

Satwest Consulting, LLC
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General Services Administration-Authorized Federal Supply Schedule Price List

Schedule Title: MOBIS (Mission Oriented Business Integrated Services)

Federal Supply Group: 874 Class: R499

Contract Number: GS-10F-0152W

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

Contract Period: April 06, 2010 through April 05, 2015

ABOUT SATWEST CONSULTING, LLC

Founded in 1999, Satwest is an aerospace and consulting firm providing a wide range of products and services to a world-wide customer base. Satwest is organized into three divisions: Management Consulting; Mobile Satellite Services (MSS); and Space Services.

Satwest Consulting LLC is a leading provider of consulting services to corporations, government institutions, and laboratories that require independent research and analysis. Government agencies hire Satwest to provide consistent, high quality results on schedule. Satwest has developed and standardized its processes and services through years of conducting projects for multiple government and commercial clients in a diverse range of emerging and traditional high-tech sectors. Although our clients represent many industries, Satwest has particular industry experience and knowledge in aerospace/defense, civil and commercial space, satellite applications, and energy.

SatWest Consulting is a small business headquartered in Albuquerque, New Mexico, U.S.A., and has professional associates located strategic high tech business centers including Houston, Los Angeles, Silicon Valley, Seattle, Huntsville, and Washington, D.C. For more information contact SatWest at + 1 (505) 255-2499.

Management Consulting Services Include:

Independent Research and Analysis; Project Management; Market Intelligence; Strategic and Business Planning

Consulting Services under MOBIS - Contractors shall provide providing expert advice, assistance, guidance or counseling in support of agencies' mission oriented business functions, as follows: Management or strategy consulting; program planning, audits and evaluations; studies, analyses, scenarios, and reports relating to mission-oriented business programs or initiatives, such as defense studies, tabletop exercises or scenario simulations; educational studies, regulatory studies, economic studies, and preparedness studies; executive/management coaching services; policy and regulatory development and review; expert witness services in support of litigation, claims, or other formal cases, and advisory and assistance services in accordance with FAR 37.203(b).

Our Mobile Satellite Services (MSS) division develops and markets advanced satellite business applications and service for corporations and government agencies worldwide. Global satellite-based communications systems include aviation tracking and communications devices, handheld satellite phones and PDAs, mobile offices and WiFi hot spots, managed network services, and backup communications for continuity of operations. SatWest provides solutions enabled by the planet's most modern global satellite-based telecommunications systems including INMARSAT, Skyterra, Globalstar, and Iridium. Our goal is to provide the most advanced commercial products and services that are possible through these satellite systems. We are also a proud distributor for the SolStar® line of portable solar charging products for satellite communications devices. Satwest was founded to commercialize the capabilities of commercial communication satellite fleets that enable an ever increasing number of machine-to-machine, voice, and IP communications, on a global basis.

A recognized leader in the aeronautical MSS industry, SatWest provides aviation customers with web-based tracking of aircraft; on-board voice and internet connections for the crew and passengers. As a systems integrator, SatWest provides aero kits and airtime packages suited to military, civil government, and corporate aircraft fleets around the globe. Satwest is proud to offer the widest selection of aviation mobile satellite solutions in the industry.

Satwest's space services division provides payload integration and launch support brokerage services for commercial, government, and academic investigators in the reusable suborbital research realm. We provide independent research and analysis for commercial and civil space market sectors.

CUSTOMER INFORMATION

GENERAL SERVICES ADMINISTRATION

Federal Acquisition Service

Authorized Federal Supply Schedule Price List

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>.

Schedule for - Mission Oriented Business Integrated Services (MOBIS)

Federal Supply Group: 874 Class: R499

Contract Number: GS-10F-0152W

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Contract Period: April 06, 2010 through April 05, 2015

Contractor: Satwest Consulting LLC DBA Satwest
2021 Girard Blvd SE, Suite 203
Albuquerque, NM 87106

Business Size: Small Business

Telephone: (505) 934-6528

Extension:

FAX Number: (505) 243-6355

Web Site: www.satwest.com

E-mail: bbarnett@satwest.com

Contract Administration: M. Brian Barnett

CUSTOMER INFORMATION:

- 1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers: 874-1 and 874-1 RC
- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.
- 1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.
2. Maximum Order: \$1,000,000.00

(CUSTOMER INFORMATION: Continued)

3. **Minimum Order:** \$300.00
4. **Geographic Coverage (delivery Area):** Domestic only
5. **Point(s) of production (city, county, and state or foreign country):** Same as company address
6. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted). See Attachment.
7. **Quantity discounts:** None Offered
8. **Prompt payment terms:** Net 30 days
- 9a. **Notification that Government purchase cards are accepted up to the micro-purchase threshold:** Yes
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** will accept over \$3,000
10. **Foreign items (list items by country of origin):** None
- 11a. **Time of Delivery (Contractor insert number of days):** Specified on the Task Order
- 11b. **Expedited Delivery.** The Contractor will insert the sentence "Items available for expedited delivery are noted in this price list." under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor
- 11c. **Overnight and 2-day delivery.** The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor
- 11d. **Urgent Requirements.** The Contractor will note in its price list the "Urgent Requirements" clause of its contract and advise agencies that they can also contact the Contractor's representative to effect a faster delivery: Contact Contractor
12. **F.O.B Points(s):** Destination
- 13a. **Ordering Address(es):** Same as Contractor
- 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 (fss.gsa.gov/schedules).
14. **Payment address(es):** Same as company address
15. **Warranty provision.:** Contractor's standard commercial warranty.
16. **Export Packing Charges (if applicable):** N/A
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact Contractor

(CUSTOMER INFORMATION: Continued)

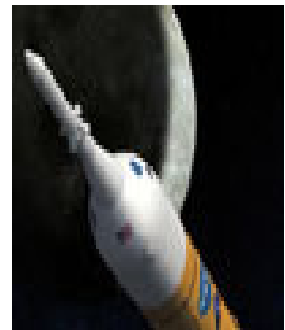
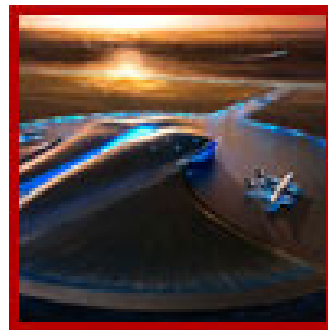
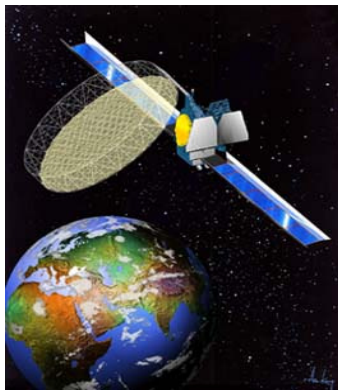
18. Terms and conditions of rental, maintenance, and repair (if applicable): N/A
19. Terms and conditions of installation (if applicable): N/A
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A
- 20a. Terms and conditions for any other services (if applicable): N/A
21. List of service and distribution points (if applicable): N/A
22. List of participating dealers (if applicable): N/A
23. Preventive maintenance (if applicable): N/A
- 24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: N/A
- 24b. 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. contactor's website or other location.) The EIT standards can be found at: www.Section508.gov/.
25. Data Universal Numbering System (DUNS) number: 09-3615982
26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered

LABOR CATEGORIES & HOURLY RATES

Our Mobile Satellite Services division develops and markets advanced satellite business applications and service for corporations and government agencies worldwide. Global satellite-based communications systems

Satwest Consulting, LLC GSA Approved Rates (2010-2014)

	Labor Category	Base Year/Year 1	Year 2	Year 3	Year 4	Year 5
1	Principal/Director	\$201.46	\$207.30	\$213.31	\$219.50	\$225.87
2	Senior Manager 2	\$166.70	\$171.53	\$176.51	\$181.63	\$186.89
3	Consultant 1	\$116.49	\$119.87	\$123.34	\$126.92	\$130.60
4	Management Analyst 1	\$75.55	\$77.74	\$80.00	\$82.32	\$84.70
5	Project Assistant	\$40.38	\$41.55	\$43.01	\$44.25	\$45.54



Satwest Consulting LLC, Labor Category Descriptions

Labor Category	Minimum General Experience	Functional Responsibility
Principal/Director	Masters degree in related field and a minimum of eighteen (18) years of relevant experience.	Senior level management expert with specialized capabilities in management consulting. Provides strong executive level management and direction. Possesses a deep understanding of the client's industry, and also has an extensive tool set of skills to solve the client's problems. This position includes being a leader in strategic, business, and action planning, maintains responsibility for formulating work standards, creating strategic project objectives, and managing client issues and feedback. May or may not be a shareholder in the firm.
Senior Manager 2	Masters degree in related field and a minimum of twelve (12) years of relevant experience.	Provides strong senior-level management and direction. Helps and supports our client's strategy, and provides business and action planning. Involved in process and productivity improvement, as well as, systems alignment. Assumes responsibility for overall project delivery and oversight of key technical enablers on projects and identification of needs for new tools. Assumes regular interaction and communications with the Government Contracting Officer (CO) and delegated government representatives. This position maintains responsibility for managing technical solutions, delegating appropriate resources, and fostering quality assurance principles across projects and deliverables.
Consultant 1	Masters degree in related field and a minimum of five (5) years relevant experience.	Provides analytical and program support, and focuses on high performance work. A consultant 1 completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. Serves as a key analytical resource on engagement team. Assumes responsibility for conducting relevant research, distilling data, and creating reports. Actively engages consulting tools and methodologies to meet project objectives and complete program management activities. Maintains responsibility for quality assurance practices and fostering completion and accuracy of system documentation. A consultant 1 may also participate in organizational assessments, and performance measures and indicators.
Management Analyst 1	Bachelor's degree in related field and a minimum of four (4) years relevant experience.	Writes clear and logical reports and documents with some rewrite and review required, may contribute to larger reports. Independently creates simple models for routine situations. Identifies and documents problems clearly. Capable of minor judgments.
Project Assistant	High School plus 3 –5 years of related experience; but may still be a student.	Works under close supervision and follows existing plans and procedures. Basic understanding of computing technology.