



**General Services Administration  
Federal Supply Service**

**Authorized Federal Supply Schedule Price List  
Effective March 14, 2008**

**LOGISTICS WORLDWIDE SERVICES  
(LOGWORLD)  
FSC 874V**

**GSA Contract Number: GS-10F-0286N, MOD FX-08  
Contract Period: March 14, 2008 through March 13, 2013  
Pricelist effective March 14, 2008**



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**A Small Business**

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# ***BUSINESS***

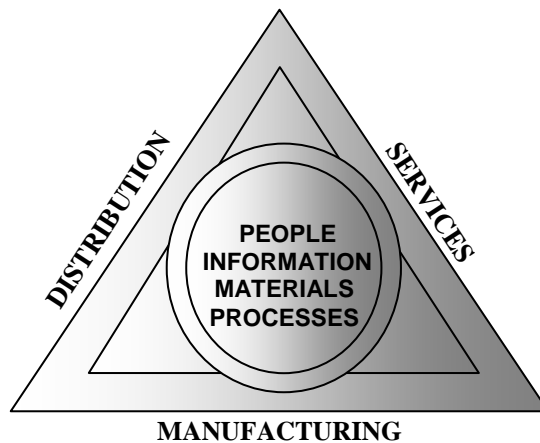
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Operations Concepts, Inc. (OCI) is an independent and objective **Logistics & Operations Consulting Services Firm** that provides outstanding professional services to clients in manufacturing, distribution, and service industries worldwide with specialized expertise in:

**Logistics & Operations Engineering**  
**Supply and Value Chain Management Services**  
**Operations Improvements & Justification Analysis**  
**Materials Handling Systems & Warehouse Management Systems**  
**Auto ID/Bar Coding/RFDC Solutions**  
**Packaging Systems Planning & Integration**  
**Facilities Planning & Design**  
**Logistics & Distribution Systems Planning & Design**  
**Program Integration & Project Management Services**

Most often, OCI is called upon by the client organization to examine and evaluate existing functions and processes within the client facilities. OCI is engaged to develop accurate and reliable Baseline Measures of performance, identify bottlenecks and opportunities for improvement/re-engineering, and to design, recommend, and integrate innovative, cost effective, and efficient alternative methods that are proven to improve client performance, enhance product quality, better utilize existing space and equipment, and/or reduce overall operating costs. The scope of project work varies according to client need.

Founded in 1991, OCI has steadily grown in reputation and client numbers throughout the United States, Puerto Rico, Canada, Mexico, and Ireland. During this growth, OCI has remained independent and objective, having no contractual agreements with any particular equipment vendors or equipment manufacturers. This independence allows OCI to perform professional consulting services with unconditional objectivity and flexibility for the client's current and future project needs.



## ***LONG-TERM COMMITMENT***

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*It is OCI's business goal to establish a preferred supplier relationship with each client – a relationship based upon excellence in professional services, performance, integrity, openness, trust, and a genuine interest in the welfare of each other's business.*

### ***Dedicated Resources: from start to finish...***

OCI will support the client engagement, from start to finish, with dedicated, knowledgeable, and capable personnel who possess academic and professional backgrounds in the following six (6) academic and professional disciplines:

- ***Industrial Engineering***
- ***Mechanical Engineering Technology***
- ***Operations Management***
- ***Information Technology/Systems***
- ***Logistics/Supply Management***
- ***Automated Systems Integration***

It is OCI's intent to be recognized around the world as an honorable, reliable, and trustworthy source for logistics & operations services and management consulting support. With that in mind, OCI has always, and will always, focus its resources on providing clients in manufacturing, distribution, and service environments worldwide with innovative, practical, and cost effective consulting solutions that focus on the disciplines listed above. If OCI cannot effectively support the clients' needs, OCI will not accept the client engagement.

*OCI's engineers and managers are highly capable of performing up-front Baseline Measures development (basis of design), alternative concept design, detailed design, and implementation services. In addition, we can provide complete project management, information systems integration and post implementation support and follow-up.*

### ***Client Training: a continuous improvement...***

*OCI personnel are trained to educate and advise the client throughout the consultation process.* OCI personnel work closely with client staff to promote a complete understanding of the tasks being performed, the recommendations developed, and the methods used for justification.

*OCI's client training presentations are designed to relate to the specific business functions conducted in the client facility and to the situations that the client's staff face on the job every day.* OCI presenters share real-life, benchmark techniques based on their experience, knowledge, and program expertise. OCI can provide hands-on training on-site at the client location or at OCI's offices in Cherry Hill, NJ.

### ***Complete Follow-up: promoting client success...***

Days, weeks, and even months after project work is completed OCI will, at the client's request, conduct a follow-up evaluation on the progress of adopted improvement plans and/or equipment/systems implemented

# ***PROJECTS APPROACH***

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***The client's complete satisfaction with our work throughout every phase of the project is our ultimate goal.***

At OCI, we believe that successful project development should be viewed and measured in terms of completing progressive project phases and achieving project milestones in a timely, cost effective, and efficient manner. Accordingly, to achieve project success, the completion of each phase in the project requires that logistics & operations engineering and management tasks be accomplished in a well documented and deliverable manner. By being focused, observant, flexible, and by listening, OCI personnel make achieving exceptional results all the more attainable and satisfying. **Most importantly, OCI believes that teamwork, above all else, fosters project success.**

## ***Getting Started: the introduction meeting and proposal development...***

- OCI personnel meet with the prospective client's project team and conduct an **initial site tour free of consulting fees.**
- OCI personnel listen, document pertinent information, and clarify the proposed/defined project scope.
- OCI personnel then develop a project proposal and submit it to the prospective client for approval.

## ***On Board And Moving Forward: prepared and ready...***

**With proposal approved, OCI personnel roll-up their sleeves and get to work by following a comprehensive four (4) phased approach to project management:**

**Phase I: Develop Baseline Measures (basis of design) & Report Findings**

**Phase II: Alternative Concepts Development & Feasibility Analysis**

**Phase III: Detail Design & Procurement**

**Phase IV: Implementation, Training, and Post-Audit**

The scope of OCI's project work will vary according to client need. At the client's request, OCI can perform all four (4) phases of work listed or any combination thereof.

# ***FOUR-PHASED PROJECT APPROACH***

## ***The Breakdown of OCI's Comprehensive Tasks and Deliverables***

### **PHASE I: DEVELOP BASELINE MEASURES & REPORT FINDINGS**

#### **Existing Facility**

- Define Strategic Goals and Objectives
- Define Existing Design Criteria, Functional Requirements and Operational Parameters
- Conduct Analysis of Existing Operations and Define Current Baseline Measures
- Identify/Analyze Bottleneck and Problem Areas
- Deliver Report of Findings and Analysis
- Team Review/Corrections/Consensus

#### **New Facility**

- Define Strategic Goals and Objectives
- Define Desired Design Criteria, Functional Requirements and Operational Parameters
- Define Desired Model/Optimal Methods
- Conduct Modeling Analysis of Future Operations and Develop Desired Baseline Measures
- Identify Bottleneck and Problem Areas
- Deliver Report of Findings and Analysis
- Team Review/Corrections/Consensus

### **PHASE II: CONCEPT DEVELOPMENT & FEASIBILITY ANALYSIS**

- Develop Conceptual Alternative Designs/Methods/Layouts/Equipment Specifications
- Prepare Simulations and/or CAD Drawings, PFD's, MFD's, and GA's for Conceptual Alternative Options Meeting Design Specification Criteria
- Develop Preliminary Order of Magnitude Cost Estimates of Options to a +/-25%\* Degree of Accuracy
- Calculate Estimated Savings - Summarize Benefits/Drawbacks and Justifications
- Deliver Preliminary Conceptual Alternative Recommendations Report
- Team Review/Corrections/Selected Option Consensus and Approval
- Finalize Recommendations Report Including Simulations, Drawings, Cost Estimates, Calculated Savings, Benefits/Drawbacks, Supporting Justifications, Functional System Description, and Conceptual Operating/Facility Plans
- Deliver Final Recommendations Report in a Presentation Meeting of Approved Conceptual Design

\* Variable - Dependent On Client Need.

# ***FOUR-PHASED PROJECT APPROACH***

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## ***The Breakdown of OCI's Comprehensive Tasks and Deliverables***

### **PHASE III: DETAILED DESIGN**

- Engineer Detailed Design, Standard Operating Specifications, and Equipment Specifications
- Prepare Detailed CAD Drawings, PFD's, MFD's, GA's, Functional Specifications Summaries and Capacity Summaries
- Develop Preliminary Site and Operational Implementation Plans
- Recalculate and Refine Cost Estimates to a +/- 10% Degree of Accuracy
- Recalculate and Refine Estimated Savings - Benefits/Drawbacks and Purchase Justifications Including ROI Calculations
- Team Review/Refinements/Design Consensus and Approval
- Finalize Detailed System Design and Supporting Documentation
- Deliver Final Detailed Design Report in a Team Presentation Meeting
- \*Assist Client with Internal Presentation(s) and Appropriations Request(s)
- \*Assist In Internal Equipment Evaluation(s) and Preferred Equipment Selection(s)
- \*Assist In Qualifying Vendor(s) and/or Supplier(s)
- \*Assist In Preparing RFQ Package(s) and Submit RFQ Package(s) to Vendor(s)
- \*Assist In Team Reviews and In Completing Vendor/Supplier Negotiations
- \*Assist In Awarding Contract(s) To Vendor(s)/Supplier(s)

### **PHASE IV: IMPLEMENTATION, TRAINING, AND POST-AUDIT**

- Refine Implementation Plans, Develop Pre-Shipment and Acceptance Test Procedures, and Coordinate Outstanding Delivery Schedules
- Finalize Implementation Plans, Acceptance Test Procedures, and Schedules
- \*Assist In Pre-shipment Monitoring Vendor/Supplier Progress
- \*Assist In Pre-shipment Testing and Evaluation of Equipment/Hardware/Software
- \*Coordinate/Assist In Site and Installation Planning and Management
- \*Perform/Assist In Systems Integration and Acceptance Testing Management
- \*Coordinate/Assist In Start-Up Training and Documentation
- \*Perform Post Start-Up Audit as Requested

\* As Required - Dependent On Client Need.

# ***CUSTOMER INFORMATION***

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## **1a. Special Item Numbers (SINs)**

[SIN 874-501 = Supply and Value Chain Management Services](#)  
[SIN 874-503 = Distribution and Transportation Logistics Services](#)  
[SIN 874-504 = Deployment Logistics Services](#)  
[SIN 874-505 = Logistics Training Services](#)

## **1b. Labor Descriptions and Labor Rates (All SINs)**

[Professional Labor Descriptions](#)

[Professional Labor Rates](#)

- 2. Maximum Order:** \$1,000,000.00
- 3. Minimum Order:** \$300.00
- 4. Geographic Coverage:** Domestic and Overseas
- 5. Points of Production:** Customer facility(s) and Cherry Hill, NJ
- 6. Discounts:** Government Net Prices (discounts already deducted)
- 7. Quantity Discounts:** N/A
- 8. Prompt Payment Terms:** Net 30 days
- 9. Government Purchase Cards:** Accepted at or below micro-purchase threshold
- 10. Foreign Items:** None
- 11. Time of delivery:** Specific to the Task Order
- 12. F.O.B. Points:** Destination
- 13. Ordering Address:** Same as Company Address
- 14. Payment Address:** Same as Company Address
- 15. Warranty Provision:** Standard Commercial Warranty
- 16. - 24:** N/A
- 25. Data Universal Numbering System (DUNS) number:** 82-5510878

## ***CUSTOMER INFORMATION***

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**26. Central Contractor Registration (CCR) registration:** Registered

**ADDITIONAL NOTES:**

- 1. Type of Contract:** Labor Hour (LH) or Firm Fixed Price (FFP) Orders depending upon the Statement of Work (SOW). SOW must be prepared to include, location of work, period of performance, deliverables, applicable standards, acceptance criteria, travel requirements, and any other items needed to provide a responsive proposal.
- 2. Travel Costs:** Travel Costs for transportation, lodging, meals, and incidental expenses are not part of the GSA FSS Approved Rates and are to be negotiated prior to issuing the Delivery Order.
- 3. Web Site:** [www.operationsconcepts.com](http://www.operationsconcepts.com)
- 4. Point of Contact:** Paul O'Connell, President [pfo@operationsconcepts.com](mailto:pfo@operationsconcepts.com)

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# ***PROFESSIONAL LABOR DESCRIPTIONS***

<u>Commercial Job Title</u>	<u>OPTION PERIOD ONE (2008 to 2013)</u>  <u>Minimum Education and Experience</u>
<b>Principal</b>	Masters, or Doctorate degree from an accredited institution required in discipline in which the individual is performing. Twelve years experience with an additional two years experience in a technical management role. During the twelve years, the Principal shall have developed a nationally renowned reputation as evidenced by publications, patents, and prestigious awards.
<b>Senior Project Manager</b>	Senior Project Manager must have earned a Bachelor, Masters, or Doctorate degree in an engineering or science field directly related to the task to be performed. Ten years experience is required. An additional three years of expertise must have been in Technical Management and Business Management of key, major company accounts. Senior Project Manager is fully responsible for all aspects of client consulting project including 100% customer satisfaction.
<b>Project Manager</b>	Bachelors, Masters, or Doctorate degree from an accredited institution required in discipline in which the individual is performing. Must have either a Masters or Doctorate degree in engineering, science, business or a field relevant to the task area and 10 plus years professional experience in general engineering, or field related to the support area in which the individual is performing. Must include two years experience directly in the task areas and two years in a leadership capacity or a field related to the task area. This labor category requires personnel with a demonstrated innovative and research capability.
<b>Senior Project Engineer</b>	Personnel in this category are desired to have an earned Masters degree in an engineering or science field directly related to the task to be performed. Ten years of experience is required. This labor category requires personnel with a demonstrated innovative and research capability. Demonstration of this capability shall be by evidence of publication of research papers or reports, or development of innovative processes or products, or the award of patents.
<b>Project Engineer</b>	Personnel in this category must have an earned Bachelor of Science degree in an engineering or science field directly related to the task to be performed from an accredited college or university. Three years of experience is required.
<b>Technical Writer</b>	Shall have 4 years total experience in the following areas: English, technical writing, usage of state-of-the-art office equipment used for professional report generation.
<b>Engineering Aide</b>	Minimum of a two year associates degree in technology. Ability to transcribe field studies to program files. Possess ability to make simple sketches. Able to enter meter-indicated values into computer form that is displayed on monitor. Ability to understand technical information to the degree of interpreting discussions and notes for content.
<b>CAD Designer</b>	Minimum of a two year associates degree in technology. Ability to transcribe field studies to program files. Possess ability to make accurate sketches. Able to present detailed information through Computer Aided Drafting techniques. Familiar with major CAD programs. Ability to understand technical information to the degree of interpreting discussions and notes for content.
<b>Clerical</b>	Minimum of a high school diploma or GED equivalent. Possess ability to interpret and transcribe handwritten notes to word processing programs. Possess ability to modify computer files to enter proof reading marks on printout. Able to write simple descriptions of tasks performed.

## **PROFESSIONAL LABOR RATES**

**GSA APPROVED LOGWORLD PRICING SCHEDULE (NET)  
SIN NUMBERS 874-501, 874-503, 874-504, 874-505**

<b>OPTION PERIOD ONE</b>	<b>Principal</b>	<b>Senior Project Manager</b>	<b>Project Manager</b>	<b>Senior Project Engineer</b>	<b>Project Engineer</b>	<b>Technical Writer</b>	<b>Engineering Aide</b>	<b>CAD Designer</b>	<b>Clerical</b>
6	\$ 161.92	\$ 124.80	\$ 115.52	\$ 110.36	\$ 100.05	\$ 85.60	\$ 50.54	\$ 70.14	\$ 40.22
7	\$ 167.43	\$ 129.05	\$ 119.45	\$ 114.11	\$ 103.45	\$ 88.52	\$ 52.26	\$ 72.52	\$ 41.59
8	\$ 173.12	\$ 133.43	\$ 123.51	\$ 117.99	\$ 106.97	\$ 91.52	\$ 54.04	\$ 74.99	\$ 43.00
9	\$ 179.01	\$ 137.97	\$ 127.71	\$ 122.00	\$ 110.61	\$ 94.64	\$ 55.87	\$ 77.54	\$ 44.47
10	\$ 185.09	\$ 142.66	\$ 132.05	\$ 126.15	\$ 114.37	\$ 97.85	\$ 57.77	\$ 80.17	\$ 45.98

### **OPTION PERIOD ONE**

**Year 6** = March 13, 2008 through March 13, 2009

**Year 7** = March 14, 2009 through March 13, 2010

**Year 8** = March 14, 2010 through March 13, 2011

**Year 9** = March 14, 2011 through March 13, 2012

**Year 10**= March 14, 2012 through March 13, 2013

# ***LOGISTICS WORLDWIDE (LOGWORLD) SCHEDULE OF SERVICES***

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## **SIN 874-501 = SUPPLY and VALUE CHAIN MANAGEMENT SERVICES**

Operations Concepts, Inc. (OCI) has preformed many studies and analysis of the areas or processes within a Supply and/or Value Chain in a distribution, manufacturing, or service environment that may involve, but not limited to, many of the following tasks:

- Develop baseline measures for each functional area in distribution, manufacturing, and/or service business systems.
- Provide clients with expertise in facility equipment layout, material handling systems, ergonomic workstation design, and space utilization.
- Machine or operator performance analysis.
- Material flow or material handling methods analysis.
- Space utilization, capacity analysis, and cycle time analysis.
- Perform inventory safety stock and control analysis.
- Data collection/information flow and accuracy analysis.
- Analysis of methods used in, and the performance of, a particular process or process stage.
- Assessment of the Supply and/or Value Chain system.
- Provide MRP systems review.
- Perform Inventory Management and Operations review.
- Perform warehouse and stockroom space analysis.
- Perform fulfillment systems analysis.
- Functional operations, equipment, and software assessment for automating and modernizing.
- Manufacturing or packaging line balancing analysis.
- Provide process and productivity improvements.
- Provide Automatic Data Collection (ADC) systems analysis, recommendations, and implementation services.
- Provide Vision Recognition Systems analysis, recommendations, and implementation services.
- Provide Radio Frequency Data Collection (RFDC) analysis, recommendations, and implementation services.
- Provide Radio Frequency Identification (RFID) analysis, recommendations, and implementation services.
- Provide Bar Coding analysis, recommendations, and implementation services.
- Provide expertise in Warehouse Management Systems (WMS) and Inventory Locator Systems software analysis, selection, and implementation.
- Providing client with an ROI for purchasing the equipment, building, etc. OCI has vast familiarity, knowledge, and hands-on experience including implementation and integration of various software technologies including: EDI systems, carrier/inventory tracking technology, replenishment/allocation technology, ASN/ADN programs, ERP/MRP/WMS/Web-Based systems/interfaces, Auto ID/Barcoding/RFDC, financial management, and purchase order management.
- Design and implementation of fully automated and semi-automated materials handling and materials management systems.
- Design and implementation of high-speed sortation and conveyor systems.

# ***LOGISTICS WORLDWIDE (LOGWORLD) SCHEDULE OF SERVICES***

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## **SIN 874-503 = DISTRIBUTION and TRANSPORTATION LOGISTICS SERVICES**

Operations Concepts, Inc. (OCI) has performed distribution and transportation logistics analysis providing expertise involving, but not limited to, the following tasks:

- Performance of a site survey/network model study.
- Reduction of shipping costs through distribution point analysis.
- Performance of a site evaluation including facilities located in the United States, Canada, P.R. and Caribbean Islands, South America, Mexico, and the United Kingdom.
- Evaluated client shipping data for: shipping cost, time in transit, truck rates, warehouse space lease rates, seasonal peaks, and facility geographic location to obtain and/or recommend another site.
- Analysis with freight optimization software that has been successfully used on client projects for pallet configurations and load sizes. OCI has a variety of resources available for comparing freight costs to current, mean industry standards in various regions.
- OCI utilizes freight optimization software to maximize the cube of each load, which will minimize truckload rates.
- Performed review of operational and functional layouts and security procedures for clients in their mail and/or parcel receiving facilities.
- OCI is familiar with both 3<sup>rd</sup> party DC operations management and client leased/owned facilities and in evaluating the best fit for a client's particular product/industry needs with consideration toward competitor segments.

# ***LOGISTICS WORLDWIDE (LOGWORLD) SCHEDULE OF SERVICES***

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## **SIN 874-504 = DEPLOYMENT LOGISTICS**

Operations Concepts, Inc. (OCI) supports clients by standardizing and reducing the number of tasks using available resources in the most effective and efficient manner, and providing insight into the tasks to be accomplished. OCI has performed planning and providing of logistic expertise involving, but not limited to, the following list of tasks:

- Project team communications.
- Scheduling and managing resources.
- Work breakdown structure.
- Contingency planning.
- Optimizing project critical path.
- Tracking and Reporting project status.
- Providing cost comparisons to project.
- Review and recommend functional and operational layout and processes for handling material, vehicles, and re-supply for emergency center.
- Provide Asset tagging review and recommendations.

## **SIN 874-505 = LOGISTICS TRAINING SERVICES**

Operations Concepts, Inc. (OCI) has performed logistic training services and provided expertise involving, but not limited to, the following list of tasks:

- Training sessions for client's associates as well as management staff in order to educate them on any re-engineered processes and/or new technologies.
- Training in logistics systems operations and warehouse operational processes.
- Training sessions of safe operational instructions for material handling equipment.
- Training sessions for Warehouse Management Systems and/or Inventory Locator Systems.
- Training sessions for any recommended and implemented functional processes, equipment, and software.
- Training in the tools used in supply and value chain management.