



Wedgewood Consulting Group, Inc.

Authorized Federal Supply Schedule Price List

Mission Oriented Business Integrated Services (MOBIS)

FCS Group: 874

Special Item Number: 874-1 and 874-1RC Consulting Services

Class: R499

Contract Number: GS-10F-0187P

Contract Period: February 06, 2004 through February 05, 2014 with two five-year option periods

Business Size: Small, Woman Owned Business

Wedgewood Consulting Group, Inc.

1420 Celebration Blvd, Suite 200

Celebration, FL 34747-5162

Phone: (502) 240-0624

Fax: (866) 249-4561

Website: <http://www.wedgewoodgroup.com>

Email: info@wedgewoodgroup.com

Contract Administration: [Jamie P. Leddin](#)

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://www.GSAAdvantage.gov>.

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

Contents

Customer Information 3

The Wedgewood Advantage 5

Consulting Services (SIN 874-1 and 874-1RC) 6

Appendix A: MOBIS Labor Rates..... 7

Appendix B: MOBIS Labor Categories..... 8

Appendix C: Additional Wedgewood Information 11

Customer Information

1a. Awarded Special Items: 874-1 and 874-1RC Consulting Services

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded. (SEE APPENDIX A)

1c. Labor Category Descriptions. (SEE APPENDIX B)

2. Maximum Order \$1,000,000.00

3. Minimum Order: \$300.00

4. Geographic Coverage Area: Domestic only

5. Point of Production: Consulting services performed at the government site, at company address 1420 Celebration Blvd, Suite 200, Celebration, FL 34747-5162 and Wedgewood offices.

6. Discount from List Prices or Statement of Net Price: Government net prices (discounts already deducted)

7. Quantity Discounts: None offered

8. Prompt Payment Terms: Net 30 days

9a. Government purchase cards are accepted at or below the micro-purchase threshold.

9b. Government purchase cards are accepted above the micro-purchase threshold.

10. Foreign items (list items by country of origin): None

11a. Time of Delivery: Specified in each task order

11b-11d. Expedited, Overnight, and Urgent Requirements: Contact Contractor Point of Contact

12. FOB Points (s): Destination

13. Ordering Address:

Wedgewood Consulting Group, Inc.
1420 Celebration Blvd
Suite 200
Celebration, FL 34747-5162
502.240.0624 phone
866.249.4561 facsimile
info@wedgewoodgroup.com

13b. Ordering Procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA s) and a sample BPA can be found at the GSA/FSS Schedule homepage (<http://www.fss.gsa.gov/schedules>)

14. Payment Address:

Wedgewood Consulting Group, Inc.
1420 Celebration Blvd
Suite 200
Celebration, FL 34747-5162

15. Warranty Provision: Contractor's standard commercial warranty

16. Export Packing Charges: Not applicable

17. Terms and conditions of Government Purchase card acceptance (any thresholds above the micro-purchase level): Contact contractor

18. Terms and conditions of rental, maintenance, and repair: Not applicable

19. Terms and conditions of installation: Not applicable

20a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: Not applicable

20b. 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

24a. Special Attributes: Not applicable

24b. Section 508: If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location). The EIT standards can be found at <http://www.Section508.gov/>.
N/A

25. Data Universal Numbering System (DUNS) Number: 01-7390274

26. Central Contractor Registration (CCR) Database: Wedgewood is registered in the CCR database with Cage Code Number 1TR18.

The Wedgewood Advantage

Wedgewood partners with organizations to set business direction and implement action plans that cascade to all levels of the organization. At the team level, we utilize a planning and execution process that focuses on aligning team purpose, responsibilities, and performance goals and metrics with the organization's strategic direction to achieve critical business objectives. Additionally, we assist clients in fostering a mindset that places employee career development goals and performance plans as the benchmark for successfully developing high performers.

We utilize Six Sigma principles to ensure continuous process improvement; help organizations identify critical projects to drive strategic goal implementation and establish an effective project management methodology; and create an environment that values workforce analysis, succession planning, leadership and cross-functional skill development to maximize individual capabilities. Finally, we help clients establish a system to track progress and ensure accountability for strategic goal execution through the use of dashboards, scoreboards, and individual performance agreements.

Wedgewood's reputation for delivering outstanding client value is based upon three core principles:

1. Effective Communication

Ultimately, an effective consulting engagement is one in which our client believes that good value was received for the resources expended in the project. To achieve this, it is vital that we develop a truly collaborative working relationship with our clients and ensure we fully understand their goals, objectives, and expectations. We work closely with our clients at each stage of a project to ensure that we are meeting or exceeding expectations.

2. Proven Project Management Processes

Project management processes are essential to our ability to execute in the most timely and cost-effective manner for our clients. Delivering expected and accurate results requires effective management of project scope, time, cost, quality, risk, and customer satisfaction. By adhering to the best practices of project management, we ensure our work adheres to the best thinking in the industry.

3. Commitment to Outstanding Deliverables

Wedgewood is committed to delivering outstanding, results-oriented deliverables that exceed, not simply meet, client expectations. Our review process and approach to client work allows us to consistently achieve this goal.

Consulting Services (SIN 874-1 and 874-1RC)

Wedgewood is a management-consulting firm with expertise in human capital and organizational development. We help organizations set strategies and goals, implement policies and plans from the organization, team, down to individual level in order to achieve objectives, and ensure accountability through performance measurement. The Wedgewood team is diverse, experienced, professional, and capable of delivering solutions that exactly meet our clients' needs.

Wedgewood has been selected to provide consulting solutions under SIN 874-1 874-1RC Consulting Services. This SIN allows us to perform a wide variety of consulting services. By definition these consulting services may include providing expert advice, assistance, guidance, or counseling in support of agencies' management, organizational, and business improvement efforts. This may also include studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts. Examples of consultation include but are not limited to:

- Strategic, business, and action planning
- High performance work process and productivity improvement
- Systems alignment
- Leadership systems
- Organizational assessments
- Performance measures and indicators
- Program audits and evaluations
- Business process reengineering
- Change management

Appendix A: MOBIS Labor Rates

Labor Category Title	6 Feb 2009	6 Feb 2010	6 Feb 2011	6 Feb 2012	6 Feb 2013
	5 Feb 2010	5 Feb 2011	5 Feb 2012	5 Feb 2013	5 Feb 2014
	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
Subject Matter Expert	\$ 257.51	\$ 265.24	\$ 273.19	\$ 281.39	\$ 289.83
Sr. Corporate Officer	\$ 166.47	\$ 171.46	\$ 176.61	\$ 181.91	\$ 187.36
Sr. Project Manager	\$ 132.13	\$ 136.09	\$ 140.18	\$ 144.38	\$ 148.71
Technical Director	\$ 115.49	\$ 118.95	\$ 122.52	\$ 126.20	\$ 129.99
Project Lead	\$ 97.81	\$ 100.74	\$ 103.77	\$ 106.88	\$ 110.09
Principal Consultant/Analyst	\$ 81.16	\$ 83.59	\$ 86.10	\$ 88.69	\$ 91.35
Sr. Consultant/Analyst	\$ 63.47	\$ 65.37	\$ 67.34	\$ 69.36	\$ 71.44
Assoc Consult/Analyst	\$ 52.03	\$ 53.59	\$ 55.20	\$ 56.85	\$ 58.56
Principal Instructor	\$ 81.16	\$ 83.59	\$ 86.10	\$ 88.69	\$ 91.35
Sr. Instructor	\$ 63.47	\$ 65.37	\$ 67.34	\$ 69.36	\$ 71.44
Assoc. Instructor	\$ 52.03	\$ 53.59	\$ 55.20	\$ 56.85	\$ 58.56
Admin Support	\$ 52.03	\$ 53.59	\$ 55.20	\$ 56.85	\$ 58.56
Information Analyst	\$ 81.16	\$ 83.59	\$ 86.10	\$ 88.69	\$ 91.35
Sr. Business Engineer	\$ 69.71	\$ 71.80	\$ 73.96	\$ 76.17	\$ 78.46
Business Engineer	\$ 63.47	\$ 65.37	\$ 67.34	\$ 69.36	\$ 71.44

Appendix B: MOBIS Labor Categories

Subject Matter Expert

Description: Develops requirements for a project's inception to conclusion in a subject matter area, for simple to moderately complex programs. Provides analysis, evaluation and recommendations for improvements, optimization, development, and/or maintenance efforts for client-specific or mission-critical proficiencies. Consults with client to define need or problem, conducts studies and surveys to obtain data, and analyzes data to advise on or recommend solution.

Experience and Education: Ph.D. and four years subject matter experience, or Masters Degree and 15 years applicable subject matter experience, or Bachelor's Degree with 20 years subject matter experience.

Senior Corporate Officer

Description: Senior-most managers within Wedgewood Consulting Group Inc. These people are responsible for the overall organization, programmatic support, and they interface directly with designated customer representatives to formulate requirements of a contract and supervise the various task order activities.

Experience and Education: A Senior Corporate Officer must have completed a course of study at an accredited college or university leading to a bachelors and masters degree in business management or related field. (On an exception basis, time substitutions may be proposed for degree requirements if the experience is directly related to the work at hand, and is acceptable to the customer.)

Senior Project Manager

Description: Oversees major projects and must command managerial skills sufficient to ensure projects are completed and delivered to meet the specific needs of the customer, within contract scope, and time and budget constraints.

Experience and Education: The Senior Project Manager must have completed a course of study at an accredited college or university leading to a bachelors and masters degree in business management, or 20 years experience, in a field related to the specific task to which he or she is assigned.

Project Leader

Description: Manages all efforts under the delivery order; makes the day-to-day decisions for the project; provides goals, strategies, and overall work plans.

Experience and Education: A Bachelor s degree from an accredited university in engineering, business, or field related to the task order; or over 15 years experience, with some college work completed. Seven (7) years of experience in program management, including five (5) years of supervising personnel.

Principal Consultant/Analyst

Description: Develops and performs tasks in area of specialization, e.g., business administration, management, economics, and supervises and assists employees in achieving their task objectives.

Experience and Education: A Bachelor's degree and 12 years experience; Master's degree and 7 years experience; or over 15 years experience, with some college work completed. Must have extensive knowledge of, and experience in, field(s) relating to the task order, such as, developing and executing budgets, strategic and operating plans, conducting reviews, or implementing corrective actions to preclude recurrence.

Senior Consultant/Analyst

Description: Helps Principal Consultant develop and perform tasks in area of specialization; identifies problems and recommends solutions through problem analysis methodology.

Experience and Education: A Bachelor's degree and 8 years experience; a Master's degree and 4 years experience; or over 10 years experience, with some college work completed. High level of analytical skills and experience in field(s) relating to the task order, such as, executing budgets, strategic and operating plans, participating in reviews, and implementing corrective actions to preclude recurrence.

Associate Consultant/Analyst

Description: Helps Senior Consultant develop and perform tasks in area of specialization.

Experience and Education: Four years experience. Some college work completed (desired). Proven analytical skills and some experience in field(s) relating to the task order.

Principal Instructor

Description: Oversees development of content for all instructors on task orders. Interfaces with senior customer representatives and interprets requirements for development of content that will satisfy these requirements. Develops and delivers content to higher-echelon clients.

Experience and Education: Masters Degree in related field and 10 years instruction experience.

Senior Instructor

Description: Delivers customized content to senior groups. Coaches and mentors to senior organizational clients. Able to assimilate agency issues and deliver content aimed at the solution to the issues.

Experience and Education: Masters Degree or equivalent work experience in related field, and 5 years instruction experience.

Associate Instructor

Description: Delivers content in workshop settings. Assists senior instructors. Able to instruct small to large groups in specified topics only.

Experience and Education: Bachelor's degree or equivalent work experience in related field, or 3 years instruction experience.

Administrative Support

Description: Provides typing, data entry, word processing, and other clerical support activities as required.

Experience and Education: High school diploma or GED and 2 years experience in word processing and other clerical support activities as required. Individual shall be knowledgeable in use of up-to-date word processing, spreadsheet, and graphical software products which are compatible with customer programs, when this is a CDRL item.

Information Analyst

Description: Applies Web technology and design systems so users can find and manage information; designs, programs, and implements templates for existing sites; helps customers define and understand their requirements for an effective inter-/intranet; trains departmental personnel to manage their own content; creates strategies and guidelines for monitoring site pages for timeliness, accuracy, consistency and navigational effectiveness; develops and demonstrates practical web-based applications; helps customers evaluate site content, design and navigation; Coordinates migration of old content to the new content design; provides basic server administration.

Experience and Education: Experience in design, journalism, information science, or related field, with a focus on Web technologies, programming and user interface design; broad knowledge, technical and creative, of the Web and related technologies; information architect and Web design experience working with Web-related technologies; project management experience; knowledge of graphic design principles, typography, and implementation of Web design standards; proficiency in development of database-driven Web sites and related software applications.

Senior Business Engineer


Description: Provides business-engineering support. Performs work under broad direction concerning general project and business unit goals. Generally assigned as team leader on complex tasks or those, which will require significant interaction of various technical disciplines. May work independently, or as part of team. Prepares studies, plans, and analyzes in support of delivery order.

Experience and Education: A Master's degree from an accredited university in computer science, information systems, engineering, business or related technical discipline; or over 15 years experience, with some college work completed. Shall have at least eight (8) years experience as a business engineer, or other delivery order related discipline. This individual shall be capable of using business analysis tools to conduct business process modernization projects.


Business Engineer

Description: Provides business analysis methodology and business case analysis to conduct business process modernization projects. Applies, as appropriate, activity and data modeling, transaction flow analysis, internal control and risk analysis, activity cost-based analysis, economic and investment analysis, and modern business methods and performance measurement techniques.

Experience and Education: Shall have a Bachelor's degree from an accredited university in computer science, information systems, engineering, business, or related technical discipline; or over 10 years experience, with some college work completed. This individual shall have at least four (4) years experience as a business engineer.



Who We Are



Our difference is our strength.

Wedgewood is a small, woman-owned management consulting firm that provides workforce development solutions to a wide-range of commercial and government clients. We strive to help organizations achieve targeted results by implementing solutions that maximize individual capabilities and increase organizational effectiveness. Wedgewood delivers timely, measurable results to our clients by analyzing core competencies, defining performance problems, and providing a framework for action that meets client objectives.

Vision

Trusted advisors and partners empowering clients to realize their maximum potential.

Mission

To help organizations improve performance through their people, processes, and projects. To build a firm that fosters growth and development.

Values

As Wedgewood firm members and representatives conduct business and strive to achieve our mission, we uphold these business values in all our relationships:

Excellence

We stand for nothing less than excellence in all aspects of the firm

Results

We provide positive measurable results to our clients in an environment that is both productive and profitable

Integrity

We keep our commitments

Empowerment

We inspire team members and clients through our entrepreneurial spirit

Accountability

We take responsibility for our actions

Professionalism

We carry ourselves appropriately

Development

We aspire to grow our firm and our clients corporately and individually

GSA MOBIS Schedule 874-1 Consulting Services
GSA No: GS-10F-0187P
CAGE Code: 1TR18
NAICS Code: 541611

WEDGEWOOD CONSULTING GROUP, INC.
WWW.WEDGEWOODGROUP.COM



Developing people to drive performance

Wedgewood is a management consulting and custom learning solutions firm that provides workforce development solutions to a wide-range of commercial and government clients. We partner with clients to help them develop an innovative, flexible and effective workforce to drive organizational performance. Today's organizations must build and maintain a significant human capital advantage to be competitive in the global marketplace.

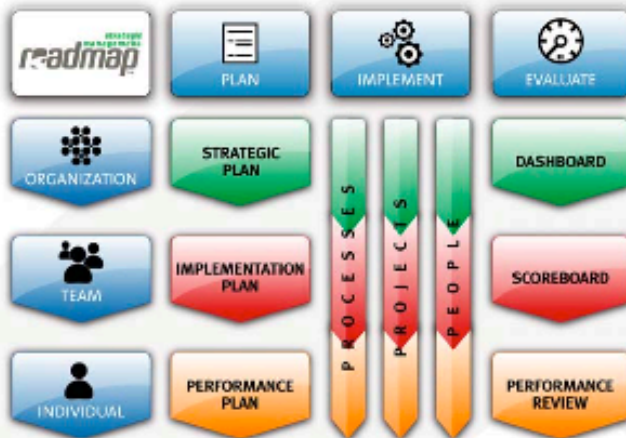
WEDGEWOOD CONSULTING GROUP, INC.

web www.wedgewoodgroup.com

phone 1.866.842.4131

SMR

Strategic Management Roadmap™



Wedgewood builds a collaborative working relationship with each client to set business direction and implement action plans that cascade to all levels of the organization. Our Strategic Management Roadmap™ provides our clients a framework to focus on aligning team and individual purpose, responsibilities, and performance goals and metrics with the organization's strategic direction. We advise clients on creating a culture that optimizes the skills and experiences of their workforce and fosters professional development that aligns with core competencies and values necessary to meet organizational objectives. Additionally, we help organizations identify critical projects and processes that must be accomplished or improved to drive goal execution, and assist clients to establish a progress tracking system that ensures accountability for goal accomplishment.

How we can help you succeed

- Organizational Assessment
- Strategic Planning
- Leadership Development
- Workforce Analysis and Succession Planning
- Training and Development
- Process Improvement
- Performance Measurement

Client Successes

- Air Force Security Assistance Center
- Defense Institute of Security Assistance Management
- Defense Technology Security Administration
- Deputy Under Secretary of the Air Force, International Affairs
- Centex Homes (Home Team Pest Defense)
- CONTECH Construction Products
- Eli Lilly & Company
- FranklinCovey Company
- Huntington Bank
- Texas Comptroller Office



Is your team clear about your organization's goals and do they understand the actions required to achieve the goals?



Does your organization work as a seamless, cohesive team?

WEDGEWOOD CONSULTING GROUP, INC. web www.wedgewoodgroup.com phone 1.866.842.4131

Team Planning and Execution

At Wedgewood, we believe an engaged and motivated workforce that values their work and understands their contribution to the organization will deliver dramatic results. Wedgewood provides a proven framework to help clients focus on aligning team and individual purpose, responsibilities, and performance goals and metrics with the organization's strategic direction. At the team level, we utilize our Team Planning and Execution Process to guide goal alignment with clarity, collaboration and accountability through the 4 P's: Perspective, Purpose, Priority, and Performance. Our customized Team Planning and Execution consulting services will help ensure your team is aligned and works together to execute your organization's goals. Wedgewood uses the following approach to help your team through the four step process:



Survey and Analysis

Wedgewood reviews the organization's vision, mission, strategic plan, and/or critical business objectives to gain perspective on its operations. We conduct an electronic survey assessment of one team and analyze the information to identify gaps in perspective, purpose, priorities, and performance regarding mission and organizational goals.

Outcome* Assessment report that identifies the alignment gaps and challenges facing the team and organization

Collaborate and Plan

Wedgewood provides stakeholders the team assessment report and collaborates to develop a customized team workshop based on the organization's needs and gaps identified.

Outcome* Strategy that caters to specific team needs, addresses organization and team disconnects, and works towards increasing employee engagement

Implement and Communicate

Wedgewood facilitates a team workshop that provides goal clarity, strategies for goal accomplishment, and tools necessary to effectively measure and communicate goal progress.

Outcome* Clear team goals and performance measurement plans to ensure accountability