

**McKinsey Service First BPA Pricing**

Task Order Volume up to \$5M - 10% Discount				Task Order Volume Between \$5 - \$15M - 2% Discount			Task Order Volume Between \$15 - \$25M - 3.5% Discount			Task Order Volume Greater than \$25M - 5% Discount		
---	--	--	--	---	--	--	--	--	--	--	--	--

**Contract Year One**

MOBIS Team	GSA Rate	Discount	DOI Price									
Team A	\$112,195.12	10%	\$100,975.61	\$112,195.12	2%	\$109,951.22	\$112,195.12	3.5%	\$108,268.29	\$112,195.12	5%	\$106,585.36
Team B	\$141,463.41	10%	\$127,317.07	\$141,463.41	2%	\$138,634.14	\$141,463.41	3.5%	\$136,512.19	\$141,463.41	5%	\$134,390.24
Team C	\$164,165.10	10%	\$147,748.59	\$164,165.10	2%	\$160,881.80	\$164,165.10	3.5%	\$158,419.32	\$164,165.10	5%	\$155,956.85
Team E	\$46,904.32	10%	\$42,213.89	\$46,904.32	2%	\$45,966.23	\$46,904.32	3.5%	\$45,262.67	\$46,904.32	5%	\$44,559.10

**Contract Year Two**

MOBIS Team	GSA Rate	Discount	DOI Price									
Team A	\$116,121.95	10%	\$104,509.76	\$116,121.95	2%	\$113,799.51	\$116,121.95	3.5%	\$112,057.68	\$116,121.95	5%	\$110,315.85
Team B	\$146,414.63	10%	\$131,773.17	\$146,414.63	2%	\$143,486.34	\$146,414.63	3.5%	\$141,290.12	\$146,414.63	5%	\$139,093.90
Team C	\$169,910.88	10%	\$152,919.79	\$169,910.88	2%	\$166,512.66	\$169,910.88	3.5%	\$163,964.00	\$169,910.88	5%	\$161,415.34
Team E	\$48,545.97	10%	\$43,691.37	\$48,545.97	2%	\$47,575.05	\$48,545.97	3.5%	\$46,846.86	\$48,545.97	5%	\$46,118.67

**Contract Year Three**

MOBIS Team	GSA Rate	Discount	DOI Price									
Team A	\$120,186.22	10%	\$108,167.60	\$120,186.22	2%	\$117,782.50	\$120,186.22	3.5%	\$115,979.70	\$120,186.22	5%	\$114,176.91
Team B	\$151,539.14	10%	\$136,385.23	\$151,539.14	2%	\$148,508.36	\$151,539.14	3.5%	\$146,235.27	\$151,539.14	5%	\$143,962.18
Team C	\$175,857.76	10%	\$158,271.98	\$175,857.76	2%	\$172,340.60	\$175,857.76	3.5%	\$169,702.74	\$175,857.76	5%	\$167,064.87
Team E	\$50,245.08	10%	\$45,220.57	\$50,245.08	2%	\$49,240.18	\$50,245.08	3.5%	\$48,486.50	\$50,245.08	5%	\$47,732.83

**Contract Year Four**

MOBIS Team	GSA Rate	Discount	DOI Price									
Team A	\$124,392.74	10%	\$111,953.47	\$124,392.74	2%	\$121,904.89	\$124,392.74	3.5%	\$120,038.99	\$124,392.74	5%	\$118,173.10
Team B	\$156,843.01	10%	\$141,158.71	\$156,843.01	2%	\$153,706.15	\$156,843.01	3.5%	\$151,353.50	\$156,843.01	5%	\$149,000.86
Team C	\$182,012.78	10%	\$163,811.50	\$182,012.78	2%	\$178,372.52	\$182,012.78	3.5%	\$175,642.33	\$182,012.78	5%	\$172,912.14
Team E	\$52,003.66	10%	\$46,803.29	\$52,003.66	2%	\$50,963.59	\$52,003.66	3.5%	\$50,183.53	\$52,003.66	5%	\$49,403.48

**Contract Year Five**

MOBIS Team	GSA Rate	Discount	DOI Price									
Team A	\$128,746.49	10%	\$115,871.84	\$128,746.49	2%	\$126,171.56	\$128,746.49	3.5%	\$124,240.36	\$128,746.49	5%	\$122,309.17
Team B	\$162,332.52	10%	\$146,099.27	\$162,332.52	2%	\$159,085.87	\$162,332.52	3.5%	\$156,650.88	\$162,332.52	5%	\$154,215.89
Team C	\$188,383.23	10%	\$169,544.91	\$188,383.23	2%	\$184,615.57	\$188,383.23	3.5%	\$181,789.82	\$188,383.23	5%	\$178,964.07
Team E	\$53,823.79	10%	\$48,441.41	\$53,823.79	2%	\$52,747.31	\$53,823.79	3.5%	\$51,939.96	\$53,823.79	5%	\$51,132.60

This page contains trade secrets or confidential information which the offeror believes to be exempt from disclosure under the Freedom of Information Act and which is subject to the legend contained on the cover page of this proposal/quote.

**Bronner Group Service First BPA Pricing**

Task Order Volume up to \$5M - 10% Discount	Task Order Volume Between \$5 - \$15M - 2% Discount			Task Order Volume Between \$15 - \$25M - 3.5% Discount			Task Order Volume Greater than \$25M - 5% Discount		
---	--	--	--	--	--	--	--	--	--

**Contract Year One**

MOBIS Category	GSA Rate	Discount	DOI Price									
Project Director	\$264.84	10%	\$238.36	\$264.84	2%	\$259.54	\$264.84	3.5%	\$255.57	\$264.84	5%	\$251.60
Senior Strategist	\$206.00	10%	\$185.40	\$206.00	2%	\$201.88	\$206.00	3.5%	\$198.79	\$206.00	5%	\$195.70
Senior Management Consultant	\$206.00	10%	\$185.40	\$206.00	2%	\$201.88	\$206.00	3.5%	\$198.79	\$206.00	5%	\$195.70
Project Manager	\$206.00	10%	\$185.40	\$206.00	2%	\$201.88	\$206.00	3.5%	\$198.79	\$206.00	5%	\$195.70
Database Administrator	\$194.23	10%	\$174.81	\$194.23	2%	\$190.35	\$194.23	3.5%	\$187.43	\$194.23	5%	\$184.52
Management Consultant	\$194.23	10%	\$174.81	\$194.23	2%	\$190.35	\$194.23	3.5%	\$187.43	\$194.23	5%	\$184.52
System Architect	\$194.23	10%	\$174.81	\$194.23	2%	\$190.35	\$194.23	3.5%	\$187.43	\$194.23	5%	\$184.52
Training Consultant	\$176.58	10%	\$158.92	\$176.58	2%	\$173.05	\$176.58	3.5%	\$170.40	\$176.58	5%	\$167.75
Trainer	\$117.71	10%	\$105.94	\$117.71	2%	\$115.36	\$117.71	3.5%	\$113.59	\$117.71	5%	\$111.82
Training Assistant	\$100.07	10%	\$90.06	\$100.07	2%	\$98.07	\$100.07	3.5%	\$96.57	\$100.07	5%	\$95.07
Analyst	\$88.28	10%	\$79.45	\$88.28	2%	\$86.51	\$88.28	3.5%	\$85.19	\$88.28	5%	\$83.87
Administrative Support	\$58.86	10%	\$52.97	\$58.86	2%	\$57.68	\$58.86	3.5%	\$56.80	\$58.86	5%	\$55.92

**Contract Year Two**

MOBIS Team	GSA Rate	Discount	DOI Price									
Project Director	\$272.79	10%	\$245.51	\$272.79	2%	\$267.33	\$272.79	3.5%	\$263.24	\$272.79	5%	\$259.15
Senior Strategist	\$212.18	10%	\$190.96	\$212.18	2%	\$207.94	\$212.18	3.5%	\$204.75	\$212.18	5%	\$201.57
Senior Management Consultant	\$212.18	10%	\$190.96	\$212.18	2%	\$207.94	\$212.18	3.5%	\$204.75	\$212.18	5%	\$201.57
Project Manager	\$212.18	10%	\$190.96	\$212.18	2%	\$207.94	\$212.18	3.5%	\$204.75	\$212.18	5%	\$201.57
Database Administrator	\$200.06	10%	\$180.05	\$200.06	2%	\$196.06	\$200.06	3.5%	\$193.06	\$200.06	5%	\$190.06
Management Consultant	\$200.06	10%	\$180.05	\$200.06	2%	\$196.06	\$200.06	3.5%	\$193.06	\$200.06	5%	\$190.06
System Architect	\$200.06	10%	\$180.05	\$200.06	2%	\$196.06	\$200.06	3.5%	\$193.06	\$200.06	5%	\$190.06
Training Consultant	\$181.87	10%	\$163.68	\$181.87	2%	\$178.23	\$181.87	3.5%	\$175.50	\$181.87	5%	\$172.78
Trainer	\$121.24	10%	\$109.12	\$121.24	2%	\$118.82	\$121.24	3.5%	\$117.00	\$121.24	5%	\$115.18
Training Assistant	\$103.07	10%	\$92.76	\$103.07	2%	\$101.01	\$103.07	3.5%	\$99.46	\$103.07	5%	\$97.92
Analyst	\$90.93	10%	\$81.84	\$90.93	2%	\$89.11	\$90.93	3.5%	\$87.75	\$90.93	5%	\$86.38
Administrative Support	\$60.62	10%	\$54.56	\$60.62	2%	\$59.41	\$60.62	3.5%	\$58.50	\$60.62	5%	\$57.59

**Contract Year Three**

MOBIS Team	GSA Rate	Discount	DOI Price									
Project Director	\$280.97	10%	\$252.87	\$280.97	2%	\$275.35	\$280.97	3.5%	\$271.14	\$280.97	5%	\$266.92
Senior Strategist	\$218.54	10%	\$196.69	\$218.54	2%	\$214.17	\$218.54	3.5%	\$210.89	\$218.54	5%	\$207.61
Senior Management Consultant	\$218.54	10%	\$196.69	\$218.54	2%	\$214.17	\$218.54	3.5%	\$210.89	\$218.54	5%	\$207.61
Project Manager	\$218.54	10%	\$196.69	\$218.54	2%	\$214.17	\$218.54	3.5%	\$210.89	\$218.54	5%	\$207.61
Database Administrator	\$206.06	10%	\$185.45	\$206.06	2%	\$201.94	\$206.06	3.5%	\$198.85	\$206.06	5%	\$195.76
Management Consultant	\$206.06	10%	\$185.45	\$206.06	2%	\$201.94	\$206.06	3.5%	\$198.85	\$206.06	5%	\$195.76
System Architect	\$206.06	10%	\$185.45	\$206.06	2%	\$201.94	\$206.06	3.5%	\$198.85	\$206.06	5%	\$195.76
Training Consultant	\$187.33	10%	\$168.60	\$187.33	2%	\$183.58	\$187.33	3.5%	\$180.77	\$187.33	5%	\$177.96
Trainer	\$124.88	10%	\$112.39	\$124.88	2%	\$122.38	\$124.88	3.5%	\$120.51	\$124.88	5%	\$118.64
Training Assistant	\$106.16	10%	\$95.54	\$106.16	2%	\$104.04	\$106.16	3.5%	\$102.44	\$106.16	5%	\$100.85
Analyst	\$93.65	10%	\$84.29	\$93.65	2%	\$91.78	\$93.65	3.5%	\$90.37	\$93.65	5%	\$88.97
Administrative Support	\$62.44	10%	\$56.20	\$62.44	2%	\$61.19	\$62.44	3.5%	\$60.25	\$62.44	5%	\$59.32

This page contains trade secrets or confidential information which the offeror believes to be exempt from disclosure under the Freedom of Information Act and which is subject to the legend contained on the cover page of this proposal/quote.

**Contract Year Four**

MOBIS Team	GSA Rate	Discount	DOI Price									
Project Director	\$289.40	10%	\$260.46	\$289.40	2%	\$283.61	\$289.40	3.5%	\$279.27	\$289.40	5%	\$274.93
Senior Strategist	\$225.10	10%	\$202.59	\$225.10	2%	\$220.60	\$225.10	3.5%	\$217.22	\$225.10	5%	\$213.85
Senior Management Consultant	\$225.10	10%	\$202.59	\$225.10	2%	\$220.60	\$225.10	3.5%	\$217.22	\$225.10	5%	\$213.85
Project Manager	\$225.10	10%	\$202.59	\$225.10	2%	\$220.60	\$225.10	3.5%	\$217.22	\$225.10	5%	\$213.85
Database Administrator	\$212.24	10%	\$191.02	\$212.24	2%	\$208.00	\$212.24	3.5%	\$204.81	\$212.24	5%	\$201.63
Management Consultant	\$212.24	10%	\$191.02	\$212.24	2%	\$208.00	\$212.24	3.5%	\$204.81	\$212.24	5%	\$201.63
System Architect	\$212.24	10%	\$191.02	\$212.24	2%	\$208.00	\$212.24	3.5%	\$204.81	\$212.24	5%	\$201.63
Training Consultant	\$192.95	10%	\$173.66	\$192.95	2%	\$189.09	\$192.95	3.5%	\$186.20	\$192.95	5%	\$183.30
Trainer	\$128.62	10%	\$115.76	\$128.62	2%	\$126.05	\$128.62	3.5%	\$124.12	\$128.62	5%	\$122.19
Training Assistant	\$109.35	10%	\$98.42	\$109.35	2%	\$107.16	\$109.35	3.5%	\$105.52	\$109.35	5%	\$103.88
Analyst	\$96.46	10%	\$86.81	\$96.46	2%	\$94.53	\$96.46	3.5%	\$93.08	\$96.46	5%	\$91.64
Administrative Support	\$64.32	10%	\$57.89	\$64.32	2%	\$63.03	\$64.32	3.5%	\$62.07	\$64.32	5%	\$61.10

**Contract Year Five**

MOBIS Team	GSA Rate	Discount	DOI Price									
Project Director	\$298.08	10%	\$268.27	\$298.08	2%	\$292.12	\$298.08	3.5%	\$287.65	\$298.08	5%	\$283.18
Senior Strategist	\$231.85	10%	\$208.67	\$231.85	2%	\$227.21	\$231.85	3.5%	\$223.74	\$231.85	5%	\$220.26
Senior Management Consultant	\$231.85	10%	\$208.67	\$231.85	2%	\$227.21	\$231.85	3.5%	\$223.74	\$231.85	5%	\$220.26
Project Manager	\$231.85	10%	\$208.67	\$231.85	2%	\$227.21	\$231.85	3.5%	\$223.74	\$231.85	5%	\$220.26
Database Administrator	\$218.61	10%	\$196.75	\$218.61	2%	\$214.24	\$218.61	3.5%	\$210.96	\$218.61	5%	\$207.68
Management Consultant	\$218.61	10%	\$196.75	\$218.61	2%	\$214.24	\$218.61	3.5%	\$210.96	\$218.61	5%	\$207.68
System Architect	\$218.61	10%	\$196.75	\$218.61	2%	\$214.24	\$218.61	3.5%	\$210.96	\$218.61	5%	\$207.68
Training Consultant	\$198.74	10%	\$178.87	\$198.74	2%	\$194.77	\$198.74	3.5%	\$191.78	\$198.74	5%	\$188.80
Trainer	\$132.48	10%	\$119.23	\$132.48	2%	\$129.83	\$132.48	3.5%	\$127.84	\$132.48	5%	\$125.86
Training Assistant	\$112.63	10%	\$101.37	\$112.63	2%	\$110.38	\$112.63	3.5%	\$108.69	\$112.63	5%	\$107.00
Analyst	\$99.36	10%	\$89.42	\$99.36	2%	\$97.37	\$99.36	3.5%	\$95.88	\$99.36	5%	\$94.39
Administrative Support	\$66.25	10%	\$59.63	\$66.25	2%	\$64.93	\$66.25	3.5%	\$63.93	\$66.25	5%	\$62.94

This page contains trade secrets or confidential information which the offeror believes to be exempt from disclosure under the Freedom of Information Act and which is subject to the legend contained on the cover page of this proposal/quote.