

John Frassanito & Associates, Inc.

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General Services Administration

Federal Supply Service

Authorized Federal Supply Schedule Price Lists

Consolidated Contract Number: GS-00F-0003T

Consolidated SIN No. - C R499 & C R499A

Mission Oriented Business Integration Services (MOBIS)

Consolidated SIN No. - C R425

Professional Engineering Services (PES)

Business Size: Small

Contract Administration: Joyce Frassanito

Contract Period: April 1, 2007 – October 4, 2011

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://GSAAdvantage.gov>.

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

Customer Information

1a. Table of Awarded Consolidated Special Item Numbers:

C R499

Mission Oriented Business Integration Services (MOBIS)

- 874.1 Consulting Services
- 874.7 Program Integration & Project Management

C R499A

- 874.99 Strategic Visualization® Services

C R425

Professional Engineering Services (PES)

- 871.1 Strategic Planning for Technology Programs/Activities
- 871.2 Concept Development and Requirements Analysis

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded : See item #6 below.

2. Maximum Order:
 MOBIS: \$1,000,000.
 PES \$1,000,000.
3. Minimum Order: \$ 100.
4. Geographic Coverage: Domestic only.
5. Point(s) of Production: Consulting services performed at John Frassanito & Associates, Inc.
6. Discount from List Prices or Statement of Net Price: All rates are per hour pricing. Government prices are net (any discounts have already been taken from published price list).

SIN C R499 & C R499A, Sub SINs 874-1, 874-7 & 874-99

Labor Categories

GSA SIN

Management Oriented Business Integration Services

C R499

Exec. Management/Design Consultant I	\$247.50
Principal Management/Design Consultant II	\$216.89
Principal Management/Design Consultant I	\$196.36
Sr. Management/Design Consultant II	\$154.00
Sr. Management/Design Consultant I	\$138.71
Management/Design Consultant IV	\$119.97
Management/Design Consultant III	\$109.11
Management/Design Consultant II	\$99.45
Management/Design Consultant I	\$83.22
Designer Intern	\$62.44
Technical Editor	\$73.74
Administrator I	\$54.19

SIN C R425, Sub SINs 871-1 & 871-2

Professional Engineering Services

C R425

Principal Management/Engineer I	\$208.00
Sr. Management/Engineer II	\$152.92
Sr. Management/Engineer I	\$129.83
Management/Engineer Consultant III	\$117.00
Management/Engineer Consultant II	\$109.65
Management/Engineer Consultant I	\$91.76
Engineer/Architect Intern	\$30.59
Designer Intern	\$62.44
Technical Editor	\$73.74
Administrator I	\$54.19

See pages 10-13 for Labor Category information

7. Quantity Discounts
1% for PES purchase orders of \$500,000 or more.
8. Prompt Payment Terms: 0.5% - 15; Net 30 Days
- 9a. Government Commercial Credit Card: Government commercial credit cards are accepted.
- 9b. Discount for payment by Government commercial credit card: Not Applicable
10. Foreign Items: None
- 11a. Time of Delivery: Specified on the Task Order.
- 11b. Expedited Delivery: Available Upon Request
- 11c. Overnight and 2-day Delivery: Available Upon Request
- 11d. Urgent Requirements: Available Upon Request
12. F.O.B. Point(s): Destination/Domestic
13. Ordering Address:
John Frassanito & Associates, Inc.
1350 NASA Parkway, Suite 214
Houston, TX 77058
14. Payment Address:
John Frassanito & Associates, Inc.
1350 NASA Parkway, Suite 214
Houston, TX 77058
15. Warranty Provisions: Commercial Standard Warranty.
16. Export Packaging Charges: Not Applicable
17. Terms and Conditions of Government Commercial Credit Card Acceptance: None

- 18. Terms and Conditions of Rental, Maintenance and Repair: Not Applicable
- 19. Terms and Conditions of Installation: Not Applicable
- 20. Terms and Conditions of Repair Parts, etc: Not Applicable
- 20a. Terms and Conditions for any other services: Not Applicable
- 21. List of Service and Distribution Points: Not Applicable
- 22. List of Participating Dealers: Not Applicable
- 23. Preventive Maintenance: Not Applicable
- 24. Environmental Attributes: Not Applicable
- 25. Data Universal Numbering System (DUNS) Number: 08-3142802
- 26. Notification regarding registration in Central Contractor Registration (CCR) database: Yes
- 27. Uncompensated Overtime: Clause 52-237-10, Identification of Uncompensated overtime. John Frassanito & Associates, Inc. does not utilize uncompensated overtime.

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Advantages of Using the GSA Federal Supply Schedule

GSA has improved efforts to make buying commercial services easier for Federal customers by awarding GSA Schedule Contracts. Under the Federal Supply Program, GSA enters into government-wide contracts with commercial firms to provide products and services, at stated prices, for given periods of time. This streamlined procurement vehicle significantly reduces the time required to obtain services because GSA has reviewed vendors' capabilities, negotiated rates, and pre-qualified vendors to provide services.

Advantages of using the GSA MOBIS and PES Schedules with John Frassanito and Associates, Inc. (JFA&I)

- Easy Access to Commercially Available Services
- Schedule Orders count toward small business goals
- Establish Blanket Purchase Agreements (BPAs) and negotiate even better pricing
- Contractor/Customer direct relationship
- All applicable laws and regulations have been applied (including small business set-aside determination)
- CBD synopsis is NOT required
(Federal Supply Schedules are already synopsisized in the Commerce Business Daily)
- CICA (Competition in Contracting Act) requirements have been met
- Prices have been determined fair and reasonable
- No maximum order limitations
- Maximum order renegotiation level recommended for better pricing
- Ease of Ordering

Authorized Users

The following organizations by law are allowed to use Federal Supply Schedules.

- All Federal agencies and activities in the executive, legislative, and judicial branches
- Mixed ownership government corporations as defined in the Government Corporation Control Act
- The government of the District of Columbia
- Other activities and organizations authorized by statute or regulation to use the GSA as a source of supply

Why JF&AI

JF&AI has a broad-based knowledge of the issues facing Federal agencies and a wealth of experience in customizing strategy services, products, and communications tools to address each customer's specific needs. Our management team is comprised of top-level Fortune 500 executives, and senior Department of Defense and Department of Energy managers — with over many years of experience directing and managing MOBIS and PES programs. Their backgrounds have been the catalyst that has guaranteed success in our services.

The best programs may be selected for implementation, not because of their merit, intellectual content or timeliness, **but because they effectively communicate value to senior decision-makers.** JF&AI's Consultation, Engineering, and Program Management Services include support products that better provide a total framework for strategic planning, design, and program

and action planning. These and other custom products assist our Federal customers in formulating and communicating their vision, missions, and strategies throughout their own organizations and to external decision-makers. JF&AI has worked with numerous NASA offices through all its major programs since the Apollo Applications program. We are proud to have been a major contributor to the organizational evolution within NASA and other government entities.

As government agencies evolve their roles and responsibilities, it becomes increasingly important to develop comprehensive strategic plans for future activities. JF&AI has provided government agencies a means to develop and test their long-term objectives that goes far beyond simply producing paper plans- **Strategic Visualization®**.

JF&AI's Strategic Visualization® gives agencies the opportunity to visualize the implications of various hardware and programmatic options, and to facilitate choices between planning alternatives. This system has proven extremely valuable to our customers by integrating state-of-the-art media technology into the strategic planning process — thus assisting in communicating and evaluating planning alternatives. The resulting synergy ensures the right mixes of hardware, services and other required resources are available to support strategic plan implementation. We have a cadre of the finest graphic designers, artists and animators who work hand in hand with our Program Management and Strategic Planning staff to assist in “selling” our client's ideas and plans. We are confident our “Strategic Visualization®” approach is the best vehicle for communicating plans within the organization as well as to political and public stakeholders.

JF&AI uses Strategic Visualization® to facilitate the creative and planning process. It supports government planners and technical staffs through use of state-of-the-art computer and media technology. Through this process JF&AI provides presentation strategies in clear and compelling formats to political forums, governmental organizations. Simply stated, Strategic Visualization® provides the medium that bonds all the elements of a strategic plan together. It provides visual tools to simplify what otherwise could be very complex concepts. It also portrays them in a format that gives government decision makers added insight into decision alternatives.

What We Do

JF&AI offers a staff uniquely qualified to deliver the following MOBIS and PES services:

- Business Consultation Services
- Cycle Time
- High Performance Endeavors
- Industrial Design
- Leadership Systems
- Performance Measures and Indicators
- Process and Productivity Improvement
- Program Integration and Project Management Services
- Program Management
- Space Program Computer Model Data Creation and Management
- Strategic Planning for Technology Programs/Activities
- Strategic, Business and Action Planning
- Strategic Visualization
- Systems Alignment
- Technology Concept Development and Requirements Analysis

Consultation Services

JF&AI understands Federal agencies and the work they face on a day-to-day basis. We are experienced planners and systems integrators with documented successes in providing MOBIS/PES-type consultation solutions. We have provided support at all levels within an organization from top-level managers to line operations personnel. We are often sought out to support high priority, short notice projects such as developing decision briefings for the White House. Our background, breadth of experience and expertise in a number of technical disciplines provides JF&AI a unique ability to provide MOBIS/PES-type assistance in the federal environment.

Program Integration and Project Management Services

JF&AI has a cadre of top-level managers with extensive project and program management experience. Many have managed major government programs or commercial corporations. As a routine practice, we assign one of these experienced managers to lead an activity then provide him/her the internal resources necessary to complete the job. Often, when the situation dictates, we arrange for government provided resources to augment our own capabilities. We have performed many projects using such a methodology supporting planning efforts, major media development projects as well as space program design and support activities. In all instances, we maintain a close liaison with our government interface and provide periodic status reviews and updates as necessary. Our goal has been and will continue to be to bring in all projects on time, on budget and in compliance with our customers expectations and specifications.

Program Plan and Policy Formation and Presentation Support

“Strategic Visualization®” can often portray large volumes of information where words simply do not convey the needed concepts and impacts. Recently JF&AI was selected to develop support materials and presentation slides for a briefing to the Vice President of the United States. The presentation needed to focus a number of concepts and program alternatives in a concise, to-the-point briefing. JF&AI developed the presentation containing a breadth of graphic and conceptual design material concepts that would have been virtually impossible in any other format. JF&AI was selected without competitors for this short notice effort that would impact the future of NASA Aeronautics.

Space Architecture and Human Factors Engineering

JF&AI uses space architecture in the same way a traditional architect would design a home. The architect would accommodate the conceptual plans and aspirations of the customer, evaluate the environment in which the structure would be built, develop a construction plan using appropriate materials, and finally develop and present architectural solutions using a blueprint or CAD and CAM formats. A space architect works somewhat differently in that he/she must accommodate an environment different than on earth and be familiar with, and plan, using materials that have been certified for use in the zero gravity, partial gravity space environment. The output is often the critical point in making programmatic decisions regarding future space or other technical programs. JF&AI uses architectural methodology and overlays an expertise of human factors and knowledge of the space environment to assist in developing solutions to long-range strategic plans and concepts. JF&AI was a contributing architect to the Skylab and International Space Station programs.

Aeronautics and Aerospace Design and Engineering

JF&AI's designers and engineers have been concept developers, contributors, managers, and/or team members for some of the most significant achievements of the US space program. Credentials include Skylab, the International Space Station, Space Shuttle, and ESAS. JF&AI's extensive expertise in designing and representing actual Exploration Systems Reference Mission architectures includes Apollo, lunar and planetary surface systems, Constellation Program, Exploration Systems Architecture, Personnel Launch Systems, Crew Exploration Vehicle, STS 71 MIR-Shuttle Rendezvous, and the Space Shuttle Orbiter for many NASA divisions.

JF&AI has created and maintains one of the largest databases of Aerospace 3D, high definition CAD and animation models in existence.

Industrial Design

Industrial design involves product planning and analysis. It uses engineering development to bridge the gap between a conceptual idea and the actual design layout of the product. A completed product design involves a plan including materials, methods and production methodology. JF&AI's heritage in industrial design has provided the foundation for many system design solutions to complex space exploration problems.

Graphic Presentations

JF&AI provides design and development products that reflect the policy formulation process. Often a particular media is better suited to present a complex concept or plan. JF&AI uses a variety of media, the content of which is developed by JF&AI computer visualization specialists and technical artists. Examples of JF&AI products include illustrations, Power Point presentations, CD ROMs, DVDs, High-definition broadcast quality video productions, printed brochure media and Internet Web Sites.

Strategic Visualization[®] Services

JF&AI provides consulting, research, design and analyses of program developmental and implementation components, utilizing visual reporting and communications media to:

- support the decision process for improvement in performance, quality, timeliness and efficiency throughout organizations
- integrate project teams
- facilitate technical exchange and policy formation
- develop strategic plans
- facilitate an agency's response to dynamic, evolutionary influences and mandates

JF&AI and its MOBIS/PES specialists can enable any agency with strategy development, implementation and ongoing improvement. Where appropriate, we can provide, private sector perspectives to solve problems and make smart planning choices. Our aim is to support all levels of management in discharging their duties more efficiently and effectively.

Strategic Visualization[®] and Mission Oriented Business Integration and Professional Engineering -- How JF&AI Consultation Services Support Government Agencies

JF&AI understands Federal agencies and the work they face on a day-to-day basis. We are experienced planners and systems integrators with documented successes in providing MOBIS and PES-type consultation solutions. We have provided support at all levels within an organization

Labor Category Information

MOBIS SIN C R499 & C R499A, Sub SINS 874-1, 874-7 and 874-99

Executive Management/Design Consultant I

Bachelors degree in design, architecture, engineering or management and at least twenty years senior level experience in the design, architecture, engineering, or management field. Proven technical qualifications for planning and management of complex technical programs. Manages multiple projects to insure optimal customer satisfaction, company growth prospective, and return on investment. Formulates strategy and tactics for multiple projects. Coordinates senior project team members, develops task assignments, and integrates research results into cohesive strategic plans. Coordinates with the customer to insure projects are on schedule, operating within cost objectives, and providing quality products. Develops and secures new business, recruits and directs qualified employees. Fiduciary and company management responsibilities.

Principle Management/Design Consultant II

Bachelors degree in design, architecture, engineering or management and at least twenty years senior level experience in the design, architecture, engineering, or management field. Proven technical qualifications for planning and management of complex technical programs. Able to manage multiple projects to insure optimal customer satisfaction, company growth prospective, and return on investment. Formulates strategy and tactics for multiple projects. Coordinates senior project team members, develops task assignments, and integrates research results into cohesive strategic plans. Coordinates with the customer to insure projects are on schedule, operating within cost objectives, and providing quality products. Develops and secures new business, recruits and directs qualified employees

Principle Management/Design Consultant I

Bachelors degree in design, architecture, engineering or management and at least twenty years senior level experience in the design, architecture, engineering, or management field. Proven technical qualifications for planning and management of complex technical programs. Able to manage multiple projects to insure optimal customer satisfaction, company growth prospective, and return on investment. Formulates strategy and tactics for multiple projects. Coordinates project team members. Coordinates with the customer to insure projects are on schedule, operating within cost objectives, and providing quality products.

Sr. Management/Design Consultant II

Education: Master's degree plus five years experience in the design/engineering/ visualization/ management fields or Bachelor's degree plus 10 years experience in the design/engineering/ architecture/ visualization / management fields plus aerospace experience.

Experience: Requires the use of advanced visualization techniques and the modification and extension of theories, precepts, and practices of the design / engineering field. Supervises, reviews and coordinates the work of multiple projects, responsible for its successful completion and answerable to the customer for satisfaction. Formulates strategy and tactics for multiple projects and manages project production. Supervises technology requirements, researches and specifies visualization technologies. Proven ability to manage multiple projects and technology and to train technical staff.

Sr. Management/Design Consultant I

Education: Master's degree plus five years experience in the design/engineering/ visualization/ management fields or Bachelor's degree plus 7 years experience in the design/engineering/ architecture/ visualization fields plus aerospace experience.

Experience: Requires the use of advanced visualization techniques and the modification and extension of theories, precepts, and practices of the design / engineering field. Supervises, reviews and coordinates the work of an entire project, responsible for its successful completion and answerable to the customer for

satisfaction. Formulates strategy and tactics for multiple projects and manages project production. Supports technology requirements, researches and recommends visualization technologies

Management /Design Consultant IV

Education: Master's degree plus two years experience in the design/engineering/ architecture/ visualization/ management fields or Bachelor's degree plus 5 years experience in the design/engineering/ architecture/ visualization fields or equivalent

Experience: Requires the use of advanced visualization techniques and the modification and extension of theories, precepts, and practices of the design / engineering field. Formulates strategy and tactics for multiple projects and manages project production.

Management /Design Consultant III

Education: Bachelor's degree plus three years experience in the design/engineering/ architecture/ visualization fields or equivalent

Experience: Requires the use of advanced visualization techniques and the modification and extension of theories, precepts, and practices of the design / engineering field.

Management /Design Consultant II

Education: Bachelor's degree plus two years experience in the design/engineering/ architecture/ visualization fields or equivalent

Experience: Requires the use of advanced visualization techniques and the modification and extension of theories, precepts, and practices of the design / engineering field.

Management /Design Consultant I

Education: Bachelor's degree plus one year's experience in the design/engineering/ architecture/ visualization fields or equivalent

Experience: Requires the use of advanced visualization techniques and the modification and extension of theories, precepts, and practices of the design / engineering field.

Designer Intern

Education: Mid to senior level college plus computer design/ visualization skills including such software as Lightwave, Maya, Photoshop, Final Cut Pro, and/or Soundtrack Pro.

Experience: Demonstrated capability for entry level or summer intern position in the design/engineering/ architecture, and portfolio such as demo reel. *

Technical Editor

Education: Bachelors degree in English or equivalent experience plus proven technical writing capabilities and software skills including Word, Excel, Acrobat, PowerPoint.

Experience: Requires some general office work background in a technical environment and applicable writing samples. *

Administrator 1

Education: Associates degree or equivalent in office and/or project management

Experience: 2 years in project support, contracts and office management

PES SIN C R425, Sub SINs 871-1 and 871-2

Principle Management/ Engineer I

Bachelors degree in design, architecture, engineering or management and at least twenty years senior level experience in the design, architecture, engineering, or management field. Proven technical qualifications for planning and management of complex technical programs. Able to manage multiple projects to insure optimal customer satisfaction, company growth prospective, and return on investment.

Formulates strategy and tactics for multiple projects. Coordinates project team members. Coordinates with the customer to insure projects are on schedule, operating within cost objectives, and providing quality products.

Sr. Management/Engineer II

Education: Master's degree plus five years experience in the design/engineering/ visualization/ management fields or Bachelor's degree plus 10 years experience in the design/engineering/ architecture/ visualization / management fields plus aerospace experience.

Experience: Requires the use of advanced visualization techniques and the modification and extension of theories, precepts, and practices of the design / engineering field. Supervises, reviews and coordinates the work of multiple projects, responsible for its successful completion and answerable to the customer for satisfaction. Formulates strategy and tactics for multiple projects and manages project production.

Supervises technology requirements, researches and specifies visualization technologies. Proven ability to manage multiple projects and technology and to train technical staff.

Sr. Management/Engineer I

Education: Master's degree plus five years experience in the design/engineering/ visualization/ management fields or Bachelor's degree plus 7 years experience in the design/engineering/ / architecture/ visualization fields plus aerospace experience.

Experience: Requires the use of advanced visualization techniques and the modification and extension of theories, precepts, and practices of the design / engineering field. Supervises, reviews and coordinates the work of an entire project, responsible for its successful completion and answerable to the customer for satisfaction. Formulates strategy and tactics for multiple projects and manages project production.

Supports technology requirements, researches and recommends visualization technologies

Management/Engineer Consultant III

Education: Bachelor's degree plus three years experience in the design/engineering/ architecture/ visualization fields or equivalent

Experience: Requires the use of advanced visualization techniques and the modification and extension of theories, precepts, and practices of the design / engineering field.

Management/Engineer Consultant II

Education: Bachelor's degree plus two years experience in the design/engineering/ architecture/ visualization fields or equivalent

Experience: Requires the use of advanced visualization techniques and the modification and extension of theories, precepts, and practices of the design / engineering field.

Management/Engineer Consultant I

Education: Bachelor's degree plus one year's experience in the design/engineering/ architecture/ / visualization fields or equivalent

Experience: Requires the use of advanced visualization techniques and the modification and extension of theories, precepts, and practices of the design / engineering field.

Engineer/Architect Intern

Education: Senior level college or bachelor's degree in design/engineering/architecture/ visualization fields

Designer Intern

Education: Mid to senior level college plus computer design/ visualization skills including such software as Lightwave 3D, Maya, Photoshop, Final Cut Pro, and/or Soundtrack Pro.

Experience: Demonstrated capability for entry level or summer intern position in the design/engineering/ architecture, and portfolio such as demo reel. *

Technical Editor

Education: Bachelors degree in English or equivalent experience plus proven technical writing capabilities and software skills including Word, Excel, Acrobat, PowerPoint.

Experience: Requires some general office background in a technical environment and applicable writing samples. *

Administrator I

Education: Associates degree or equivalent in office and/or project management

Experience: 2 years in project support, contracts and office management

* Note: No specific time of experience is required for these positions, only capability and suitability.