



Princeton Energy Resources International, LLC

GSA MANAGEMENT, ORGANIZATIONAL AND BUSINESS IMPROVEMENT SERVICES (MOBIS) SCHEDULE

Sponsored By: General Services Administration (GSA)
Federal Supply Service (FSS)

Contractor: Princeton Energy Resources International, LLC (PERI)

Our Management, Organizational, and Business Improvement Services (MOBIS) Schedule provides PERI's Federal Government clients with a fast and efficient procurement vehicle to obtain our services. Our MOBIS schedule is available to all Federal Government agencies and covers the following two Special Item Numbers: SIN 874-1 Consulting Services and SIN 874-3 Survey Services. The Federal Supply Service Home Page (<http://www.fss.gsa.gov/>) contains information regarding MOBIS and the GSA Advantage!™ Program

Who Can Utilize: All federal agencies within the 48 contiguous states, including the District of Columbia Government.

Vehicle Type: Indefinite Delivery, Indefinite Quantity (IDIQ) contract designed for task orders, as well as Blanket Purchase Agreements (BPA).

Contract Number: GS-10F-0112K

SERVICES AND SUPPORT:

The General Services Administration MOBIS Schedule provides for a full complement of Consulting (SIN 874-1) and Survey (SIN 874-3) services to assist agencies with management, organizational, business structuring, and performance improvement services.

CORPORATE OVERVIEW:

Princeton Energy Resources International, LLC, established in 1980, is a multifaceted, small minority-owned technology, management and business services consulting firm providing a broad array of program evaluation, survey research, strategic planning, finance and economics, operational assessment, technology characterization and policy/regulatory/instituted analysis expertise to the domestic and international marketplace.

The firm is located in Rockville, Maryland from where it serves its public and private sector clientele—U.S. and international government agencies, the international donor agency community, and commercial partners.

Current (and recent) major government customers include the U.S. Department of Energy, U.S. Environmental Protection Agency, California Energy Commission, Federal Aviation Administration, U.S. Department of Transportation, and the U.S. Agency for International Development.

PERI has completed more than 300 contract assignments since its inception in 1980 for a total estimated value of \$25 million. For additional information, please refer to www.perihq.com.

APPLICABLE MOBIS SERVICES PROVIDED:

Consulting Services (SIN 874-1)

- **Strategic Business Planning**
- **Performance Measures and Metrics**
- **Best Practices**
- **Business Process Improvements**
- **Organizational/Operational Assessments**
- **Program Evaluation**

Survey Services (SIN 874-3)

- **Performance Measures Construct**
- **Survey and Sample Design**
- **Questionnaire Development and Implementation**
- **Data Collection**
- **Data Analysis and Evaluation**

PERI's Labor Categories Offered for the MOBIS Schedule:

Senior Consultant

Ph.D. or 10 years experience in technical and analytical support. Manages projects and supervises employees.

Consultant

Ph.D. or 7 years technical and analytical support. Manages projects.

Principal

Ph.D. or 10 years experience in the application of business theories, concepts, and practices.

Survey Specialist

Ph.D. or 7 years experience in planning, survey design, administration, and analysis of data.

Senior Associate

Masters degree or 7 years experience in technical and analytical support.

Associate

Masters degree or 4 years experience in technical and analytical support.

Analyst

Masters degree or 3 years experience in technical and analytical support.

Research Assistant

Minimum of 1 year experience in technical and analytical support.

Executive Project Specialist

Ph.D. or 12 years experience in strategic, business, action planning, performance measures and indicators.

Senior Project Specialist

Masters degree or 10 years experience in technical and analytical support.

Project Specialist

Masters degree or 4 years experience in technical and analytical support.

Support

Performs variety of coordination and communication functions within the organization including but not limited to: faxing, typing, copying, scheduling meetings, and documentation printing.

GETTING UNDERWAY

Contact: Princeton Energy Resources International, LLC (PERI)

MOBIS Schedule Program Coordinator: Andrea Duffy

Telephone: 301-468-8450

Facsimile: 301-230-1232

E-Mail: aduffy@perihq.com

See page 11 of this catalogue for our Services Price List.

CUSTOMER INFORMATION REGARDING MOBIS

Contract Number: GS-10F-0112K

Company Name: Princeton Energy Resources International, LLC (PERI)

Awarded Special Item Number (SIN): 874-1 → Consulting Services

874-3 → Survey Services

1. Special Notice to Agencies:

Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance small business participation, SBA policy allows agencies to include, in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three Schedule Contractors or consider reasonably available information by using the GSA Advantage!TM on-line shopping service (www.fss.gsa.gov). The catalogs/pricelists, GSA Advantage!TM and the Federal Supply Service Home Page (www.fss.gsa.gov) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

2. Procedure to Order PERI Services Under the MOBIS Schedule:

Step 1: Prepare Statement of Work

A performance-based Statement of Work (SOW) specifying the services desired and the client would prepare the required deliverables. If the estimate is less than \$2,500, proceed to Step 4.

Step 2: Prepare Request For Quotation (RFQ)

If the estimate exceeds \$2,500, prepare an RFQ and identify two MOBIS contractors in addition to PERI for distribution of the RFQ. The SOW (Step 1) must accompany the RFQ.

Step 3: Evaluate Proposals

Evaluate the responses to determine the best value to the Government considering factors such as price, special qualifications, and administrative costs.

Step 4: Place the Order

When the desired contractor is selected, contact the winning company and place the order. Orders to PERI should be sent to Ms. Andrea Duffy, 301-468-8450, 301-230-1232 (FAX), or E-mail adduffy@perihq.com.

To fill recurring requirements of higher volumes of business covering extended periods of time, Blanket Purchase Agreements are available. Benefits are:

- Best quantity/volume discounts can be negotiated, based on potential volume of business.
- Reductions in paperwork and administrative overhead – no need to repeat orders for on-going tasks.
- Provides a comprehensive business improvement-contracting vehicle, without excessive procurement and evaluation costs.

3. General Ordering Protocols

a. Prices:

See page 11 for our Services Price List

b. Maximum Order:

For orders valued over \$1,000,000.00, GSA recommends that the ordering agency seek price reductions. Reference item 6v.

c. Minimum Order:

The minimum order designated is \$300.00.

d. Geographic Coverage (Delivery Area):

The scope of the MOBIS Schedule is the 48 contiguous states and the District of Columbia.

[Note: The services offered are also available at overseas locations outside the scope of this contract. Overseas service rates will be negotiated between the Contractor and the ordering agency.]

e. Points of Production:

Rockville, Maryland USA

f. Discount from List Prices:

- | | |
|---------------------------------------|------|
| • Prompt Payment: | None |
| • Quantity: | None |
| • Dollar Volume: | None |
| • Government Educational Institution: | None |
| • Other: | None |

g. Quantity Discounts:

As stated on individual orders.

h. Prompt Payment Terms:

Prompt payment terms: Net 30 days

i. Government Purchase Cards are not Accepted

j. Foreign Items:

None

k. Time of Delivery:

Negotiated per individual orders.

l. Expedited Delivery:

Negotiated for individual orders.

m. Overnight and 2-Day Delivery:

Negotiated per individual orders.

n. Urgent Requirements:

Negotiated per individual orders.

o. F.O.B. Point(s):

Delivery FOB Destination – 48 contiguous states and the District of Columbia.

Delivery FOB Point of Inland Carrier, point of exportation (FAR 52.247.38) – transportation charges to be paid by the Government from point of exportation to destination in Alaska, Hawaii, Commonwealth of Puerto Rico, and such overseas locations specified, as designated by the ordering office.

p. Ordering Address:

Princeton Energy Resources International, LLC
Attn: Andrea Duffy

1700 Rockville Pike, Suite 550
Rockville, Maryland USA 20852

Phone No. (301) 468-8450
Fax No. (301) 230-1232

q. Payment Address:

Princeton Energy Resources International, LLC
Attn: Accounts Payable
1700 Rockville Pike, Suite 550
Rockville, Maryland USA 20852

r. Warranty Provision:

PERI warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in the MOBIS Schedule contract.

s. Export Packing Charges:

As stated on individual orders.

t. Terms and Conditions of Government Commercial Credit Card Acceptance:

Reference item 6i.

u. Overtime Provisions:

Overtime Provisions are made only for non-exempt positions.

v. Exceeding the Maximum Order:

There may be instances where an ordering agency finds it advantageous to request a price reduction (where a quantity of an individual order clearly indicates the potential for obtaining a reduced price – in support of FAR8.404). To assist the customer in determining when they should seek a price decrease, a maximum order level has been established under the contract. When an agency order exceeds this amount, it is recommended that the agency contact PERI for a reduced price. PERI may:

- Offer a new lower price for this requirement.
- Offer the lowest price available under the contract.
- Decline the order

w. Data Universal Number System (DUNS) Number:

PERI's DUNS number is 10-299-4394.

x. Security Requirements:

In the event security requirements are necessary, the ordering activities may incorporate, in their delivery order(s), a security clause in accordance with current laws, regulations, and individual agency policy; however, the burden of administering the security requirements shall be with the ordering agency. If any costs are incurred as a result of the inclusion of security requirements, such costs will be negotiated with PERI on an open market basis, outside the scope of the MOBIS contract.

y. Contract Administration for Ordering Offices:

Any ordering office, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as the GSA Contracting Officer under provisions of FAR 52.249-1, 52.249-2, and 52.249-8.

4. Utilizing the GSA Advantage!TM System

The GSA Advantage!TM is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule price lists with ordering information, terms and conditions, and up-to-date pricing that will aid Schedule users in acquisitions. The GSA Advantage!TM will allow the user to search by Vendor's Name or Contract Number to view or download the vendor's complete GSA-approved price list with terms, conditions, and up-to-date pricing. Agencies can browse GSA Advantage!TM by accessing the Internet site at <http://www.gsa.gov>.

5. Highlights of Services Offered per SIN (874-1; 874-3)

• SIN 874-1: Consulting Services

Strategic Planning: PERI offers a broad array of planning and management services aimed at assisting organizations to identify their mission, vision, goals, objectives and strategies for enhancing current and future business operations. This includes, but is not limited to: drafting proposed mission and objectives; developing performance processes used to assess attainment of stated goals and objectives; identifying key business processes; aligning business and organizational charters with stated goals and objectives; and the creation of long-range business plans.

Performance Measures and Metrics: PERI provides expertise for performance measurement in such areas as: GPRA measurement, reporting, and planning;

identification of key performance indicators; development of performance measurement systems; and performance-based budgeting.

Business Process Improvements (BPI): PERI's services include the planning, analysis, development, and implementation of improvements in the flow of business, program processes, and productivity. Selected key services are: BPI program development; business process identification and analysis; problem identification and analysis; technology assessments; workforce analyses; and organizational development assessments.

Organizational/Operational Assessments: PERI provides comprehensive skills in the identification and implementation of measures that reduce barriers to organizational excellence. Examples of these services include: structural analyses; cost benefit/cost effectiveness analyses; resource evaluation; mission/organization/goal/target market alignment; policy and infrastructure strengthening; and organizational re-alignment.

Program Evaluation: PERI provides expert counsel in such areas as: needs assessments; stakeholder impact assessments; cost effectiveness evaluations; and benefit/cost analyses. We use a variety of both quantitative and qualitative GPRA techniques to conduct these evaluations. These include the design and implementation of surveys, structured interviews, on-site observations, and a wide variety of statistical and econometric analyses.

Best Practices: PERI offers technical assistance in the measurement of an organization's products, services, and practices: identifying processes to be benchmarked; surveying and evaluation of other comparable organizations; establishing best practices; and the comparison and evaluation of government/industry best practice principles.

- **SIN 874-3: Survey Services**

Performance Measures Construct: PERI's services focus on the development of data quality objectives or other performance measures which define product and/or program outcomes. These outcomes and aligned parameters are used to determine how measures of success will be characterized and managed.

Survey and Sample Design: PERI offers support in the translation of data quality and research objectives into a sampling and data collection methodology. We provide services in the design of the sample tool; collect data to develop a sampling frame; and develop procedures for field sampling as required by the overall survey instrument.

Questionnaire Development and Implementation: PERI's expertise is focused on the design of the questionnaire including the drafting and testing of question and response options. Once designed, the survey tool is pre-tested, and plans, guidelines and implementation procedures are developed for implementation.

Data Collection: PERI provides support in implementing overall data collection protocols. Based on client requirements, and depending on the designed response rate, the data collection process may focus on mail surveys, focus groups, telephone solicitation, and individual interviews.

Data Analysis and Evaluation: PERI offers analytical services including statistical analysis. The data analysis is based on the original survey design instrument and standard -- statistical techniques are employed during the analysis which may include variance/regression/path analysis, and the use of longitudinal sample procedures and results.

Base Years
Hourly/Daily Firm Fixed Prices
for
Princeton Energy Resources International, LLC
Special Item Numbers (SIN) 874-1

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
	2/1/2000 to 1/31/2001		2/1/2001 to 1/31/2002		2/1/2002 to 1/31/2003		2/1/2003 to 1/31/2004		2/1/2004 to 1/31/2005	
Executive Project Specialist	\$203.87	\$1,630.94	\$209.98	\$1,679.87	\$216.28	\$1,730.26	\$222.77	\$1,782.17	\$228.88	\$1,831.04
Senior Consultant	\$126.85	\$1,014.79	\$130.66	\$1,045.23	\$134.58	\$1,076.59	\$138.61	\$1,108.89	\$142.41	\$1,139.28
Consultant	\$96.67	\$773.38	\$99.57	\$796.59	\$102.56	\$820.48	\$105.64	\$845.10	\$108.54	\$868.32
Principal	--	--	--	--	\$177.54	\$1420.32	\$182.87	\$1462.96	\$187.89	\$1,503.12
Survey Specialist	\$85.46	\$683.71	\$88.03	\$704.22	\$90.67	\$725.35	\$93.39	\$747.11	\$95.95	\$767.60
Senior Associate	\$70.64	\$565.10	\$72.76	\$582.05	\$74.94	\$599.51	\$77.19	\$617.50	\$79.30	\$634.40
Senior Project Specialist	\$63.88	\$511.03	\$65.79	\$526.36	\$67.77	\$542.15	\$69.80	\$558.41	\$71.72	\$573.76
Associate	\$45.94	\$367.52	\$47.32	\$378.54	\$48.74	\$389.90	\$50.20	\$401.60	\$51.58	\$412.64
Analyst	--	--	--	--	\$66.79	\$534.32	\$68.79	\$550.32	\$70.67	\$565.36
Project Specialist	\$42.13	\$337.06	\$43.40	\$347.17	\$44.70	\$357.59	\$46.04	\$368.31	\$47.30	\$378.40
Research Assistant	\$39.02	\$312.17	\$40.19	\$321.53	\$41.40	\$331.18	\$42.64	\$341.12	\$43.81	\$350.48
Support	\$37.53	\$300.26	\$38.66	\$309.27	\$39.82	\$318.55	\$41.01	\$328.10	\$42.13	\$337.04

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 and will be burdened with G&A.
- Incidental Other Direct Costs will be billed at cost and will be burdened with G&A.
- The Daily Rate is based on eight (8) hours per day.
- Labor rates include the 0.75% Industrial Funding Fee that PERI will pay to GSA FSS.

Option Years
Hourly/Daily Firm Fixed Prices
for
Princeton Energy Resources International, LLC
Special Item Numbers (SIN) 874-1

Labor Category	Option Year 1		Option Year 2		Option Year 3		Option Year 4		Option Year 5	
	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates
	2/1/2005 to 1/31/2006		2/1/2006 to 1/31/2007		2/1/2007 to 1/31/2008		2/1/2008 to 1/31/2009		2/1/2009 to 1/31/2010	
Executive Project Specialist	\$235.75	\$1,886.00	\$242.82	\$1,942.56	\$250.10	\$2,000.80	\$257.60	\$2,060.80	\$265.33	\$2,122.64
Senior Consultant	\$146.68	\$1,173.44	\$151.08	\$1,208.64	\$155.61	\$1,244.88	\$160.28	\$1,282.24	\$165.09	\$1,320.72
Consultant	\$111.80	\$894.40	\$115.15	\$921.20	\$118.60	\$948.80	\$122.16	\$977.28	\$125.82	\$1,006.56
Principal	\$193.53	\$1,548.24	\$199.34	\$1,594.72	\$205.32	\$1,642.56	\$211.48	\$1,691.84	\$217.82	\$1,742.56
Survey Specialist	\$98.83	\$790.64	\$101.79	\$814.32	\$104.84	\$838.72	\$107.99	\$863.92	\$111.23	\$889.84
Senior Associate	\$81.68	\$653.44	\$84.13	\$673.04	\$86.65	\$693.20	\$89.25	\$714.00	\$91.93	\$735.44
Senior Project Specialist	\$73.87	\$590.96	\$76.09	\$608.72	\$78.37	\$626.96	\$80.72	\$645.76	\$83.14	\$665.12
Associate	\$53.13	\$425.04	\$54.72	\$437.76	\$56.36	\$450.88	\$58.05	\$464.40	\$59.79	\$478.32
Analyst	\$72.79	\$582.32	\$74.97	\$599.76	\$77.22	\$617.76	\$79.54	\$636.32	\$81.93	\$655.44
Project Specialist	\$48.72	\$389.76	\$50.18	\$401.44	\$51.69	\$413.52	\$53.24	\$425.92	\$54.84	\$438.72
Research Assistant	\$45.12	\$360.96	\$46.47	\$371.76	\$47.86	\$382.88	\$49.30	\$394.40	\$50.78	\$406.24
Support	\$43.39	\$347.12	\$44.69	\$357.52	\$46.03	\$368.24	\$47.41	\$379.28	\$48.83	\$390.64

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 and will be burdened with G&A.
- Incidental Other Direct Costs will be billed at cost and will be burdened with G&A.
- The Daily Rate is based on eight (8) hours per day.
- Labor rates include the 0.75% Industrial Funding Fee that PERI will pay to GSA FSS.

Base Years
Hourly/Daily Firm Fixed Prices
for
Princeton Energy Resources International, LLC
Special Item Numbers (SIN) 874-3

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
	2/1/2000 to 1/31/2001		2/1/2001 to 1/31/2002		2/1/2002 to 1/31/2003		2/1/2003 to 1/31/2004		2/1/2004 to 1/31/2005	
Senior Consultant	\$126.85	\$1,014.79	\$130.66	\$1,045.23	\$134.58	\$1,076.59	\$138.61	\$1,108.89	\$142.41	\$1,139.28
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Associate	\$45.94	\$367.52	\$47.32	\$378.54	\$48.74	\$389.90	\$50.20	\$401.60	\$51.58	\$412.64
Research Assistant	\$39.02	\$312.17	\$40.19	\$321.53	\$41.40	\$331.18	\$42.64	\$341.12	\$43.81	\$350.48
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Option Years
Hourly/Daily Firm Fixed Prices
for
Princeton Energy Resources International, LLC
Special Item Numbers (SIN) 874-3

Labor Category	Option Year 1		Option Year 2		Option Year 3		Option Year 4		Option Year 5	
	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates	Hourly Rates	Daily Rates
	2/1/2005 to 1/31/2006		2/1/2006 to 1/31/2007		2/1/2007 to 1/31/2008		2/1/2008 to 1/31/2009		2/1/2009 to 1/31/2010	
Senior Consultant	146.68	1,173.44	151.08	1,208.64	155.61	1,244.88	160.28	1,282.24	165.09	1,320.72
Survey Specialist	98.83	790.64	101.79	814.32	104.84	838.72	107.99	863.92	111.23	889.84
Associate	53.13	425.04	54.72	437.76	56.36	450.88	58.05	464.40	59.79	478.32
Research Assistant	45.12	360.96	46.47	371.76	47.86	382.88	49.30	394.40	50.78	406.24
Support	43.39	347.12	44.69	357.52	46.03	368.24	47.41	379.28	48.83	390.64

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