



EXCELLENCE IN PROFESSIONAL SERVICES

FY2005 "MOBIS" Services Purchasing Information

GSA Schedule Title / Contract No.: Management, Organizational, and Business Improvement Services ("MOBIS") - GS-23F-9780H
GSA Contract Period: 10/1/1997 – 9/30/2007
Industrial Group No. / Class No.: 874 / 8742
CAGE Code: 09UV5
DUNS No.: 608717450
Taxpayer I. D. No. / Business Size: 52-1653076 / Small Business/Veteran Owned

Contractor's Name / Contact Information:

XL Associates, Incorporated
Phone 800-844-0090; Fax 703-848-2077; Internet: www.xla.com ; E-Mail: mobis@xla.com

Information for Customers - GSA-Awarded Special Item Numbers (SIN's)

XL is qualified to provide a wide range of business consulting services, including: SIN 874-1: Consulting Services, SIN 874-2: Facilitation Services, SIN 874-3: Survey Services, SIN 874-4: Training Services, and SIN 874-5: Support Services

Minimum/Maximum Order: \$300 minimum order. No maximum order value. If under \$1,000,000, catalogue rates apply. Above \$1,000,000, rates may be negotiated.

Government Credit Card: Accepted.

Ordering Address/Contract Administrative Source:

XL Associates, Incorporated
7900 Westpark Drive, Suite T307
McLean, VA 22102
Attention: Mr. Michael S. Jones, Vice President

Payment Address:

XL Associates, Incorporated
7900 Westpark Drive, Suite T307
McLean, VA 22102
Attention: Accounts Receivable

Geographic Coverage Area: National

Points of Production: XL offices and customer sites as required and appropriate.

Prices Shown in Catalogue: Prices shown are net prices (applicable discounts have been deducted).

Quantity Discounts: Not Applicable.

Prompt Payment Terms: No additional discount.

Foreign Items: None

Time of Delivery: To be determined at the time of order.

Expedited Delivery: Available at additional cost.

Urgent Requirements: XL is pleased to work with customers to satisfy urgent requirements.

F.O.B. Point: All items are F.O.B. destination.

Export Packing Charges: Charges for export packing will be determined at the time of shipment.

Warranty Provision: XL guarantees satisfaction with its products.



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FY2005 GSA APPROVED MOBIS CONSULTING RATES – SINS 1, 2, 3 (Prices Shown are Valid Through 09/30/2005)		
LABOR CATEGORY	GSA APPROVED GOVERNMENT HOURLY RATES	GOVERNMENT DISCOUNT FROM COMMERCIAL RATES
Secretary	\$40.20	9.8%
Administrator I	\$50.00	16.7%
Administrator II	\$67.17	15.1%
Technical Specialist I	\$79.36	12.8%
Technical Specialist II	\$85.00	17.4%
Junior Associate	\$89.74	22.1%
Associate	\$100.00	21.3%
Managing Associate I	\$123.71	18.3%
Managing Associate II	\$134.34	27.9%
Directing Associate	\$156.91	29.1%
Executive Associate	\$177.92	32%
Senior Executive Associate	\$261.42	29.2%