



ROBBINSGIOIA

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Alexandria, VA 22314

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ROBBINSGIOIA

Our proven capabilities encompass more than 40 disciplines, including:

- Project Management
- Life Cycle Management
- Change Management
- Cost Estimating and Reporting
- Process Improvement
- Organizational Alignment
- Business Modeling
- Earned Value Management
- Configuration Management
- Resource Management
- Risk Assessment
- Cost/Benefit Analysis
- Activity-Based Costing
- Earned Value Management
- Quality Management
- Performance Measurement
- Portfolio Management
- Microsoft Project 2002 Integration

**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE**

**AUTHORIZED INFORMATION TECHNOLOGY
SCHEDULE PRICE LIST**

GSA-

IT

**General Purpose Commercial
Information Technology
Equipment, Software
and Services**

CONTRACTOR:
Robbins-Gioia, LLC
11 Canal Center Plaza
Alexandria, VA 22314
www.robbsngioia.com

CONTRACT NUMBER:
GS-35F-5070H

CONTRACT PERIOD:
January 15, 1998 through
January 14, 2002

BUSINESS SIZE:
Large

POINT OF CONTACT:
Marlene Tierney
Sr. Contracts Administrator
703-548-7006 x4217
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BUSINESS: A government agency

CHALLENGE: The agency's lack of comprehensive program visibility impeded its ability to make informed management decisions to address risk areas and issues.

SOLUTION: Robbins-Gioia is helping the agency leverage Microsoft Project 2002 to provide an integrated approach to support informed management decisions at all levels.

RESULT: Having an easy-to-use, consistent management application across the enterprise enables timely, informed decisions.

BUSINESS: A large government agency

CHALLENGE: To comply with legislation and federal guidance, it was critical that the agency establish processes to manage its \$3 billion in IT investments and ensure those investments were aligned with its strategic missions.

SOLUTION: Robbins-Gioia determined that the agency would benefit from a portfolio management approach to manage and oversee its IT investments in support of its functional and mission areas.

RESULT: The agency has implemented 75 percent of the stage 2 critical processes of the GAO portfolio management maturity framework and should reach level 3 during the budget planning cycle in 2003.

BUSINESS: Major Government Organization

CHALLENGE: To improve productivity and customer service, the customer needed to automate text and image search procedures. Unfortunately, the program was unable to get off the ground due to a lack of awareness of project requirements.

SOLUTION: Robbins-Gioia provided program management support, including an integrated information system to enable the CIO and program managers to plan and track internal work and contractor support to make sure they were on schedule and within budget.

RESULT: The implementation was brought in on time and within budget, increasing the organization's productivity and efficiency.

BUSINESS: Military Technology Support Facility

CHALLENGE: To efficiently integrate command, control, and communications (C3) systems to operate seamlessly on the battlefield, the customer needed accurate fielding schedules to optimize resources and eliminate redundancy.

SOLUTION: To support the software development and integration effort, Robbins-Gioia helped the customer view all resources and responsibilities, outlined long- and short-term deadlines, and developed a repository of lessons learned to improve future processes.

RESULT: Near-real-time visibility into individual programs and projects was provided, allowing the adjustment of activities should unexpected events arise, ultimately ensuring the organization could meet the ultimate goal—support to the warfighter.

Training (SIN132-50)

Course	Length	Students ¹		Price Per Student
		Min	Max	
Fundamentals of CAT II	5 days	8	12	\$1,326
CAT II Basics	3 days	8	12	795
CAT II Network Analysis	1 day	8	12	265
CAT II Graphics	1 day	8	12	265
Advanced CAT II	3 days	8	12	795
Advanced Networks	2 days	8	12	530
CAT Compass	2 days	8	12	530
CAT II System Administration	3 days	8	12	795
CMM Workshop	3 days	8	16	1,057

Additional Training Manuals

Manual	Price
CAT II Basics	\$123
CAT II Network Analysis	41
CAT II Graphics	41
Advanced CAT II	123
Advanced CAT II Networks	82
CAT Compass	123
CAT II System Administration	82

¹ Minimum/maximum requirements are for dedicated onsite classes. Individuals may attend scheduled Robbins-Gioia classes at the per student price.

Professional Services (SIN 132-51)

Labor Categories	Hourly Rates ¹
Senior Management Principal	\$233
Senior Program Manager	166
Program Manager	126
Senior Program Management Specialist	117
Program Management Specialist	103
Junior Program Management Specialist	90
Senior I Program Management Analyst	97
Senior II Program Management Analyst	87
Mid-level I Program Management Analyst	79
Mid-level II Program Management Analyst	69
Mid-level III Program Management Analyst	59
Mid-level IV Program Management Analyst	52
Junior Program Management Analyst	46
Senior Program Management Systems Designer	110
Mid-level I Program Management Systems Designer	83
Mid-level II Program Management Systems Designer	71
Junior Program Management Systems Designer	60
Senior Project Leader	115
Project Leader	94
Junior Project Leader	86
Administrative Support	38
Graphics Specialist	38

¹ Hourly rates by commercial job title and contract year. (These rates reflect the discount offered to GSA.)



GSA-IT Price List

Software Purchase (SIN 132-33)

Item	Price
Single-User Licensing¹	
Floating CAT II S/W License (per user)	\$6,901
Node-Locked CAT II S/W License (per user)	5,487
Additional Node Charge (per computer)	1,043
CAT Lynx for Oracle	6,982
ODBC Server (per PC/Five Minimum)	151 ²
Each Additional License	127 ³
Implementation Support Packages⁴	
One man-month ⁵	15,554
Three man-months	44,796
Six man-months	87,668
Technical Support⁶	
Software Support (hourly)	95
System Support (hourly)	120
CAT II Software Documentation (for customers desiring extra copies)	
CAT II Compass	123
CAT II Reference	245
CAT II User	245
CAT II Reference Topics	245
CAT II System Administration	245

¹ Please note that all earlier versions of basic CAT are no longer supported.

² The \$151.00/pc (per concurrent user/minimum of five licenses per server) license fee for CAT II ODBC includes maintenance at no additional charge.

³ The \$127.00/pc (each additional license per server beyond the first five) license fee includes maintenance at no additional charge. All ODBC licensing assumes a minimum of two valid CAT II licenses.

⁴ Implementation support packages provide software

setup for CAT II software. All other labor services should be acquired under SIN 132-51, Professional Information Technology (IT) Services.

⁵ Man-month equates to 157 hours.

⁶ Includes technical services for services outside the scope of standard maintenance (i.e., problems caused by customer's operating system, problem identification, and changes in hardware devices). Technical support services require an 8-hour minimum order.

Software Maintenance (SIN 132-34)

Item	Price
Floating CAT II S/W License (per month per user)	\$187
Node-Locked CAT II S/W License (per month per user)	149
CAT Lynx for Oracle (per month)	190



Who is Robbins-Gioia?

Since 1980, Robbins-Gioia has provided proven program management solutions

to government agencies and Fortune 500 companies. As the industry leader in program management, Robbins-Gioia helps organizations around the world manage a wide range of initiatives successfully.

Robbins-Gioia leverages a unique triad approach of people, processes, and tools to make our customers successful in measurable, high-risk, complex efforts. We have helped our customers reach higher levels of process maturity, prepare themselves to meet congressional and OMB guidelines, and deliver large, complex programs on time, within budget, and with the required functionality.

A few of the agencies who have benefited from Robbins-Gioia's expertise are: the Administrative Office of the U.S. Courts, the U.S. Patent & Trademark Office, the Department of Treasury, and the Department of Defense.

Robbins-Gioia relies on a combination of experienced people, best-of-breed processes, and the right automated tools to solve a diverse set of complex management challenges.

■ **Our people** are program management experts with functional experience and a wide range of skill sets, which include business planning, performance measurement, mentoring, and risk assessment. Our staff has earned its reputation for providing quality, value-added services that ensure our customers will meet deadlines, budgets, and program requirements.

■ **Our proven processes** are gleaned from government and industry and represent the best, most defined, and highly repeatable processes available. Our program management methodology leverages your existing environment to provide you with visibility over multiple projects.

■ **Our tools** combine the best commercial off-the-shelf tools with your existing systems to meet the demand for timely, accurate, and consistent management information. Our toolset includes web-based executive information systems (EIS) to provide the visibility necessary in large, enterprise-wide programs or multiple, concurrent projects.

How to use the GSA-IT schedule in your organization—the simplified process:

- Step 1** Robbins-Gioia meets with you to review and finalize your requirements.
- Step 2** You review the project definition and modify it as needed.
- Step 3** Robbins-Gioia presents information on how to meet your needs and provides a cost estimate.
- Step 4** You provide project definition and funding documents to your internal contract office.
- Step 5** Your contracting officer executes the order and issues it directly to Robbins-Gioia.
- Step 6** Robbins-Gioia begins addressing your needs. Robbins-Gioia pays GSA an industrial funding fee of 1 percent.



What is GSA-IT?

GSA-IT

Software Purchase (SIN 132-33) Robbins-Gioia offers CAT II, an automated program management tool for UNIX-based computers. The CAT II suite of menu-driven software applications defines, schedules, automates, supports, and tracks all the tasks and resources associated with any project. After data is entered, analyses can be conducted, and a variety of reports and graphs can be produced to track the project status. CAT II software:

- integrates powerful project planning and scheduling functionality and work and organizational breakdown structures (WBSs and OBSs);
- incorporates resource management, staff-hour accounting, calendar definition, report and graph generation, utilities, and security features;
- automates configuration management, cost performance reporting, problem reporting functions, and configuration status accounting;
- supports the life cycle of a project, performs data validation, analyzes performance trends, and records and tracks problem reports;
- offers an X Windows environment allowing the user(s) to access multiple windows/views of projects;
- works in the standard text environment allowing simultaneous operation in the text-based and X Windows environment; and
- generates html files for display in web-based Executive Information Systems (EISs).

Software Maintenance (SIN 132-34) Robbins-Gioia software maintenance service includes software problem diagnosis via telephone assistance; bug fixes; updates, enhancements, and new releases of the software as they are made commercially available; and support for previous releases of the software for a specified period of time.

Training (SIN 132-50) Robbins-Gioia provides training to help government users make full and efficient use of CAT II software applications and program management processes. Training can be held at Robbins-Gioia's facility or at the government's location.

Each student receives telephone support for a period of one year from the completion of the training class. During this period, the student may contact Robbins-Gioia's instructors for refresher assistance and answers to related course curriculum questions. Robbins-Gioia also provides written materials (i.e., manuals, handbooks, texts, etc.) with course offerings. Each student will receive a certificate of training at the completion of each training course.

Information Technology Professional Services (SIN 132-51) Robbins-Gioia currently offers the following program management solutions:

- **Tactical Control Solutions:** Immediate support to a "firefight" or large, complex problem. Diagnosis of problems and assessment of the actions that must be taken to bring the project back on track.
- **Strategic Program Solutions:** Implementation programs for specific one-time initiatives for a department, division, or agency. Deliver mechanisms to successfully manage the initiative throughout its life cycle.
- **Enterprise-wide Solutions:** Establishment of a standard set of processes, structures, and tools to successfully manage multiple programs throughout the organization in a repeatable fashion.
- **Delivery Management and Optimization Solutions:** The establishment and maintenance of the process and tools necessary to manage a specific project by delivering methodologies that solve delivery order management and optimization risks to maximize efficiency and effectiveness.
- **Acquisition Management Solutions:** Oversight assistance that provides the customer with a clear understanding of the health of a program's business as well as the financial implications of internal and external performance.
- **General Contractor Solutions:** Assessment and overall management of entire programs and projects, to include selecting subcontractors, suppliers, and vendors and providing the metrics for successful implementation of high-risk projects.

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CONTRACT PERIOD
January 15, 1998 through January 14, 2002

CONTRACTOR
Robbins-Gioia, LLC (R-G)
11 Canal Center Plaza
Alexandria, VA 22314
703-548-7006
703-684-5189 (fax)
www.robbinsgioia.com

BUSINESS SIZE
Large

POINT OF CONTACT
Marlene Tierney
Sr. Contracts Administrator
703-548-7006 x4217
703-684-5189 (fax)
marlene.tierney@robbinsgioia.com

MINIMUM ORDER
\$100

MAXIMUM ORDER THRESHOLD

DEFINITION:
The threshold at which the quantity of an individual order clearly indicates the potential for obtaining a reduced price. A level called a maximum order has been identified for each special item number. When an ordering agency's order exceeds this amount, it is recommended that the ordering activity contact the vendor for a reduced price.

(A) Software Purchase (SIN 132-33) - Perpetual Software License - The maximum order threshold value per order will be \$50,000 or \$500,000 for all Perpetual Software Licenses.

(B) Training (SIN 132-50) - The maximum order threshold per order will be \$25,000 for all training products.

(C) Information Technology Professional Services (SIN 132-51) - The maximum order threshold per order will be \$500,000 for all Information Technology Services.

Note: Maximum Order does not apply to Software Maintenance (SIN 132-34).

Vendors may (1) offer a new lower price for this requirement; (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).

However, a delivery order that exceeds the maximum order threshold may be placed with the Contractor selected in accordance with FAR 8.404(b)(3). If further price reductions are not offered, an order may still be placed under the current contract, if the ordering office determines that it is appropriate.

Information for Ordering Activities

GEOGRAPHIC COVERAGE (DELIVERY AREA)

The 48 contiguous states, the District of Columbia, Alaska, Hawaii, Commonwealth of Puerto Rico, Canada, United Kingdom, Central America, South America, Asia, Africa, Australia, Europe, New Zealand, India, and to include all other worldwide locations not specifically named.

POINT OF PRODUCTION

Alexandria, VA and other locations across U.S.

DISCOUNTS

QUANTITY DISCOUNTS

Software Purchase (SIN 132-33)	Discount
Number of Licenses	
12-16	2%
17-32	5%
33-64	8%
65+	10%

VOLUME DISCOUNTS

Software Purchase (SIN 132-33)
An additional 10% discount is offered on future software purchases upon reaching a cumulative dollar volume threshold of \$750,000 against SINs 132-33, and/or 132-51 in total. The cumulative dollar volume of \$750,000 must be reached between October 1 and September 30 of each contract year.

MAINTENANCE PURCHASE DISCOUNTS

If the ordering agency pays its annual maintenance during the first month of service, R-G grants an additional 15% discount off annual maintenance charges.

NO OTHER DISCOUNTS APPLY

PROMPT PAYMENT TERMS

Net 30 days

GOVERNMENT CREDIT CARDS

Accepted for purchases up to \$2500

FOREIGN ITEMS

None

TIME OF DELIVERY

SIN 132-33: 30 days ARO or as mutually agreed upon

SIN 132-34: 1 day ARO

SIN 132-50: As mutually agreed upon

SIN 132-51: As mutually agreed upon

Expedited delivery times—SIN 132-33: 5 days

Urgent requirements: Robbins-Gioia shall

respond to an agency's request for urgent

requirements within 3 working days after receipt.

Acceptance of the order is accepted with a

mutually agreed-upon delivery date.

F.O.B. POINT(S)

Destination

ORDERING ADDRESS

Robbins-Gioia, LLC (R-G)

11 Canal Center Plaza

Alexandria, VA 22314

Attention: Marlene Tierney

Sr. Contracts Administrator

703-548-7006 x4217

703-684-5189 (fax)

PAYMENT ADDRESS

Robbins-Gioia, LLC (R-G)

11 Canal Center Plaza

Alexandria, VA 22314

Attention: Accounting Dept.

Bank account information for wire transfer pay-

ment will be shown on the invoice.

WARRANTY PROVISION

Standard practice

EXPORT PACKING CHARGES

None

FIXED HOURLY RATES

See the following pages.

GSA ADVANTAGE!

Product ordering information is also available on

the GSA Advantage! System. Agencies can

browse GSA Advantage! by accessing GSA's

Home Page at www.gsa.gov.