

Intellectual Capital

MOBIS

MISSION ORIENTED
BUSINESS INTEGRATED SERVICES

CONTRACT NUMBER: GS-10F-0280T
JUNE 18, 2007 THROUGH JUNE 19, 2012
BUSINESS SIZE: SMALL

Highly Skilled,
Experienced,
Degreed and
Mentally Agile
Professionals

Diversity Solutions, Inc.™

GENERAL SERVICES ADMINISTRATION

FEDERAL SUPPLY SERVICE | AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

General Services Administration

Federal Supply Service

Authorized Federal Supply Schedule Price List

Mission Oriented Business Integrated Services (MOBIS)

CONTRACT NUMBER: GS-10F-0280T

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Diversity Solutions, Inc.

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! is: <http://www.gsaadvantage.gov>

Ordering Information

1. **Special Item Numbers:** 874-1 Consulting Services
2. **Maximum Order:** \$1,000,000. Requirements exceeding the maximum order may be handled pursuant to clause I-FSS-125 (August 1995).

In accordance with FAR 8.404, there may be circumstances where an ordering activity finds it advantageous to request a price reduction such as where a quantity of an individual order clearly indicates the potential for obtaining a reduced price. To assist customer agencies in determining when they should seek a price decrease, a level called a maximum order has been established under the contract. When an agency order exceeds this maximum amount, it is recommended that the ordering activity contact the contractor for a reduced price.

- a. The contract may:
 1. Offer a new lower price for this requirement (the Price Reduction clause is not applicable to orders placed over the maximum order in FAR 52.216-19);
 2. Offer the lowest price available under the contract; or,
 3. Decline the order; orders must be returned in accordance with FAR 52.216-19.
 - b. A delivery order for quantities that exceed the maximum order may be placed with the contractor selected in accordance with FAR 8.404. The order will be placed under the current contract.
 - c. Sales for orders that exceed the maximum order shall be reported in accordance with GSAR 552.238-72.
3. **Minimum Order:** \$300.
 4. **Geographic Coverage:** Domestic and Overseas.
 5. **Point(s) of Production:** DSI worldwide locations.
 6. **Discount from List Prices or Statement of Net Price:** All prices herein are net.
 7. **Quantity Discounts:** This discount is based upon annual sales and is calculated on a yearly basis. The discount rates are progressive. For example, a 0.5% rate will be applied for total annual sales between \$3 and \$7.5 million. If total annual sales are \$13 million, the total discount will be 0.7% for the \$7.5 to \$10 million plus 1% for \$10 + \$13 million.
 - Orders ranging from \$0 to \$3M receive 0% discount.
 - Orders ranging from \$3 million to \$7.5M receive .5% discount.
 - Orders ranging from \$7.5M to \$10M receive 0.7% discount.
 - Orders exceeding \$10 million receive a 1% discount.
 8. **Prompt Payment Terms:** 1% net 5 days, 0% Net 30 days.

ordering information (continued)

- 9b. Discount for Payment by Government Commercial Credit Card: None.
- 10. Foreign Items: None.
- 11a. Time of Delivery: Specified in each task order.
- 11b. Expedited Delivery: Items available for expedited delivery are noted in this price list.
- 11c. Overnight and 2-day Delivery: Specified in each task order.
- 11d. Urgent Requirements: None.
- 12. F.O.B. Point(s): Destination
- 13. Ordering Address:
 - Diversity Solutions, Inc. (DSI)
 - Attention: Contracts & Compliance Unit
 - 4401 Ford Avenue, Suite 220
 - Alexandria, VA 22302
 - Phone: (703) 933-3054
 - Fax: (703) 933-3055
 - Email: mobis@dsi-serving-the-gov.com
- 14. Payment Addresses:
 - Should Electronic Funds Transfer (EFT) payment be available, DSI requests that the EFT remittance be specified as follows:
 - Diversity Solutions, Inc.
 - SunTrust Bank
 - Mail code: CMD 6701
 - 1608 East Joppa Road
 - Towson, MD 21286

 - Account No: 1000019040350
 - ABA: 055002707
 - Should EFT not be available, the remittance address is as follows:
 - Diversity Solutions, Inc.
 - 4401 Ford Avenue
 - Suite 220
 - Alexandria, VA 22302
- 15. Warranty Provision: Not Applicable.
- 16. Export Packaging Charges: Not Applicable.
- 17. Terms and Conditions of Government Commercial Credit Card Acceptance: DSI accepts government commercial credit cards in accordance with government commercial credit card program guidelines.

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ABOUT THE GSA MOBIS FEDERAL SUPPLY SCHEDULE

GSA has improved efforts to make buying commercial services easier for federal customers by awarding GSA Schedule Contracts. Under the Federal Supply Schedule Program, GSA enters into government-wide contracts with commercial firms to provide products and services, at stated prices, for given periods of time. This streamlined procurement vehicle significantly reduces the time required to obtain services because GSA has reviewed vendors' capabilities, negotiated rates, and pre-qualified vendors to provide services and products. Therefore, federal customers can place orders directly with schedule contractors without seeking further competition, synopsising requirements, making determinations of fair and reasonable pricing, or considering small business set asides.

Advantages of Using the GSA MOBIS Schedule

Using GSA Schedule contracts to place an order provides many benefits to the ordering agency. These benefits include:

Flexibility

- Wide selection of services
- Available to ALL federal agencies and authorized users
- No maximum order limit or contract ceiling

Cost Savings

- Reduced procurement lead-times and administration costs
- No CBD/Fed Biz Ops synopsis required
- Prices determined to be fair and reasonable
- Easy ordering process for services
- Blanket purchase agreement may be established for additional discounts

Peace of Mind

- Compliance with all applicable regulations
- Competition requirements have been met Control
- Direct relationship between ordering agency and contractor
- Ordering agency determines selection criteria and selects contractor



Authorized Users

Authorized users of the GSA MOBIS Schedule include:

- All federal agencies and activities in the executive, legislative, and judicial branches
- Government contractors authorized in writing by a federal agency pursuant to CFR 51.1
- Mixed ownership government corporations as defined in the Government Corporation Control Act
- The government of the District of Columbia
- Other activities and organizations authorized by statute or regulation to use the GSA as a source of supply

How to Order MOBIS Services

GSA's streamlined ordering procedures have reduced the tedious, time-consuming government procurement process to a few simple steps. GSA has accomplished this by pre-qualifying vendors to perform a wide range of services. GSA has reviewed vendor qualifications, capabilities, and cost schedules in advance of the need for services, and identified these vendors, by type of service, on its Advantage!™ Web site. This approval is valid for all organizations in the federal government and other governmental agencies, and the entire process can be completed in as little as a few weeks.

To obtain GSA MOBIS Schedule services and products, federal agencies work directly with approved GSA MOBIS contractors such as DSI. 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 simplified procedure for placing an order:

Step 1: Prepare a Request for Quotes which includes:

1. A performance-based statement of work that outlines the work to be performed
2. Type of task order—Labor Hour (LH) or Firm Fixed Price (FFP)
3. Basis to be used for contractor selection (i.e., best value, etc.)

Step 2: Transmit the Request for Quotes to contractors:

1. Select at least three (more if TO is over \$1M) qualified contractors on the schedule (See <http://www.dsimobis.com/links.html> for a current list of contractor schedule holders)
2. Send request for quotes to selected contractors

Step 3: Evaluate quotes:

1. Evaluate responses based upon the factors identified in the request for quotes

Step 4: Select the contractor to receive the order:

1. Place the order directly with the schedule contractor that represents the best value and results in the lowest overall cost alternative (considering price, special qualifications, administrative costs, etc.)
2. Issue directly from requesting government agency's contracting office to the selected contractor without GSA involvement in the procurement process. All task order reporting requirements and remission of fees to GSA are the responsibility of the contractor.

DSI MOBIS OVERVIEW

DSI provides federal government clients with a wide range of Mission Oriented Business Integrated Services (MOBIS). DSI has world-class experience in providing leading-edge MOBIS services and products to a wide range of public and private sector organizations.



Who We Are

Diversity Solutions, Inc. (DSI) is a 100% woman owned and operated 8(a) and Hub Zone certified small business with a Top Secret cleared facility. Established in 1999, we offer expertise in enterprise systems technology, human capital, program management and strategy to commercial and government clients.

Our business practice is founded on the realization that disasters like 9/11 and Hurricane Katrina required extraordinary responses that stretch management and manpower resources to the limit. New and expanded missions necessitate that creative and innovative responses are quickly identified and adopted. Infusions of new monies demand proper oversight. In today's climate, government and corporate officials must be proactive in developing risk mitigation strategies. But often, the personnel necessary to do these tasks cannot be spared from other, more fundamental tasks. We specialize in empowering organizations to meet new challenges by devising programs that can be incorporated into your organization through direct participation in the implementation of your mission.

Key to the DSI's business philosophy is the recognition that you, the customer, are already on the path to revitalizing your business, when you first discover DSI. In most instances you are partway through a process that involves the identification of deficiencies and problems facing your organization. Having performed an analysis impelled by the recognition of shortfalls, and motivated by the desire for improvement, you are in search of a Partner to validate and improve your in-house analysis, to implement proposed solutions, or to create new and innovative ways of doing business. You expect your new partner not only to assist in devising the overall business solution but to organize its implementation through training, team building and the judicious addition of the solutions that DSI provides.

DSI's unique contribution to your program is the provision of highly experienced and enthusiastic professionals who have faced situations similar to yours in other government agencies and corporations. Their task is to transfer their expertise to your enterprise and to survey capabilities and develop solutions ideally suited to strengthening your programs. We are able to identify and engage such talent through a highly sophisticated and diverse network of seasoned contacts in both corporate America and the Federal Government.

Our staff boasts a variety of skill sets, program experiences and perspectives. We know that the interplay of diversity through this partnering opportunity will lend itself to the creation of a vibrant environment ripe with innovative ideas, creativity, and provide the opportunity for both the realization of vision and the successful execution of mission.

Our objective is to sit down with you to craft a work program using DSI to add value and strengthen your organization where needed. In some instances DSI will provide the services and training needed to introduce entirely new skill sets; in others we will empower your workforce to understand and address challenges posed in this post 9/11 era. We have successfully applied this approach with the Defense Intelligence Agency, the Defense Information Systems Agency, Johns Hopkins Health System, the Under Secretary of the Department of Defense and the United States Air Force. We are in search of more opportunities to practice our philosophy and would most welcome contact with you. To obtain further information, you can reach us at (703) 933-3054 or via email at info@dsi-serving-the-gov.com. You can also visit our web site at www.dsi-serving-the-gov.com.

What We Do

Our Product is Solutions, delivered via the assignment of Highly Skilled, Experienced, and Mentally Agile Professionals with a track record of successful out comes in the following competency areas:

- Enterprise Systems Management
- Human Capital Management
- Program Management
- Strategy

DSI provides federal government clients with a wide range of Management Consulting Services.

OUR SOLUTIONS — SCOPE OF WORK

DSI understands that federal agencies are under increasing pressure to reduce cost and waste, cut bureaucracy, and upgrade service quality. To deliver these results, DSI provides highly effective solutions that are custom designed to improve the performance of federal agencies in the areas of Enterprise System Management, Human Capital Management, Program Management, and Strategy.



Enterprise Systems Management:

- Asset Management & Inventory Control
- Cable Plant Engineering & Management
- Configuration Management
- Database Engineering & Management
- Desktop Management
- Data Mining & Data Warehousing
- Development and Maintenance of C4I Support Plans
- Disaster Recovery Plans
- e-Commerce
- e-Filing Systems
- Help Desk Engineering & Management
- Help Desk Customer Support
- Independent Verification & Validation (IV&V)
- Information Assurance, Vulnerability & Susceptibility Assessments
- Intranet Engineering & Management
- IPv6 Transformation
- IT Security Engineering & Management
- LAN/WAN Engineering & Management
- Large Scale Computer Project & Program Management

- Multi-Media Software Design
- Net-Centric Enterprise Services
- Software Requirements Specifications
- System End-To-End Performance Analysis
- Systems Integration Engineering & Management
- Telecommunications Engineering & Management
- Technology Transfer
- Training & Training Center Management (CBT, Distance and Instructor Led)
- True Cost of Ownership
- VTC Engineering & Management
- Virtual Systems Management
- Voice Over Internet Protocol (VOIP)
- Website Design, Development & Management
- Wireless Engineering

Human Capital Management:

- Benefits Design, Implementation & Management
- Change Management
- Compensation Systems Design
- Competency and GAP Analysis

- Creating Performance Cultures
 - Event Planning
 - Equal Employment Opportunity (EEO) Guidance, Management & Support
 - Executive Compensation Plans
 - Human Capital Program Development, Implementation & Management
 - Human Capital Assessments
 - Human Capital Delivery Systems
 - Human Capital Integration with Other Core Business Processes
 - Knowledge Management
 - Leadership & Employee Recognition and Development Plans
 - Leadership & Knowledge Management
 - Lessons Learned Development, Research & Management
 - Life-Cycle Cost Analysis
 - Manpower Optimization Services
 - Organization Configuration Definitions
 - Organization Development & Research
 - Pay-for-Performance
 - Position Development, Job Analysis & Design
 - Quantitative & Qualitative Workforce Analysis
 - Staffing (Long & Short Term)
 - Talent Management
 - Training (CBT, Distance Learning, Instructor Led, and in State Accredited Programs)
 - Training Program Design
 - Transition Management
 - Workforce Distribution Analysis
 - Workforce Enhancement Studies
 - Workforce Strengths, Weaknesses, Opportunities & Threats (SWOT) Analysis
 - Workforce Sustainability Analysis
- Program Management:**
- Acquisition Support
 - Analysis of Alternatives (AoA)
 - Audits, Inspections & Investigations
 - Contract Management
- Cost Containment/Financial Reporting
 - Cost, Economic & Financial Analyses
 - Customized Management Reports
 - Disaster Recovery Planning
 - Earned Value Analysis
 - Feasibility Assessments
 - In-Process Reviews
 - Management Studies & Research
 - Performance Management & Metric Design
 - Procurement Management
 - Program Analysis & Evaluation
 - Schedule Management
 - Surveys
 - Task Management
 - Trends Analysis
- Strategy:**
- Advisory Services
 - Analysis of Alternatives (AoA)
 - Business Modeling & Intelligence
 - Creation of Goals & Implementation Plans
 - Determination/Authentication of Mission Requirements
 - Management Studies
 - Mission, Logistics & Acquisitions Support
 - Organization and Process Assessments (Application of the Balanced Scorecard, Capabilities Maturity Model (CMM), and Six Sigma Methodologies)
 - Performance Management (Organizational and Product)
 - Process Design, Improvement & Management
 - Strategy Development/Creation of Strategic Plans
 - Strengths, Weaknesses, Opportunities & Threats (SWOT) Analysis
 - Trend Analysis
 - Vision Refinement, Evolution and Implementation

874-1 CONSULTATION SERVICES

DSI provides world-class professional consulting services to support a wide range of improvement efforts in such areas as strategic planning; business and action planning; systems alignment and enhancement; cycle time reduction; high performance measures and indicators; process and productivity improvement; and organization assessments to name a few



Who We Are

Corporate Profile:

- 8(a) Certified
- Woman-Owned
- HUBZone Certified
- Small Disadvantaged Business
- Business Solutions Provider
- Partners with Service Disabled Veteran Owned Small Businesses (SDVOSB)
- GSA MOBIS Schedule (GSA FABS, GWAC and IT Schedules in Progress)
- Cage Code: 3C1V9
- DUNS: 124-46-8922

Areas of Expertise:

- Enterprise Systems Management
- Human Capital Management
- Program Management
- Strategy

Key Operating Principles:

- Commitment to Excellence
- Creation and Sharing of Innovative Knowledge
- Thoughtfulness
- Intellectual Discovery
- Leadership bound by Integrity & Ethics

Our People

Typically:

- Minimum of 5 Years Experience in a Related Mission Support Area
- Degreed or Certified in Area of Expertise
- High Cultural IQ (Strong Background in Agency/Organization Serviced)
- Performance Driven/Results Oriented
- Meets all Security Requirements

DSI is distinguished from our competitors due to the caliber of our people and the breadth and depth of our experience. Our professional staff has national experience in providing MOBIS services and support products. Our size, experience, and ability to assemble diverse teams and technologies allow us to rapidly respond to each customer's unique circumstances and provide them with best-in-class solutions.

We are also fully committed to help our clients reinvent their organizations, enhance their capacity for change, and create lasting value for their customers, employees, and owners. We work closely with our clients to define achievable targets, objectives, and expectations that allow them to execute mission. Our commitment to our clients is further reflected by our ability to push back traditional boundaries and create innovative, value-added solutions. By leveraging our experience and expertise, our clients expand their intellectual capital, assist in the necessary knowledge transfer, and discover new paths to sustained high performance.

What We Offer:

Our professionals understand the present complexity and future uncertainty of federal initiatives. We understand that agencies are facing increased pressure from the public and Congress to reduce costs, cut bureaucracy, and increase service quality. To deliver these results, federal agencies are re-evaluating their missions, visions, strategies, and programs in light of future funding projections.

DSI offers a full spectrum of consultation services and competitive sourcing support, as well as related support products, designed to support federal agencies. The following is a brief description of some MOBIS services and products offered by DSI

Examples of services that can be provided include, but are not limited to:

- Strategic and business planning;
- Information Technology initiatives related to business improvement efforts;
- Benchmarking;
- Quality Management, including ISO 14000 and 9000 services and training;
- Business Process Reengineering;
- Strategic Sourcing;
- Financial Management analysis related to business improvement efforts;
- Activity Based Costing support and analysis;

- Individual and Organizational Assessments;
- Human Capital Planning
- Change and Crisis Management
- Risk Assessments
- Continuity of Operations
- Surveys, assessments, and evaluations;
- Process modeling, simulation, and improvement;
- Performance measurements and metric design;
- Competitive Sourcing support and documentation to include A-76 studies, and;
- Program Integration and Project Management services.

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 mission oriented business integrated services under this Federal Supply Schedule.

SIN 874-1: Consultation Services

DSI provides expert advice, assistance, guidance, and counseling to support a wide range of management, organizational and business improvement efforts. A few examples of the consultation services available include, strategic, business, and action planning; systems alignment; clarify cycle time; leadership training; performance measures and indicators; process and productivity improvement; organizational assessments; audits, inspections, and evaluations.

- **Strategic, Business and Action Planning**

Our management consultants normally arrange for an off-site location that is conducive to taking a fresh look at the agency's vision, missions, and strategies for the future. We combine pre-planned presentations, discussions with customers, strategic planning exercises, and group discussions to foster innovation and creative thinking. By focusing on both the needs of the agency and their customers, the agency's leadership can target key improvements and develop meaningful plans to concentrate resources on critical areas. Most importantly they can execute mission assured that the thought infrastructure necessary to do so is in place.

- **Systems Alignment**

Systems alignment begins with consistent communication of vision, mission, and strategies. Our experts work with federal executives to develop a plan to communicate the vision, mission, and strategies to their employees, customers, and other stakeholders. This shared understanding of the organization's future is then used to drive systems alignment and share strategic content.

- **Cycle Time**

Cycle time is the elapsed time required to produce a product or service, from start to finish. It is a major factor in improving customer satisfaction and its reduction is an important part of most business improvement initiatives. Our consultants help federal agency staff visualize the full set of activities in a business process and

analyze the cycle times for completing activity sequences under various process configurations.

- **High Performance Work**

DSI offers innovative solutions to support federal agencies as they implement high performance work strategies. These strategies often apply information age concepts and collaborative information tools to transform federal worker interactions with their management, colleagues, suppliers, and customers.

- **Leadership**

Training: DSI offers seminars, off-site workshops, and one-on-one consultation to support the leadership development goals of federal agencies. Participants examine their organizational objectives, missions, strategies, and performance to develop attributes of future leadership systems. These attributes guide participants as they develop leadership system development plans and also allow DSI to customize the leadership systems training. Our leadership training services can include visits with recognized industry leaders in the public and private sectors to allow direct interchange of leadership best practices.

- **Performance Measures and Indicators**

DSI works with federal agencies to establish key measures of mission performance, productivity, and efficiency. Much of this work directly supports implementation of the Government Performance and Results Act (GPRA). We help agencies prepare for the phased implementation of performance-based management by developing meaningful metrics and then benchmarking their performance against other organizations that produce similar products or services.

- **Process and Productivity Improvement**

Process and productivity improvement continues to be a top priority for our federal customers. DSI experts understand that each federal agency has unique requirements. Based on these requirements, improvement services are tailored to our client's special needs, from quality management programs to business process reengineering. For instance, if the requirement is for dramatic improvement or reinvention, we work with agency staff to: (1) establish leadership support and vision; (2) perform as-is modeling; (3) conduct process improvement analysis; (4) develop to-be models; (5) document the business case; and (6) implement the solution. This proven methodology combines our world class business process improvement experience with highly effective decision support technology to produce superior results for our federal customers.

- **Organizational Assessments, Program Audits, and Evaluations**

DSI consultants perform organizational assessments, program audits, inspections, and evaluations to help agencies improve their organizational performance.

MOBIS SCHEDULE PRICE LIST FOR:

SIN 874-1 Consultation Services:

DSI shall provide expert advice, assistance, guidance or counseling in support of an agencies' strategic intent.

LABOR CATEGORY	YEAR 1
Business Process Engineer	\$ 96.50
Business Systems Analyst	114.62
Program Auditor	125.40
Program Manager	134.14
Senior Analyst	114.62
Senior Intelligence Officer	149.35

MOBIS POINTS OF CONTACT

To order and for more information regarding DSI GSA schedules, contact our dedicated MOBIS experts on this page.



Virginia Grant
GSA Schedule Director
(703) 933-3054, ext. 106
(703) 933-3055 fax
e-mail: vgrant@dsi-serving-the-gov.com

Rae Revelle
GSA Contracts Manager
(703) 933-3054, Ext. 105
(703) 933-3055, Fax
e-mail: rrevelle@dsi-serving-the-gov.com

Kien Lam
GSA Invoice Processing
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(703) 933-3055, Fax
e-mail: klam@dsi-serving-the-gov.com

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GSA MOBIS Website
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Highly Skilled,
Experienced,
Degreed and
Mentally Agile
Professionals

TM

OUR BUSINESS LOCATION & MAILING ADDRESS

Principal Office & HUBZone Location:

601 Poydras Street
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Fax: 504.587.3776
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4401 Ford Avenue
Suite 220
Alexandria, VA 22302

Tel: 703.933.3054
Fax: 703.933.3055
Hours of Operation:
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Maryland Office:

4800 Hampden Lane
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Bethesda, MD 20814

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Fax: 240.482.3759
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1455 Pennsylvania Avenue
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Washington, DC 20004

Tel: 202.349.4083
Fax: 202.349.4099
Hours of Operation:
8:30 AM – 5:30 PM ET