



**Federal Supply Service**  
Authorized Federal Supply Schedule Price List

Management, Organizational, and Business Improvement Services  
(MOBIS)

FSC Group: 874

Industrial Class: 8742

Contract Number: GS-10F-0299M

June 1, 2007 through May 31, 2012

*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!<sup>TM</sup>, a menu-driven database system. The INTERNET address for GSA Advantage!<sup>TM</sup> is: <http://www.fss.gsa.gov>.*

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

**Contractor:** Wright Solutions, Inc.  
7833 Walker Drive, Suite 630  
Greenbelt, MD 20770

**Business Size:** 8(a), Woman Owned, Small Disadvantaged Business

**Contact Person:** Calvert Wright

**Telephone:** (301) 459-3552

**Fax Number:** (301) 459-3466

**E-mail:** [cwright@wrightsolutions.net](mailto:cwright@wrightsolutions.net)

**Web Site:** <http://www.wrightolutions.net>

**Company Overview:**

Wright Solutions is located in Lanham, Maryland. We are a Certified 8(a) Small Disadvantaged, Woman-Owned Business. Wright Solutions has five (5) years of experience in providing management consulting and information Technology services to industry, federal, state, and local government. Although considered a small business, Wright Solutions has demonstrated that it is capable of meeting the demands of large contracts by supporting efforts within its geographic market and nationally. The firm is built around values of Integrity, Professionalism, and a Commitment to Customer Service and Customer Satisfaction

**Ordering and Customer Information:**

**1. Awarded Special Item Numbers (SINs):**

Special Item No. (SIN) 874-1 and 874-6

**2. Maximum Order: \$1,000,000.00**

**3. Minimum Order: \$300.00**

**4. Geographic Coverage (Delivery Area):**

The geographic scope of this contract is the 48 contiguous states, the District of Columbia, Alaska, Hawaii, and the Commonwealth of Puerto Rico.

**5. Point(s) of Production (city, county, and state or foreign country):**

Same as company address.

**6. Discount from List Prices or Statement of Net Prices:**

The prices listed in this pricelist are net prices, inclusive of all discounts.

**7. Quantity Discounts:**

None Offered.

**8. Prompt Payment Terms**

Net 30 days.

**9a. Notification that Government Purchase Cards are Accepted at or Below the Micro Purchase Threshold:**

Yes.

**9b. Notification Whether Government Purchase Cards are Accepted or Not Accepted above Micro Purchase Threshold:**

Accept Over \$2,500.00

**10. Foreign Items:**

None.

**11a. Time of Delivery:**

Specified on the Task Order

**11b. Expedited Delivery:**

Contact Wright Solutions, Inc.

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

Contact Wright Solutions, Inc.

**11d. Urgent Requirements:**

Contact Wright Solutions, Inc.

**12. F.O.B Points(s):**

Destination.

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

Same as Company Address

**13. Ordering Address:**

Orders will be addressed to the following address:

Wright Solutions, Inc.  
7833 Walker Drive, Suite 630  
Greenbelt, MD 20770  
Telephone: (301) 459-3552, Ext. 3302

**14. Payment Address:**

Payments will be addressed to the following address:

Wright Solutions, Inc.  
P.O. Box 4552  
Upper Marlboro, MD 20775

**15. Warranty Provision:**

Contractor's standard commercial warranty.

**16. Export Packing Charges:**

Not Applicable

## 17. Terms and Conditions of Government Purchase Card Acceptance:

Contact Wright Solutions, Inc.

**Wright Solutions, Inc.'s current labor categories and rates under SINs 874-1, 874-1RC, 874-6, and 874-6RC:**

	Year 8	Year 9	Year 10
Labor Categories	6/1/09 – 5/31/10	6/1/10 – 5/31/11	6/1/11 – 5/31/12
Project Manager	\$155.87	\$162.11	\$168.59
Senior Consultant	\$124.70	\$129.69	\$134.87
Consultant	\$97.27	\$101.16	\$105.20
Junior Consultant	\$81.06	\$84.30	\$87.67
Senior Analyst	\$87.29	\$90.79	\$94.42
Analyst	\$68.58	\$71.32	\$74.18
Sr. Doc. Specialist	\$57.37	\$59.66	\$62.05
Doc. Specialist	38.66	\$40.20	\$41.81

### Labor Category Descriptions:

#### Project Manager:

Manages day-to-day work in an environment that focuses on business, operations, organizational, or management improvement processes and practices. Demonstrates creativity and resourcefulness in complex assignments, utilizes strong communications skills, and may have high standing as a technical expert in client communities. Provides technical and administrative guidance for personnel performing business improvement and organizational development tasks, including review of work products for accuracy, adherence to the design concept and to applicable standards, review of program documentation to assure compliance with government standards/requirements, and for progress in accordance with schedules. May lead projects having significant technical complexity and be responsible for managing and motivating staff. Receives only general policy guidance from supervisor.

Qualifications at this level generally include a **Bachelors** degree (often a business, organizational development, or scientific discipline) and ten or more years of directly related technical and management experience. Has at least two years of experience managing multiple projects.

#### Senior Consultant:

Conducts complex analysis and develops concepts in support of program requirements. Demonstrates exceptional creativity and resourcefulness in the most demanding and complex assignments, and utilizes strong communications skills. May include conducting studies, preparing impact statements, evaluating program development, collecting project documentation, data collection, providing data analysis/evaluation, migrating strategy and project management regulatory compliance support. Translates mission and high-level organizational performance requirements into broad strategic goals, objectives, and approaches to their achievement. May

include analysis of mission, program goals and objectives, organizational performance assessment, special studies and analysis, development of a requirements statement or exploration of operational concepts for use in policy and decision making. May act as an internal consultant for broad program areas or in a highly specialized area. May lead programs or projects having maximum client importance, high visibility, and technical complexity. May also be responsible for managing and motivating staff. Receives general policy guidance from supervisor.

Qualifications at this level generally include a **Masters** degree (typically in a business, organizational development, or scientific discipline) and fifteen to twenty years of related experience or a **Bachelors** degree and twenty or more years of related experience. An additional five years of related experience may be substituted for a Bachelors degree.

### **Consultant:**

Works in an environment that focuses on business, operations, organizational, or management improvement processes and practices. Demonstrates creativity and resourcefulness in moderately complex assignments, and utilizes strong communications skills to help craft solutions to customers' problems. Conducts analysis and develops concepts in support of program requirements. May include conducting studies, preparing impact statements, evaluating program development, collecting project documentation, data collection, providing data analysis/evaluation, migrating strategy and project management regulatory compliance support. Has broad technical skills or is developing specialized skills, may lead tasks within a project, occasionally lead for entire project, and occasionally supervise less senior staff at the project level. Normally requires no supervision on tasks, but will receive instructions as to the general results expected and technical guidance on unusual or complex problems.

Qualifications at this level generally include a **Masters** degree (typically in a business, organizational development, or scientific discipline) and five to ten years of related experience or a **Bachelors** degree and fifteen years of related experience. An additional five years of related experience may be substituted for a Bachelors degree.

### **Junior Consultant:**

Works in an environment that focuses on business, operations, organizational, or management improvement processes and practices. Performs a substantial portion of routine business improvement or organizational development tasks under supervision. Applies standard techniques in performing work designed to develop technical knowledge and skills. Conducts analysis and develops concepts in support of program requirements. May include conducting studies, preparing impact statements, evaluating program development, collecting project documentation, data collection, providing data analysis/evaluation, migrating strategy and project management support. Works under moderate supervision. May receive specific and detailed instructions as to required tasks and expected results.

Qualifications at this level generally include a **Bachelors degree** and one to three years of related experience. Five years additional experience may be substituted for a Bachelors degree

### **Senior Analyst:**

Works in a business process improvement environment focusing on specialized technical and scientific tasks, such as concept development, requirements development, process analysis, facilitation, cost-benefit analysis, process design and specifications, performance measures, baseline management, feasibility analyses, transition planning, modeling, and simulation. Undertakes in-depth examinations by determining requirements, formulating approaches, conducting analysis, presenting findings, assessing alternatives, and developing recommendations for improvements. Able to integrate multi-disciplinary inputs. Has broad technical skills or is developing specialized skills, may lead tasks within a project, occasionally lead for entire project, and occasionally supervise less senior staff at the project level. Normally requires no supervision on tasks, but will receive instructions as to the general results expected and technical guidance on unusual or complex problems.

Qualifications at this level generally include a **Masters** degree (typically in a business, organizational development, or scientific discipline) and seven to fifteen years of related experience or a **Bachelors** degree and fifteen or more years of related experience. An additional five years of related experience may be substituted for a Bachelors degree.

### **Analyst:**

Works in a business process improvement environment focusing on specialized technical and scientific tasks, such as concept development, requirements development, process analysis, facilitation, cost-benefit analysis, process design and specifications, performance measures, baseline management, feasibility analyses, transition planning, modeling, and simulation. Undertakes in-depth examinations by determining requirements, formulating approaches, conducting analysis, presenting findings, assessing alternatives, and developing recommendations for improvements. Works under moderate supervision. May receive specific and detailed instructions as to required tasks and expected results.

Qualifications at this level generally include a **Bachelors degree** and three to seven years of related experience. Five years additional experience may be substituted for a Bachelors degree.

### **Senior Documentation Specialist:**

Provides administrative support to senior management. Performs complex tasks which may include management of organization's administrative records; handling of sensitive and privileged information; interfacing with senior staff; assisting in establishing and executing intra-organizational procedures; assisting in the communication of and conformance of corporate level policies and procedures; and tracking budget and financial data. May assist in planning office management functions, and supervise work of clerical staff. Generally unsupervised.

Qualifications at this level generally include high school diploma, business school courses, seven to fifteen years of experience, PC/computer skills, word processing skills, broad range of secretarial and administrative skills. May have previous supervisory experience.

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