section 508 compliance information on the supplies and services in this Contract are available in Electronic and Information Technology (EIT) at the following:

[gwacsc@cgifederal.com](mailto:gwacsc@cgifederal.com)

The EIT standard can be found at: [www.Section508.gov/](http://www.Section508.gov/).

**25. Data Universal Number System (DUNS) Number**

CGI Federal Inc.'s DUNS Number is: **145969783**

CGI Federal Inc.'s CAGE Code is: **3YVK7**

**26. Notification Regarding Registration in Central Contractor Registration (CCR) Database**

CGI Federal Inc. has registered with the Central Contractor Registration (CCR) Database.

**27. Uncompensated Overtime**

CGI's labor rates are based on a forty-hour work week.

## SIN 874-1: CONSULTING SERVICES

CGI's experienced and creative professionals work as a team with an ordering activity's key staff to achieve breakthrough performance. Together the team proceeds along a structured, disciplined path, stimulating breakthrough thinking; identifying and instilling ownership; helping transition to the new way of doing business; and yielding outstanding business results. CGI provides a full range of consulting services in the following major categories:

Change Management	Financial Management
Performance Measurement	Process and Organizational Improvement/Transformation
Procurement Support	Senior Executive Consulting
Systems Engineering	Systems Development and Integration
Transition Planning	Information Security

Within the full-range of consulting services provided, CGI offers a comprehensive array of support services to assess an ordering activity's information systems/ information system technologies; assist with identifying mission, vision, long and short term goals, and objectives/strategies for the future; performance measurement/management and application of performance measurement frameworks; planning, analysis, development, and implementation for business, process, tool, and productivity improvements; evaluating and auditing ordering activity programs; and measurement of an ordering activity's products, services, and practices against industry leaders. A few of our specialized service categories include:

- Activity-based costing (ABC) studies and implementation
- Alternatives analyses, return on investment (RoI), net present value (NPV), cost benefit analyses (CBA), cost effectiveness analyses (CEA), earned value management (EVM)
- Balanced scorecard design and implementation
- Benchmarking/best practices
- Business modeling/planning, business process reengineering (BPR), business process management (BPM), requirements gathering and simulation
- Capital asset planning (CAP) 300-b business case support
- Electronic commerce (e-Commerce)/electronic business (e-Business)/electronic workflow (EW)/electronic data interface (EDI)
- Government Performance Results Act (GPRA) implementation and strategic planning, key performance indicator (KPI) determination, targeting, and measurement, President's Management Agenda (PMA) consulting
- ISO 900x support
- Knowledge management
- Line of business (LoB) implementation, integration, and management
- Organizational/technology assessment, design, change/transformation, and implementation
- Outsourcing A76 and competitive sourcing, human resource planning, managed services/business processes
- Procurement and source selection support, performance-based contracting (PBC), strategic sourcing
- Process/performance measurement assessment, design, implementation, and management
- Project management office (PMO) and process implementation
- Quality assurance/quality control (QA/QC), cost of quality assessment
- Risk assessment, policies and procedures, certification and accreditation (C&A), business continuity planning (BCP), business intelligence

## **SIN 874-2: FACILITATION SERVICES**

CGI's facilitated workshops shorten and strengthen Achieving Breakthrough Performance (ABP) phases. As part of our ABP framework, we provide a variety of facilitation services that support all aspects of change management, including strategic planning, team building, consensus building, problem solving, requirements definition, process/data modeling, and business processing reengineering (BPR)/business process improvement (BPI).

CGI's certified facilitators lead workshops, supported by experienced documentors to capture results, or a technographer to support electronic facilitation groupware. Both traditional Joint Application Design (JAD)/Rapid Application Development (RAD) workshops and electronically facilitated sessions may use Computer-Aided Systems Engineering (CASE) tools to support the analysis and modeling of processes and data flows. During each facilitated session, CGI helps ordering activities reach agreement before session ends and helps assign open issues for quick resolution.

CGI offers the following facilitation products and services:

Breakthrough Thinking	Consensus Building
Decision Briefing	Large-Scale Group Interaction
Problem Solving	Process and Data Modeling
Team Building	Visioning

## SIN 874-3: SURVEY SERVICES

Stakeholder data collection and analysis are important, and CGI leverages the use of surveys throughout our Achieving Breakthrough Performance (ABP) framework. We help ordering activities proactively pursue, analyze, and internalize their stakeholder (customer/market, employee, and user) perceptions, expectations, and satisfaction.

The following CGI survey services are included in all ABP focus areas:

Benchmarking/Best Practices	Market
Competitive Analysis	Product and Service
Customer	Readiness Assessment
Employee	User Requirements

CGI assists in the design, execution, and analysis of surveys. We collaborate with ordering activities on conducting surveys, and our approach includes the following activities:

**Planning** – identify type, scope, goals; gather information; identify sample and determine size; select sampling and data collection technique.

**Design and Testing** – develop and test questionnaires; train survey takers.

**Implementation** – conduct survey; enter data.

**Analysis** – analyze and interpret data; generate report(s).



## **SIN 874-7: PROGRAM INTEGRATION AND PROJECT MANAGEMENT**

One of CGI's key differentiators is our approach to program integration and project management. We have created a project governance approach that combines client management processes, industry best practices, and staff expertise to deliver value-added services on-time and within budget.

Our project management services are comprised of project management, project oversight, project tracking, project monitoring, and project control. Our program integration services are geared to help clients manage user expectations, mitigate risks, optimize business processes, and obtain an integrated view of the program and projects within the program. CGI's services in these areas include:

- Identifying, planning, and project scope
- Providing project focus and alignment
- Developing requirements
- Project team communications
- Motivating team members
- Scheduling and optimizing resources
- Creating and maintaining work breakdown structures (WBS')
- Optimizing project critical path
- Tracking and reporting project status
- Reporting slack and delay
- Providing cost comparisons to project value/earned value management system (EVMS)
- Measuring project success

CGI's program integration and project management approach supports clients by standardizing and reducing the number of tasks using available resources in the most effective and efficient manner, and providing insight into the tasks to be accomplished and the timeline in which they should be accomplished. Various metrics utilized serve as alert mechanisms to warn of potential cost and/or schedule overruns, delivery delays, and programmatic issues.

**SERVICES PRICE LIST**  
**Hourly/Daily Firm Fixed Prices**  
**for**  
**Mission Oriented Business Integrated Services (MOBIS)**  
**Special Item Numbers (SINS) 874-1, 874-2, 874-3, 874-7**  
**Base Years 1 – 5**

Labor Category	Base Year 1		Base Year 2		Base Year 3		Base Year 4		Base Year 5	
	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates
	10/01/1997 – 09/30/1998		10/01/1998 – 09/30/1999		10/01/1999 – 09/30/2000		10/01/2000 – 09/30/2001		10/01/2001 – 09/30/2002	
Client Executive	N/A	N/A	N/A	N/A	N/A	N/A	\$294.03	\$2,352.24	\$306.97	\$2,455.76
Engagement Manager	N/A	N/A	N/A	N/A	N/A	N/A	\$272.63	\$2,181.44	\$284.62	\$2,276.96
Business Manager	N/A	N/A	N/A	N/A	N/A	N/A	\$258.94	\$2,071.52	\$270.34	\$2,162.72
Principal Consultant	N/A	N/A	N/A	N/A	N/A	N/A	\$235.45	\$1,883.60	\$245.81	\$1,966.48
Project Director	\$218.25	\$1,746.00	\$226.34	\$1,810.72	\$236.39	\$1,891.12	\$246.70	\$1,973.60	\$257.55	\$2,060.40
Sr. Project Manager	\$154.20	\$1,233.60	\$159.92	\$1,279.36	\$166.94	\$1,335.52	\$174.30	\$1,394.40	\$181.97	\$1,455.76
Project Manager	\$120.56	\$964.48	\$122.31	\$978.48	\$127.68	\$1,021.44	\$133.31	\$1,066.48	\$139.18	\$1,113.44
Team Leader	\$95.09	\$760.72	\$98.60	\$788.80	\$102.95	\$823.60	\$107.48	\$859.84	\$112.20	\$897.60
Sr. Subject Matter Expert	N/A	N/A	N/A	N/A	N/A	N/A	\$195.57	\$1,564.56	\$204.17	\$1,633.36
Subject Matter Expert	N/A	N/A	N/A	N/A	N/A	N/A	\$181.33	\$1,405.64	\$189.31	\$1,514.48
Sr. Functional Specialist	\$141.17	\$1,129.36	\$146.41	\$1,171.28	\$152.84	\$1,222.72	\$159.58	\$1,276.64	\$166.59	\$1,332.72
Lead Functional Specialist	\$119.76	\$958.09	\$124.17	\$993.36	\$129.64	\$1,037.12	\$135.34	\$1,082.72	\$141.31	\$1,130.48
Functional Specialist	\$97.03	\$776.24	\$100.63	\$805.04	\$105.06	\$840.48	\$109.68	\$877.44	\$114.49	\$915.92
Chief Technologist	N/A	N/A	N/A	N/A	N/A	N/A	\$267.82	\$2,142.56	\$279.61	\$2,236.88
Principal Technologist	N/A	N/A	N/A	N/A	N/A	N/A	\$225.27	\$1,802.16	\$235.18	\$1,881.44
Sr. Technical Specialist	\$144.01	\$1,152.08	\$149.33	\$1,194.64	\$155.90	\$1,247.20	\$162.76	\$1,302.08	\$169.92	\$1,359.36
Lead Technical Specialist	\$122.63	\$981.04	\$127.19	\$1,017.52	\$132.78	\$1,062.24	\$138.62	\$1,108.96	\$144.72	\$1,157.76
Technical Specialist	\$103.66	\$829.28	\$107.50	\$860.00	\$112.23	\$897.84	\$117.17	\$937.36	\$122.32	\$978.56
Principal BPR Specialist	\$129.29	\$1,034.32	\$134.07	\$1,072.56	\$139.98	\$1,119.84	\$146.13	\$1,169.04	\$152.56	\$1,220.48
Sr. BPR Specialist	\$108.71	\$869.68	\$112.73	\$901.84	\$117.69	\$941.52	\$122.87	\$982.96	\$128.27	\$1,026.16
Lead BPR Specialist	\$81.51	\$652.08	\$84.52	\$676.16	\$88.24	\$705.92	\$92.12	\$736.96	\$96.18	\$769.44
BPR Specialist	\$70.90	\$567.20	\$73.50	\$588.00	\$76.75	\$614.00	\$80.11	\$640.88	\$83.66	\$669.28
Jr. BPR Specialist	\$58.50	\$468.00	\$60.66	\$485.28	\$63.32	\$506.56	\$66.11	\$528.88	\$69.02	\$552.16
Sr. OD Specialist	\$128.23	\$1,025.84	\$132.99	\$1,063.92	\$138.83	\$1,110.64	\$144.95	\$1,159.60	\$151.33	\$1,210.64
Lead OD Specialist	\$110.50	\$884.00	\$114.61	\$916.88	\$119.64	\$957.12	\$124.93	\$999.44	\$130.41	\$1,043.28
OD Specialist	\$87.30	\$698.40	\$90.56	\$724.48	\$94.55	\$756.40	\$98.68	\$789.44	\$103.03	\$824.24

Labor Category	Base Year 1		Base Year 2		Base Year 3		Base Year 4		Base Year 5	
	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates
	10/01/1997 – 09/30/1998		10/01/1998 – 09/30/1999		10/01/1999 – 09/30/2000		10/01/2000 – 09/30/2001		10/01/2001 – 09/30/2002	
Sr. Change Management Specialist	\$143.08	\$1,144.64	\$148.37	\$1,186.96	\$154.90	\$1,239.20	\$161.71	\$1,293.68	\$168.81	\$1,350.48
Lead Change Management Specialist	\$109.48	\$875.84	\$113.52	\$908.16	\$118.52	\$948.16	\$123.75	\$990.00	\$129.20	\$1,033.60
Change Management Specialist	\$86.73	\$693.84	\$89.93	\$719.44	\$93.90	\$751.20	\$98.03	\$784.24	\$102.34	\$818.72
Sr. Consultant	N/A	N/A	N/A	N/A	N/A	N/A	\$214.98	\$1,719.84	\$224.44	\$1,795.52
Principal Facilitator	N/A	N/A	N/A	N/A	N/A	N/A	\$200.90	\$1,607.20	\$209.74	\$1,677.92
Sr. Facilitator	\$128.49	\$1,027.92	\$133.25	\$1,066.00	\$139.12	\$1,112.96	\$145.24	\$1,161.92	\$151.63	\$1,213.04
Facilitator	\$99.27	\$794.16	\$102.95	\$823.60	\$107.47	\$859.76	\$112.20	\$897.60	\$117.14	\$937.12
Sr. Performance Measure Specialist	\$130.81	\$1,046.48	\$135.65	\$1,085.20	\$141.62	\$1,132.96	\$147.86	\$1,182.88	\$154.36	\$1,234.88
Performance Measure Specialist	\$99.07	\$792.56	\$102.75	\$822.00	\$107.26	\$858.08	\$111.99	\$895.92	\$116.91	\$935.28
Lead Business Analyst	\$72.81	\$582.48	\$75.51	\$604.08	\$78.84	\$630.72	\$82.29	\$658.32	\$85.92	\$687.36
Sr. Business Systems Analyst	\$105.28	\$842.24	\$109.18	\$873.44	\$113.99	\$911.92	\$119.02	\$952.16	\$124.25	\$994.00
Business Systems Analyst	\$82.97	\$663.76	\$86.03	\$688.24	\$89.82	\$718.56	\$93.77	\$750.16	\$97.90	\$783.20
Jr. Business Systems Analyst	\$54.35	\$434.80	\$56.36	\$450.88	\$58.84	\$470.72	\$61.43	\$491.44	\$64.13	\$513.04
Sr. Systems Programmer	\$115.25	\$922.00	\$119.51	\$956.08	\$124.78	\$998.24	\$130.26	\$1,042.08	\$136.00	\$1,088.00
Systems Programmer	\$70.73	\$565.84	\$73.35	\$586.80	\$76.57	\$612.56	79.93	\$639.44	\$83.46	\$667.68
Sr. Database Specialist	\$122.78	\$982.24	\$127.31	\$1,018.48	\$132.92	\$1,063.36	\$138.75	\$1,110.00	\$144.86	\$1,158.88
Database Specialist	\$107.26	\$858.08	\$111.23	\$889.84	\$116.13	\$929.04	\$121.24	\$969.92	\$126.57	\$1,012.56
Sr. Network Specialist	\$118.94	\$951.52	\$123.34	\$986.72	\$128.79	\$1,030.32	\$134.43	\$1,075.44	\$140.36	\$1,122.88
Network Specialist	\$111.43	\$891.44	\$115.57	\$924.56	\$120.66	\$965.28	\$125.97	\$1,007.76	\$131.50	\$1,052.00
Sr. Trainer	\$128.71	\$1,029.68	\$133.50	\$1,068.00	\$139.36	\$1,114.88	\$145.50	\$1,164.00	\$151.89	\$1,215.12
Trainer	\$98.88	\$791.04	\$102.55	\$820.40	\$107.07	\$856.56	\$111.78	\$894.24	\$116.70	\$933.60
Project Administrator	\$57.92	\$463.36	\$60.07	\$480.56	\$62.72	\$501.76	\$65.48	\$523.84	\$68.38	\$547.04
Administrative Support	\$36.52	\$292.16	\$37.85	\$302.80	\$39.53	\$316.24	\$41.27	\$330.16	\$43.10	\$344.80

- Notes:**
- Travel costs will be additional to the labor rates, as authorized in the order. Travel will be in accordance with the Joint Travel Regulations (JTR) and will be burdened with G&A.
  - Incidental Other Directs Costs (ODCs) will be billed at cost and will be burdened with G&A.
  - The Daily Rate is based on eight (8) hours per day.

**Hourly/Daily Firm Fixed Prices  
for  
Mission Oriented Business Integrated Services (MOBIS)  
Special Item Numbers (SINS) 874-1, 874-2, 874-3, 874-7  
Years 6 – 10**

Labor Category	Year 6		Year 7		Year 8		Year 9		Year 10	
	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates
	10/01/2002 – 09/30/2003		10/01/2003 – 09/30/2004		10/01/2004 – 09/30/2005		10/01/2005 – 09/30/2006		10/01/2006 – 09/30/2007	
Client Executive	\$320.48	\$2,563.80	\$333.75	\$2,670.00	\$348.44	\$2,787.52	\$363.77	\$2,910.16	\$379.77	\$3,038.16
Engagement Manager	\$297.15	\$2,377.19	\$309.45	\$2,475.60	\$323.07	\$2,584.56	\$337.28	\$2,698.24	\$352.13	\$2,817.04
Business Manager	\$282.23	\$2,257.86	\$293.92	\$2,351.36	\$306.86	\$2,454.88	\$320.36	\$2,562.88	\$334.45	\$2,675.60
Principal Consultant	\$256.63	\$2,053.01	\$267.26	\$2,138.08	\$279.02	\$2,232.16	\$291.29	\$2,330.32	\$304.11	\$2,432.88
Project Director	\$268.88	\$2,151.06	\$280.02	\$2,240.16	\$292.33	\$2,338.64	\$305.20	\$2,441.60	\$318.63	\$2,549.04
Sr. Project Manager	\$189.97	\$1,519.73	\$197.84	\$1,582.72	\$206.54	\$1,652.32	\$215.62	\$1,724.96	\$225.11	\$1,800.88
Project Manager	\$145.30	\$1,162.43	\$151.32	\$1,210.56	\$157.98	\$1,263.84	\$164.93	\$1,319.44	\$172.19	\$1,377.52
Team Leader	\$117.14	\$937.09	\$121.99	\$975.92	\$127.35	\$1,018.80	\$132.96	\$1,063.68	\$138.81	\$1,110.48
Sr. Subject Matter Expert	\$213.15	\$1,705.24	\$221.98	\$1,775.84	\$231.75	\$1,854.00	\$241.95	\$1,935.60	\$252.59	\$2,020.72
Subject Matter Expert	\$197.64	\$1,581.10	\$205.82	\$1,646.56	\$214.88	\$1,719.04	\$224.33	\$1,794.64	\$234.21	\$1,873.68
Sr. Functional Specialist	\$173.92	\$1,391.36	\$181.12	\$1,448.96	\$189.09	\$1,512.72	\$197.41	\$1,579.28	\$206.10	\$1,648.80
Lead Functional Specialist	\$147.53	\$1,180.22	\$153.64	\$1,229.12	\$160.40	\$1,283.20	\$167.45	\$1,339.60	\$174.83	\$1,398.64
Functional Specialist	\$119.53	\$956.22	\$124.48	\$995.84	\$129.96	\$1,039.68	\$135.67	\$1,085.36	\$141.64	\$1,133.12
Chief Technologist	\$291.91	\$2,335.27	\$304.00	\$2,432.00	\$317.37	\$2,538.96	\$331.64	\$2,650.74	\$345.92	\$2,767.36
Principal Technologist	\$245.53	\$1,964.24	\$255.70	\$2,045.60	\$266.95	\$2,135.60	\$278.70	\$2,229.60	\$290.96	\$2,327.68
Sr. Technical Specialist	\$117.40	\$1,419.17	\$184.74	\$1,477.92	\$192.87	\$1,542.96	\$201.36	\$1,610.88	\$210.22	\$1,681.76
Lead Technical Specialist	\$151.09	\$1,208.70	\$157.35	\$1,258.80	\$164.27	\$1,314.16	\$171.49	\$1,371.92	\$179.05	\$1,432.40
Technical Specialist	\$127.70	\$1,021.62	\$132.99	\$1,063.92	\$138.85	\$1,110.80	\$144.95	\$1,159.60	\$151.33	\$1,210.64
Principal BPR Specialist	\$159.27	\$1,274.18	\$165.87	\$1,326.96	\$173.17	\$1,385.36	\$180.79	\$1,466.32	\$188.74	\$1,509.92
Sr. BPR Specialist	\$133.91	\$1,071.31	\$139.46	\$1,115.68	\$145.60	\$1,164.80	\$152.00	\$1,216.00	\$158.69	\$1,269.52
Lead BPR Specialist	\$100.41	\$803.30	\$104.57	\$836.56	\$109.17	\$873.36	\$113.98	\$911.84	\$118.99	\$951.92
BPR Specialist	\$87.34	\$698.73	\$90.95	\$727.60	\$94.96	\$759.68	\$99.13	\$793.04	\$103.50	\$828.00
Jr. BPR Specialist	\$72.06	\$576.46	\$75.04	\$600.32	\$78.35	\$626.80	\$81.79	\$654.32	\$85.39	\$683.12
Sr. OD Specialist	\$157.99	\$1,263.91	\$164.53	\$1,316.24	\$171.77	\$1,374.16	\$179.33	\$1,434.64	\$187.22	\$1,497.76
Lead OD Specialist	\$136.15	\$1,089.18	\$141.79	\$1,134.32	\$148.02	\$1,184.16	\$154.54	\$1,236.32	\$161.34	\$1,290.72
OD Specialist	\$107.56	\$860.51	\$112.02	\$896.16	\$116.95	\$935.60	\$122.10	\$976.80	\$127.46	\$1,019.68

Labor Category	Year 6		Year 7		Year 8		Year 9		Year 10	
	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates
	10/01/2002 – 09/30/2003		10/01/2003 – 09/30/2004		10/01/2004 – 09/30/2005		10/01/2005 – 09/30/2006		10/01/2006 – 09/30/2007	
Sr. Change Management Specialist	\$176.24	\$1,409.90	\$183.53	\$1,468.24	\$191.61	\$1,532.88	\$200.04	\$1,600.32	\$208.84	\$1,670.72
Lead Change Management Specialist	\$134.88	\$1,079.08	\$140.47	\$1,123.76	\$146.66	\$1,173.28	\$153.10	\$1,224.80	\$159.84	\$1,278.72
Change Management Specialist	\$106.84	\$854.74	\$111.26	\$890.08	\$116.16	\$929.28	\$121.28	\$970.24	\$126.62	\$1,012.96
Sr. Consultant	\$234.31	\$1,874.52	\$244.01	\$1,952.08	\$254.76	\$2,038.08	\$265.96	\$2,127.68	\$277.66	\$2,221.28
Principal Facilitator	\$218.97	\$1,751.75	\$228.03	\$1,824.24	\$238.07	\$1,904.56	\$248.54	\$1,988.32	\$259.49	\$2,075.92
Sr. Facilitator	\$158.30	\$1,266.41	\$164.86	\$1,318.88	\$172.11	\$1,376.88	\$179.68	\$1,437.44	\$187.59	\$1,500.72
Facilitator	\$122.29	\$978.35	\$127.36	\$1,018.88	\$132.96	\$1,063.68	\$138.82	\$1,110.56	\$144.92	\$1,159.36
Sr. Performance Measure Specialist	\$161.15	\$1,289.21	\$167.82	\$1,342.56	\$175.22	\$1,401.76	\$182.92	\$1,463.39	\$190.97	\$1,527.76
Performance Measure Specialist	\$122.05	\$976.43	\$127.10	\$1,016.80	\$132.70	\$1,061.60	\$138.54	\$1,108.32	\$144.64	\$1,157.12
Lead Business Analyst	\$89.70	\$717.60	\$93.42	\$747.36	\$97.53	\$780.24	\$101.82	\$814.56	\$106.30	\$850.40
Sr. Business Systems Analyst	\$129.72	\$1,037.74	\$135.08	\$1,080.64	\$141.03	\$1,128.24	\$147.23	\$1,177.84	\$153.72	\$1,229.76
Business Systems Analyst	\$102.21	\$817.66	\$106.44	\$851.82	\$111.12	\$888.96	\$116.01	\$928.08	\$121.12	\$968.96
Jr. Business Systems Analyst	\$66.95	\$535.61	\$69.73	\$557.84	\$72.79	\$582.32	\$75.99	\$607.92	\$79.34	\$634.72
Sr. Systems Programmer	\$141.98	\$1,135.87	\$147.86	\$1,182.88	\$154.37	\$1,234.96	\$161.16	\$1,289.28	\$168.25	\$1,346.00
Systems Programmer	\$87.13	\$697.06	\$90.74	\$725.92	\$94.73	\$757.84	\$98.90	\$791.20	\$103.25	\$826.00
Sr. Database Specialist	\$151.23	\$1,209.87	\$157.50	\$1,260.00	\$164.43	\$1,315.44	\$171.66	\$1,373.28	\$179.22	\$1,433.76
Database Specialist	\$132.14	\$1,057.11	\$137.61	\$1,100.88	\$143.66	\$1,149.28	\$149.99	\$1,199.92	\$156.59	\$1,252.72
Sr. Network Specialist	\$146.54	\$1,172.29	\$152.60	\$1,220.80	\$159.31	\$1,274.48	\$166.33	\$1,330.64	\$173.65	\$1,389.20
Network Specialist	\$137.29	\$1,098.29	\$142.98	\$1,143.84	\$149.26	\$1,194.08	\$155.83	\$1,246.64	\$162.69	\$1,301.52
Sr. Trainer	\$158.57	\$1,268.59	\$165.14	\$1,321.12	\$172.40	\$1,379.20	\$179.99	\$1,439.92	\$187.91	\$1,503.28
Trainer	\$121.83	\$974.68	\$126.89	\$1,015.12	\$132.46	\$1,059.68	\$138.29	\$1,106.32	\$144.37	\$1,154.96
Project Administrator	\$71.39	\$571.11	\$74.35	\$594.80	\$77.62	\$620.96	\$81.03	\$648.24	\$84.60	\$676.80
Administrative Support	\$45.00	\$359.97	\$46.86	\$374.88	\$48.92	\$391.36	\$51.07	\$408.56	\$53.32	\$426.56

**Notes:**

1. Travel costs will be additional to the labor rates, as authorized in the order. Travel will be in accordance with the Joint Travel Regulations (JTR) and will be burdened with G&A.
2. Incidental Other Directs Costs (ODCs) will be billed at cost and will be burdened with G&A.
3. The Daily Rate is based on eight (8) hours per day.

**Hourly/Daily Firm Fixed Prices  
for  
Mission Oriented Business Integrated Services (MOBIS)  
Special Item Numbers (SINS) 874-1, 874-2, 874-3, 874-7  
Years 11 – 15**

Labor Category	Year 11		Year 12		Year 13		Year 14		Year 15	
	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates
	10/01/2007 – 09/30/2008		10/01/2008 – 09/30/2009		10/01/2009 – 09/30/2010		10/01/2010 – 09/30/2011		10/01/2011 – 09/30/2012	
Client Executive	\$360.78	\$2,886.25	\$375.21	\$3,001.68	\$390.22	\$3,121.76	\$405.83	\$3,246.64	\$422.06	\$3,376.48
Engagement Manager	\$334.52	\$2,676.19	\$347.90	\$2,783.20	\$361.82	\$2,894.56	\$376.29	\$3,010.32	\$391.34	\$3,130.72
Sr. Project Manager	\$213.85	\$1,710.84	\$222.41	\$1,779.28	\$231.31	\$1,850.48	\$240.56	\$1,924.48	\$250.18	\$2,001.44
Project Manager	\$163.58	\$1,308.64	\$170.12	\$1,360.96	\$176.92	\$1,415.36	\$184.00	\$1,472.00	\$191.36	\$1,530.88
Team Leader	\$131.87	\$1,054.96	\$137.14	\$1,097.12	\$142.63	\$1,141.04	\$148.34	\$1,186.72	\$154.27	\$1,234.16
Sr. Functional Specialist	\$195.80	\$1,566.36	\$203.63	\$1,629.04	\$211.78	\$1,694.24	\$220.25	\$1,762.00	\$229.06	\$1,832.48
Lead Functional Specialist	\$166.09	\$1,328.71	\$172.73	\$1,381.84	\$179.64	\$1,437.12	\$186.83	\$1,494.64	\$194.30	\$1,554.40
Functional Specialist	\$134.56	\$1,076.46	\$139.94	\$1,119.52	\$145.54	\$1,164.32	\$151.36	\$1,210.88	\$157.41	\$1,259.28
Sr. Technical Specialist	\$199.71	\$1,597.67	\$207.70	\$1,661.60	\$216.01	\$1,728.08	\$224.65	\$1,797.20	\$233.64	\$1,869.12
Lead Technical Specialist	\$170.10	\$1,360.78	\$176.90	\$1,415.20	\$183.98	\$1,471.84	\$191.34	\$1,530.72	\$198.99	\$1,591.92
Technical Specialist	\$143.76	\$1,150.11	\$149.51	\$1,196.08	\$155.49	\$1,243.92	\$161.71	\$1,293.68	\$168.18	\$1,345.44
Principal BPR Specialist	\$179.30	\$1,434.42	\$186.48	\$1,491.84	\$193.94	\$1,551.52	\$201.70	\$1,613.60	\$209.77	\$1,678.16
Sr. BPR Specialist	\$150.76	\$1,206.04	\$156.79	\$1,254.32	\$163.06	\$1,304.48	\$169.58	\$1,356.64	\$176.36	\$1,410.88
Lead BPR Specialist	\$113.04	\$904.32	\$117.56	\$940.48	\$122.26	\$978.08	\$127.15	\$1,017.20	\$132.24	\$1,057.92
BPR Specialist	\$98.33	\$786.60	\$102.26	\$818.08	\$106.35	\$850.80	\$110.60	\$884.80	\$115.02	\$920.16
Jr. BPR Specialist	\$81.12	\$648.96	\$84.37	\$674.96	\$87.74	\$701.92	\$91.25	\$730.00	\$94.90	\$759.20
OD Specialist	\$121.09	\$968.70	\$125.93	\$1,007.44	\$130.97	\$1,047.76	\$136.21	\$1,089.68	\$141.66	\$1,133.28
Principal Facilitator	\$246.52	\$1,972.12	\$256.38	\$2,051.04	\$266.64	\$2,133.12	\$277.31	\$2,218.48	\$288.40	\$2,307.20
Sr. Facilitator	\$178.21	\$1,425.68	\$185.34	\$1,482.72	\$192.75	\$1,542.00	\$200.46	\$1,603.68	\$208.48	\$1,667.84
Facilitator	\$137.67	\$1,101.39	\$143.18	\$1,145.44	\$148.91	\$1,191.28	\$154.87	\$1,238.96	\$161.06	\$1,288.48
Lead Business Analyst	\$100.99	\$807.88	\$105.02	\$840.16	\$109.22	\$873.76	\$113.59	\$908.72	\$118.13	\$945.04
Sr. Business Systems Analyst	\$146.03	\$1,168.27	\$151.88	\$1,215.04	\$157.96	\$1,263.68	\$164.28	\$1,314.24	\$170.85	\$1,366.80
Business Systems Analyst	\$115.06	\$920.51	\$119.67	\$957.36	\$124.46	\$995.68	\$129.44	\$1,035.52	\$134.62	\$1,076.96
Sr. Systems Programmer	\$159.84	\$1,278.70	\$166.23	\$1,329.84	\$172.88	\$1,383.04	\$179.80	\$1,438.40	\$186.99	\$1,495.92
Database Specialist	\$148.76	\$1,190.08	\$154.71	\$1,237.68	\$160.90	\$1,287.20	\$167.34	\$1,338.72	\$174.03	\$1,392.24
Sr. Network Specialist	\$164.97	\$1,319.74	\$171.57	\$1,372.56	\$178.43	\$1,427.44	\$185.57	\$1,484.56	\$192.99	\$1,543.92
Network Specialist	\$154.56	\$1,236.44	\$160.74	\$1,285.92	\$167.17	\$1,337.36	\$173.86	\$1,390.88	\$180.81	\$1,446.48



Labor Category	Year 11		Year 12		Year 13		Year 14		Year 15	
	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates
	10/01/2007 – 09/30/2008		10/01/2008 – 09/30/2009		10/01/2009 – 09/30/2010		10/01/2010 – 09/30/2011		10/01/2011 – 09/30/2012	
Sr. Trainer	\$178.51	\$1,428.12	\$185.66	\$1,485.28	\$193.09	\$1,544.72	\$200.81	\$1,606.48	\$208.84	\$1,670.72
Trainer	\$137.15	\$1,097.21	\$142.64	\$1,141.12	\$148.35	\$1,186.80	\$154.28	\$1,234.24	\$160.45	\$1,283.60
Project Administrator	\$80.37	\$642.96	\$83.58	\$668.64	\$86.92	\$695.36	\$90.40	\$723.20	\$94.02	\$752.16
Administrative Support	\$50.65	\$405.23	\$52.68	\$421.44	\$54.79	\$438.32	\$56.98	\$455.84	\$59.26	\$474.08

**Notes:**

1. The year 11 rates represent a discount from the prior year's rates.
2. Travel costs will be additional to the labor rates, as authorized in the order. Travel will be in accordance with the Joint Travel Regulations (JTR) and will be burdened with G&A.
3. Incidental Other Directs Costs (ODCs) will be billed at cost and will be burdened with G&A.
4. The Daily Rate is based on eight (8) hours per day.

Title	Description	Experience	Education
Client Executive	Liaison between engagement team and the CGI organization; interacts with senior executives internally and externally; manages senior managers; writes and distributes news releases, white papers, fact sheets, bios	15 years	BA/BS or equivalent experience, MA/MS and PMP desired
Engagement Manager	Involved in all aspects of the project life cycle; diagnoses client needs, manages project teams; addresses business challenges and generates solutions	12 years	BA/BS or equivalent experience, MA/MS and PMP desired
Sr. Project Manager	Manages all aspects of performance; expert in project management from inception to deployment; acts as a facilitator for escalating and resolving issues	8 years	BA/BS or equivalent experience, PMP desired
Project Manager	Provides overall project management; directs execution of the project; ensures contractual, technical, administrative, and financial compliance; monitors and reports on progress	5 years	BA/BS or equivalent experience, PMP desired
Team Leader	Provides guidance and direction; manages internal and external resources; reports on task performance and schedule	2 years	BA/BS or equivalent experience
Sr. Functional Specialist	Leads a team of functional experts; identifies, defines, models, and documents the requirements and custom components; assesses the impact of change and defines a change management strategy; oversees the development and deployment of change management methodologies and procedures; directs productivity quantifying the outputs and inputs of the organization, performance measures, and improvements; presents results, prepares studies, and reports	8 years	BA/BS or equivalent experience
Lead Functional Specialist	Analyzes user needs to determine business and functional requirements; identifies, defines, models, and documents the requirements and custom components; assesses the impact of change and defines a change management strategy; consults, guides, and implements culture changes; leads productivity quantifying the outputs and inputs of the organization, performance measures, and improvements; presents results, prepares studies, and reports	6 years	BA/BS or equivalent experience
Functional Specialist	Analyzes user needs to determine business and functional requirements; models, and documents the requirements and custom components; assesses the impact of change and suggests a change management strategy and culture changes; ensures key change principles, organization design, strategies, and tactics are delivered; presents results, prepares studies, and reports	4 years	BA/BS or equivalent experience
Sr. Technical Specialist	Manages and consults in the technical area of the project; oversees the research, analysis, and design of strategies; provides service at the highest level or technical complexity; may require specialized knowledge	8 years	BA/BS or equivalent experience
Lead Technical Specialist	Extensive knowledge of computer hardware and software products; researches, analyzes, and designs strategies; presents results, prepares studies, and reports	6 years	BA/BS or equivalent experience
Technical Specialist	Knowledge of computer hardware and software products; researches, analyzes, and designs strategies; presents results, prepares studies, and reports	4 years	BA/BS or equivalent experience



Title	Description	Experience	Education
Principal BPR Specialist	Conducts process modernization projects using process improvement and reengineering methodologies; develops modern business methods; identifies best practices; creates and assesses performance measures; facilitates, interviews, trains, and provides knowledge transfer; may work independently	10 years	BA/BS or equivalent experience, MA/MS preferred
Sr. BPR Specialist	Conducts process modernization projects using process improvement and reengineering methodologies; manages process improvement activities; develops activity and data models, modern business methods, identifies best practices, and creates and assess performance measurements; uses modeling software tools; may work independently	8 years	BA/BS or equivalent experience, BPR and change mgmt training desired
Lead BPR Specialist	Conducts process modernization projects using process improvement and reengineering methodologies; leads process improvement activities; develops activity and data models, modern business methods, identifies best practices, and creates and assess performance measurements; uses modeling software tools; may work independently	6 years	BA/BS or equivalent experience, BPR and change mgmt training desired
BPR Specialist	Conducts process modernization projects using process improvement and reengineering methodologies; performs process improvement activities; develops activity and data models, modern business methods, identifies best practices, and creates and assess performance measurements; uses modeling software tools	4 years	BA/BS or equivalent experience, BPR and change mgmt training desired
Jr. BPR Specialist	Assists with process modernization projects using process improvement and reengineering methodologies and process improvement activities; enters activity and data model data; uses modeling software tools	2 years	BA/BS or equivalent experience, BPR and change mgmt training desired
OD Specialist	Performs organizational assessments; assists in implementing organizational change, development, performance assessments; facilitates workshops, public awareness and outreach programs, environmental assessments, and regulatory compliance reviews	6 years	BA/BS or equivalent experience
Principal Facilitator	Facilitates complex working groups and team processes; solves problems, defines/refines agendas, plans and debriefs meetings; resolves disputes, disagreements, and divergent views; prepares draft and final reports	10 years	BA/BS or equivalent experience
Sr. Facilitator	Facilitates working groups and team processes; resolves disputes, disagreements, and divergent views; prepares draft and final reports	6 years	BA/BS or equivalent experience
Facilitator	Facilitates working groups and team processes; prepares draft and final reports	2 years	BA/BS or equivalent experience
Lead Business Analyst	Analyzes current business processes, gathers data, and suggests improvements; plan, organize, and conduct administrative, management, and program analysis studies; provides expertise in business process changes	4 years	BA/BS or equivalent experience
Sr. Business Systems Analyst	Provides expertise in the analysis, interpretation, and understanding of business service requirements and technical solutions; stakeholder liaison eliciting, analyzing, communicating, and validating requirements	5 years	BA/BS or equivalent experience

Title	Description	Experience	Education
Business Systems Analyst	Understands technology-centric business activities, strategies, and techniques that support organizational workflow; analyzes the underlying processes to improve operational efficiency and effectiveness; gathers requirements and specifications	3 years	BA/BS or equivalent experience
Sr. Systems Programmer	Analyzes system requirements and design specifications; develops logical and physical data models, process diagrams, flowcharts, and coding structures; translates detailed designs into computer program coded instructions; documents procedures	6 years	BA/BS or equivalent experience
Database Specialist	Analyzes requirements, defines structures and conversion specifications/strategies, and evaluates/recommends database products; monitors database security; defines file organization, indexing methods, and security procedures for specific user applications	2 years	BA/BS or equivalent experience
Sr. Network Specialist	Documents system design, concepts, and facilities; evaluates existing procedures; designs and documents system components, interfaces, and operational environment; produces operational systems including all forms, manuals, programs, data files, and procedures	7 years	BA/BS or equivalent experience
Network Specialist	Documents system functionality; evaluates existing procedures; assists in the design and documentation of system components, interfaces, and operational environment; assists in the production of operational systems including all forms, manuals, programs, data files, and procedures	4 years	BA/BS or equivalent experience
Sr. Trainer	Develops and revises training modules and instructional materials; conducts formal classroom classes, workshops, and seminars; maintains record of training activities	6 years	BA/BS or equivalent experience
Trainer	Assists in developing and revising training modules and instructional materials; conducts formal classroom classes, workshops, and seminars; maintains record of training activities	3 years	BA/BS or equivalent experience
Project Administrator	Supports production of project deliverables; performs administrative/clerical functions to complete project work	1-2 years	HS diploma, BA/BS preferred
Administrative Support	General administrative and clerical support; prepares correspondence; schedules and coordinates travel; scans documentation	1-2 years	HS diploma