

MTS Technologies, Inc.

Management & Technical Services

General Services Administration (GSA) Federal Supply Services (FSS)
Authorized Federal Supply Schedule Price List



Mission Oriented Business Integrated Services (MOBIS) Schedule

Contract Number:	GS-10F-0452N
Period of Performance:	June 17, 2003 – June 16, 2013
MTS Awarded Schedule as:	Veteran-owned Business

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>.

For information on how to contract with *MTS*, please contact us at:

2800 Shirlington Road, Suite 1000
Arlington, Virginia 22206
(703) 575-2900 (main phone number)
(703) 575-2965 (main fax number)
www.mtstech.com

Customer Information**1. Special Item Numbers**

SIN 874-1: Consulting Services

SIN 874-2: Facilitation Services

SIN 874-3: Survey Services

SIN 874-7: Program Integration and Project Management 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 contractor 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:** The geographic scope of this contract is the 48 contiguous states, and the District of Columbia.**5. Point(s) of Production:** All items listed herein are domestic end products, from designated countries under the Trade Agreement Act, or are U.S. made end products.**6. Discount from List Prices or Statement of Net Price:** All prices herein are net.**7. Quantity Discounts:** None**8. Prompt Payment Terms:** None

- 9a. Government Commercial Credit Card:** Government commercial credit cards are accepted.
- 9b. Discount for Payment by Government Commercial Credit Card:** None
- 10. Foreign Items:** None
- 11a. Time of Delivery:** *MTS* will deliver within 30 days ARO.
- 11b. Expedited Delivery:** Arrangements for faster delivery may be available by contacting *MTS*.
- 11c. Overnight and 2-day Delivery:** Arrangements for overnight and 2-day delivery may be available by contacting *MTS*.
- 11d. Urgent Requirements:** *MTS* is prepared to respond to the Government's urgent needs. Delivery arrangements for urgent requirements will be handled on a case by case basis.
- 12. F.O.B. Point(s):** Destination
- 13. Ordering Address:**

MTS Technologies, Inc.
2800 Shirlington Road, Suite 1000
Arlington, VA 22206
Attn: Ms. Elaine Hoffman, Director of Contracts
703-575-2909 (direct number)
703-575-2985 (direct fax)
- 14. Payment Address:**

MTS Technologies, Inc.
2800 Shirlington Road, Suite 1000
Arlington, VA 22206
Attn: Accounts Receivable
FEIN: 59-3082029
- 15. Warranty Provision:** For the purpose of this contract, commitments, warranties, and representations include, in addition to those agreed to for the entire schedule contract:
 - 1. Time of delivery/installation quotations for individual orders.
 - 2. Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/service/software package

submitted in response to requirements which result in orders under this schedule contract.

3. Any representation and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the contractor.

The above is not intended to enlarge the scope of this schedule contract for individual orders. Terms and conditions of any orders are limited strictly to those specified in the schedule contract and price list and agreed to by GSA.

16. Export Packaging Charges: Export packing is not available.

17. Terms and Conditions of Government Commercial Credit Card Acceptance: Government Commercial Credit Cards are acceptable for payment. In addition, bank account information for wire transfer payments will be shown on the invoice.

Below are the telephone number(s) that can be used by ordering agencies to obtain technical and/or ordering assistance.

703-575-2909/2921

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About the GSA MOBIS Schedule

GSA's MOBIS Schedule which offers Federal agencies quick and easy access to service requirements that can be tied to a business improvement initiative. Eligible customers include all agencies of the Federal Government, the Washington, DC government, and the U.S. Postal Service.

This contract was designed to enable Federal managers to meet the many challenges in improving organizational efficiency while complying with federal rules, regulations, and budgetary constraints. *MTS'* MOBIS offerings provide proven methods to meet these challenges with efficient and cost-effective management solutions. Under the MOBIS contract, *MTS* will provide consulting, facilitation, survey, and program integration and project management services.

To Order MOBIS Services

To obtain GSA MOBIS Schedule services and products, Federal agencies work directly with approved GSA MOBIS contractors.

- 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 to include:

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

Step 2: Transmit the Request for Quotes to contractors:

- Select at least three (more if TO is over \$1M) qualified contractors on the schedule
- Send Request for Quotes to selected contractors

Step 3: Evaluate quotes:

- Evaluate responses based upon the factors identified in the Request for Quotes

Step 4: Select the contractor to receive the order:

- 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.)
- 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.

Scope of Services

Under the MOBIS contract, *MTS* will provide consulting, facilitation, survey, and program integration and project management services. These services could include:

SIN 874-1: Consulting Services. Examples of consultation include, but are not limited to:

- strategic, business and action planning
- high performance work
- process and productivity improvement
- systems alignment
- leadership systems
- organizational assessments
- cycle time
- performance measures and indicators
- program audits, and evaluations

Note: May also include studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts.

SIN 874-2: Facilitation Services. These services include facilitation and related decision support to agencies engaging in collaboration efforts, working groups, or integrated product, process, or self-directed teams. Also, agencies bringing together diverse teams and/or groups with common and divergent interests may require a neutral party to assist them in:

- the use of problem solving techniques;
- defining and refining the agenda;
- debriefing and overall meeting planning;
- resolving disputes, disagreements, and divergent views;
- logistical meeting/conference support when performing technical facilitation;
- convening and leading large and small group briefings and discussions;
- providing a draft for the permanent record, recording discussion content, and focusing decision-making;
- preparing draft and final reports for dissemination.

SIN 874-3: Survey Services. Examples of surveying include, but are not limited to:

- planning survey design sampling;
- survey development,
- pretest/pilot surveying,
- defining and refining the agenda,
- survey database administration,
- assessing reliability and validity of data,
- determining proper survey data collection methodology,
- administering surveys using various types of data collection methods and analyses of quantitative and qualitative survey data.

Survey services reports can include, but are not limited to:

- description & summary of results with associated graphs, charts, and tables;
- description of data collection and survey administration methods;
- discussion of sample characteristics and the representative nature of data; analysis of non-response; and
- briefings of results to include discussion of recommendations and potential follow-up actions.

SIN 874-7: Program Integration and Project Management Services. These services may include, but are not limited to:

- program management,
- program oversight
- project management
- program integration (team leader)

Labor Category Descriptions

Labor Categories are for all SINs (874-1, 874-2, 874-3, and 874-7)

Descriptions of MOBIS Labor Categories		
Labor Category	Education, Training, Certifications, and Experience Requirements	Description/Scope of Responsibilities
Senior Consultant	MA/MS in Engineering, Computer Science, Science, Business Administration or appropriate specialized field of study plus at least 12 yrs directly related experience or BA/BS plus at least 15 yrs directly related experience.	<p>Within broad objectives, performs in a professional position requiring high level specialized knowledge and experience. Demonstrates ability to anticipate and analyze complex problems and develop unique solutions. Is proactive in recognizing business issues and recommending solutions. Is a recognized leader in one or more disciplines.</p> <p><i>Specific Duties/Responsibilities:</i> Works with customer to analyze and evaluate all aspects of management requirements. Includes a broad knowledge of management theories and discipline and corresponding application within varying organizations of all sizes. Includes background in one or more of the following; organizational development, strategic planning and analysis, change management, information systems, or program development.</p>
Consultant	MA/MS in Business Administration or appropriate specialized field of study plus at least 8 yrs directly related experience or BA/BS plus at least 10 yrs directly related experience.	<p>Within broad objectives, performs in a professional position requiring high level specialized knowledge and experience. Demonstrates ability to anticipate and analyze complex problems and develop unique solutions. Is proactive in recognizing business issues and recommending solutions. Is a recognized leader in one or more disciplines.</p> <p><i>Specific Duties/Responsibilities:</i> Works with customer to analyze and evaluate all aspects of management requirements. Includes a broad knowledge of management theories and discipline and corresponding application within varying organizations of all sizes. Includes background in one or more of the following; organizational development, strategic planning and analysis, change management, information systems, or program development.</p>

Descriptions of MOBIS Labor Categories		
Labor Category	Education, Training, Certifications, and Experience Requirements	Description/Scope of Responsibilities
Program Manager	MA/MS in Engineering, Computer Science, Science, Business Administration or appropriate specialized field of study plus at least 8 yrs directly related experience or BA/BS plus at least 10 yrs directly related experience.	<p>Responsible for planning, organizing, staffing, directing, and controlling 10 or more staff members engaged in similar work. Recommends Human Resources actions to include hiring, firing, transfers, promotions, and salary increases. Contributes to the end results of the Company through organizing, planning, and managing an organizational activity (i.e., business development, special projects).</p> <p>The major orientation is the management of at least one major project/contract and annual revenues generally in excess of \$1,000,000 or a departmental budget of \$100,000 on a continuing basis (in excess of 6 months). This assignment covers the full range of general management responsibilities incorporating finance, business development, client management, and human resources.</p> <p><i>Specific Duties/Responsibilities:</i> Manages substantial contract support operations involving multiple projects. Has demonstrated expertise in program and/or systems management, planning and development. Organizes, directs, and coordinates planning and production of all contract support activities. Has demonstrated communications skills at all levels of management. Serves as the contractor's authorized interface with the Contracting Officer's Technical Representative, government management personnel, and client agency representatives. Responsible for formulating and enforcing work standards, assigning contractor schedules, reviewing work discrepancies, supervising contractor personnel, and communicating policies, purposes, and goals of the organization to subordinate personnel. Responsible for overall contract performance. Under stringent time frames, assembles and recruits as necessary to perform assigned tasks. Demonstrated capability in the overall management of multi-task contracts of the size, type, and complexity described in the Task Order.</p>
Project Manager/ Task Leader	MA/MS in Engineering, Computer Science, Science, Business Administration or appropriate specialized field of study plus 4-6 yrs directly related experience or BA/BS plus at least 6-8 yrs directly related experience.	<ul style="list-style-type: none"> • Responsible for planning, organizing, staffing, directing, and controlling 10 or more staff members engaged in similar work. Recommends Human Resources actions to include hiring, firing, transfers, promotions, and salary increases. • The major orientation is the management of at least one major project/contract and annual revenues generally in excess of \$1,000,000 or a departmental budget of \$100,000 on a continuing basis (in excess of 6 months). This assignment covers the full range of general management responsibilities incorporating finance, business development, client management, and human resources. • Contributes to the end results of the Company through organizing, planning, and managing an organizational activity (i.e., business development, special projects). This category does not require management of other people, but it does require that the function be of sufficient magnitude to appreciably affect the activities of the Company. • <i>Specific Duties/Responsibilities:</i> Responsible for handling the day-to-day management and administration of project tasks. Develops detailed work plans and schedules in response to support service requests. Assigns staff responsibilities and supervises all staff efforts. Utilizes, maintains control over, and redirects available resources as necessary to complete tasks in accordance with scheduled milestones and budgetary constraints. Performs quality checks of all work products. Interacts continuously with government technical representatives to present interim results, discuss concerns, and ensure total product/service satisfaction.

Descriptions of MOBIS Labor Categories		
Labor Category	Education, Training, Certifications, and Experience Requirements	Description/Scope of Responsibilities
Project Support Specialist	MA/MS in Business Administration or appropriate specialized field of study plus 2-4 yrs directly related experience or BA/BS plus at least 6-8 yrs directly related experience.	Within defined objectives, but with considerable latitude, performs in a professional position requiring an in-depth knowledge. Capable of independent, complex analysis, concept formulation and new method identification. Serves as a prime point of contact for clients.
Administrative Assistant	<ul style="list-style-type: none"> High School diploma or equivalent with at least one year of additional, formal education beyond high school preferred. Considerable related experience performing administrative, clerical, or office support responsibilities in a similar office environment. Proficiency using a variety of office equipment and machines such as: photocopiers, scanners, microfilm readers and printers, fax machines, etc. Proficiency in operating a personal computer and using more advanced applications in word processing, spreadsheet, and graphics. 	<ul style="list-style-type: none"> Performs a variety of administrative/paraprofessional responsibilities sometimes confidential or complex in nature, related to: filing; preparation of correspondence; customer contact; answering questions from employees, vendors, and other representatives, soliciting bids from potential vendors; making travel arrangements; diagnosing and making adjustments in equipment to ensure their operating efficiency. Employees at this level are expected to perform within general guidelines, relying on past experience to accomplish the majority of assignments with limited direction. <i>Specific Duties/Responsibilities:</i> Responsible for the coordination of all administrative tasks. Performs clerical and administrative activities. Plans and coordinates conferences, meetings and seminars and makes travel arrangements for staff members. Provides word processing, editing, spreadsheets and graphical services as directed. Performs others duties as assigned.
Data Technician	<ul style="list-style-type: none"> High School diploma plus at least 1 year of additional training or education in field of specialization. Demonstrated proficiency in use of all tools and equipment appropriate to job responsibilities. Appropriate license or certification, as required by position. A minimum of 3-5 years successful performance in area of responsibility. 	<p>Performs duties of position with minimal supervision, occasionally requiring guidance from higher levels of authority. Relies on previous experience and capability to use the tools and equipment to achieve the objectives of the position. Thorough understanding of policies, procedures, and regulations applicable to position.</p> <p><i>Note:</i> Positions at this level may incorporate persons assigned as engineering/technical/ electronic/mechanical or other technicians, equipment/ systems operators, PC/network support specialists, or skilled trades.</p> <p><i>Specific Duties/Responsibilities:</i> Selects procedures to be followed in searching for, interpreting, selecting, or coding items to be entered from a variety of source documents. Compiles and summarizes data, as well as performs mathematical computations. Develops charts, graphs, and other statistical reports. Performs repetitive entry of data from standardized and non-standardized source documents using a keyboard controlled data entry device.</p>

Descriptions of MOBIS Labor Categories		
Labor Category	Education, Training, Certifications, and Experience Requirements	Description/Scope of Responsibilities
Facilitator/Trainer	BA/BS in Business Administration or appropriate specialized field of study plus 4-6 yrs directly related experience or AA/AS plus 6-8 yrs directly related experience.	<p>Works within general guidelines on broadly defined projects. Requires originality, with some latitude for unreviewed decision-making. Frequent client contact is routine if assigned to a project.</p> <p><i>Specific Duties/Responsibilities:</i> Plans, convenes, and leads working groups and team meetings to solve organizational level issues, disputes, and disagreements. Provides solutions to management problems. Conducts the research necessary to develop and/or revise training courses. Prepares instructor materials to include: course outline, background material, and training aids). Prepares all student materials (course manuals, workbooks, handouts, completion certificates, and course critique forms). Trains personnel by conducting formal classroom courses, workshops, and seminars.</p>
Logistics Coordinator	BA/BS in Business Administration or appropriate specialized field of study plus 4-6 yrs directly related experience or AA/AS plus 6-8 yrs directly related experience or HS diploma plus 12 yrs directly related experience.	<p><i>Specific Duties/Responsibilities:</i> Organizes, plans, coordinates and administers all task required for meetings, seminars, conferences and conventions. Performs administrative and clerical duties such as word processing, spreadsheets and graphical support.</p>
Research Analyst	BA/BS in Business Administration or appropriate specialized field of study plus 4-6 yrs directly related experience or AA/AS plus at least 6-8 yrs directly related experience. HS diploma plus 12 yrs directly related experience.	<p>Works within general guidelines on broadly defined projects. Requires originality, with some latitude for unreviewed decision making. Frequent client contact is routine if assigned to a project.</p> <p><i>Specific Duties/Responsibilities:</i> Possesses superior skills and experience in providing technical support services such as drafting, design layouts, data calculations and refinements, graphic presentations, etc. Serves as research/technical assistant on appropriate tasks and supervises junior Research Analysts when appropriate.</p>
Subject Matter Expert I	MA/MS in Engineering, Computer Science, Science, Business Administration or appropriate specialized field of study plus 4-6 yrs directly related experience or BA/BS plus at least 6-8 yrs directly related experience.	<p>Within defined objectives, but with considerable latitude, performs in a professional position requiring an in-depth knowledge. Capable of independent, complex analysis, concept formulation and new method identification. Serves as a prime point of contact for clients.</p> <p><i>Specific Duties/Responsibilities:</i> Confers with client management to understand or develop the client's strategic business goals, and assists in formulation of an appropriate strategy. Has demonstrated relevant experience in one or more areas to include: finance, business process reengineering, facilitation and technical disciplines such as programming, engineering and systems design and analysis. Analyzes client requirements and recommends development or acquisition strategies. Assists clients in developing strategic plans and concepts. Advises client on the impact of new legislation or new technologies that are relevant to their agency. Demonstrates exceptional oral and written communication skills. Recognized in the professional community as an "expert" in the technical/specialty area being addressed.</p>

Descriptions of MOBIS Labor Categories		
Labor Category	Education, Training, Certifications, and Experience Requirements	Description/Scope of Responsibilities
Subject Matter Expert II	MA/MS in Engineering, Computer Science, Science, Business Administration or appropriate specialized field of study plus at least 8 yrs directly related experience or BA/BS plus at least 10 yrs directly related experience.	<p>Within broad objectives, performs in a professional position requiring high level specialized knowledge and experience. Demonstrates ability to anticipate and analyze complex problems and develop unique solutions. Is proactive in recognizing business issues and recommending solutions. Is a recognized leader in one or more disciplines.</p> <p><i>Specific Duties/Responsibilities:</i> Confers with client management to define the client's strategic business goals, and advises in the reengineering of business processes to meet these goals. Has demonstrated relevant experience in one or more areas to include: finance, business process reengineering, facilitation and technical disciplines such as programming, engineering and systems design and analysis. Analyzes clients' requirements and recommends development or acquisition strategies. Assists clients in developing strategic plans and concepts. Advises client on the impact of new legislation or new technologies that are relevant to their agency. Demonstrates exceptional oral and written communication skills. Recognized in the professional community as an "expert" in the technical/specialty area being addressed.</p>
Technical Writer I	MA/MS in Engineering, Computer Science, Science, Business Administration, or a related academic field plus 0-2 yrs directly related experience or BA/BS plus 2-4 yrs directly related experience or AA/AS plus 4-6 yrs directly related experience.	<p>Performs professional work that is somewhat challenging and varied in nature, within general guidelines. Involves some originality and interpretations; situations outside parameters referred to management for clarification. Limited client contact.</p> <p><i>Specific Duties/Responsibilities:</i> Researches, writes, and edits materials for related reports, manuals, briefs, proposals, instructional material, catalogs, technical publications, and/or software and hardware documentation. Obtains technical data from independent observation, review with staff members, and/or studies of published materials and existing documentation. Interfaces with users, specialists, analysts, programmers, etc., to obtain background information of technologies, methods, and standards. Revises text and recommends changes in scope, format, and content to ensure conformance with established standards. May edit, standardize, or make changes to material prepared by other writers. Performs final quality assurance checks on all materials.</p>
Technical Writer II	MA/MS in Engineering, Computer Science, Science, Business Administration or a related academic field plus 2-4 yrs directly related experience or BA/BS plus 4-6 yrs directly related experience.	<p>Works within general guidelines on broadly defined projects. Requires originality, with some latitude for unreviewed decision making. Frequent client contact is routine.</p> <p><i>Specific Duties/Responsibilities:</i> Researches, writes, and edits materials for related reports, manuals, briefs, proposals, instructional material, catalogs, technical publications, and/or software and hardware documentation. Obtains technical data from independent observation, review with staff members, and/or studies of published materials and existing documentation. Interfaces with users, specialists, analysts, programmers, etc., to obtain background information of technologies, methods, and standards. Revises text and recommends changes in scope, format, and content to ensure conformance with established standards. May edit, standardize, or make changes to material prepared by other writers. Performs final quality assurance checks on all materials.</p>

<p>Descriptions of MOBIS Labor Categories</p>		
<p>Labor Category</p>	<p>Education, Training, Certifications, and Experience Requirements</p>	<p>Description/Scope of Responsibilities</p>
<p>Database Technician</p>	<p>MA/MS in Engineering, Computer Science, Science or a related academic field plus 2-4 yrs directly related experience or BA/BS plus 4-6 yrs directly related experience.</p>	<p>Works within general guidelines on broadly defined projects. Requires originality, with some latitude for unreviewed decision making. Frequent client contact is routine.</p> <p><i>Specific Duties/Responsibilities:</i> Assists in administering database organizations, standards, controls, and procedures. Provides technical consulting in the definition, design, and creation of a database environment. Maintains documentation and develops database dictionaries.</p>
<p>Database Administrator/Manager</p>	<p>MA/MS in Engineering, Computer Science, Science or a related academic field plus 4-6 yrs directly related experience or BA/BS plus 6-8 yrs directly related experience.</p>	<p>Within defined objectives, but with considerable latitude, performs in a professional position requiring an in-depth knowledge. Capable of independent, complex analysis, concept formulation and new method identification. May serve as a prime point of contact for clients.</p> <p><i>Specific Duties/Responsibilities:</i> Ensures efficient operation of a multi-computer site that supports database administration, analysis, and report production; data dictionary administration; and system development. Performs database administration, backups and recoveries, and works with users to resolve database questions or problems. Coordinates systems resource availability with database analysts, system and application programmers, and other users. Provides advice and assistance to users on equipment operations. Maintains and updates databases and data dictionaries.</p>

Labor Rates

Labor Rates are for all SINs (874-1, 874-2, 874-3, and 874-7) and include a .75% Industrial Funding Fee (IFF).

MOBIS Labor Category	June 2008- June 2013				
	Year 6	Year 7	Year 8	Year 9	Year 10
Senior Consultant	\$132.72	\$137.37	\$142.18	\$147.15	\$152.30
Consultant	\$117.40	\$121.51	\$125.76	\$130.17	\$134.72
Program Manager	\$129.14	\$133.66	\$138.33	\$143.18	\$148.19
Project Leader/Task Leader	\$99.67	\$103.16	\$106.77	\$110.51	\$114.37
Project Support Specialist	\$79.77	\$82.56	\$85.45	\$88.44	\$91.53
Administrative Assistant	\$38.62	\$39.98	\$41.37	\$42.82	\$44.32
Data Technician	\$41.27	\$42.72	\$44.21	\$45.76	\$47.36
Facilitator/Trainer	\$73.64	\$76.21	\$78.88	\$81.64	\$84.50
Logistics Coordinator	\$75.18	\$77.81	\$80.54	\$83.35	\$86.27
Research Analyst	\$70.18	\$72.64	\$75.18	\$77.81	\$80.53
Subject Matter Expert I	\$90.60	\$93.77	\$97.05	\$100.45	\$103.96
Subject Matter Expert II	\$117.40	\$121.51	\$125.76	\$130.17	\$134.72
Technical Writer I	\$62.54	\$64.73	\$67.00	\$69.34	\$71.77
Technical Writer II	\$79.77	\$82.56	\$85.45	\$88.44	\$91.53
Data Base Technician	\$79.77	\$82.56	\$85.45	\$88.44	\$91.53
Database Manager/Administrator	\$117.40	\$121.51	\$125.76	\$130.17	\$134.72

Sales and Service Points

Florida

11315 Corporate Boulevard, Suite 100
Orlando, FL 32817
407.384.4300 telephone
407.384.4329 facsimile

Michigan

2301 W. Big Beaver Road, Suite 950
Troy, MI 48084
248.637.5120 telephone
248.637.5130 facsimile

Pennsylvania

One Pasquerilla Plaza, 2nd Floor
Johnstown, PA 15907
814.262.3700 telephone
814.262.3705 facsimile

Virginia

2800 Shirlington Road, Suite 1000
Arlington, VA 22206
703.575.2900 telephone
703.575.2965 facsimile

208 Golden Oak Court, Suite 100
Virginia Beach, VA 23452
757.518.2200 telephone
757.518.2239 facsimile