

GCR Ltd.

Government Consulting Resources, Ltd.



Discount (s) and Pricing offered to the Government:

Consistent with our existing schedule, Government Consulting Resources, Ltd. is offering discounts based upon our commercial pricelist dated January 1, 2004. We are offering discounts of 8% to 50% off of our lowest prices offered to our best clients. These discounts are represented in the labor categories and rates indicated in the table below. These prices are inclusive of the IFF percentage rate of 0.75%.

Labor Category/Service Package	Rate	
Media Information Service Delivery	\$12,500/publish pack	Proposed
News Service Delivery	\$9,200/delivery pack	Proposed
Data Conversion	\$500/element	Proposed
Data Transmission Service	\$1,000/event	Proposed
Training Course Delivery	\$3,000/delivery	Proposed
Training Curriculum Development	\$5,000/development	Proposed
Executive Consultant	\$332.00	Proposed
Senior Principle Consultant	\$305.00	Proposed
Project Manager Executive	\$265.00	Proposed
Communication Specialist	\$240.00	Proposed
Communication Production Analyst	\$177.00	Proposed
Communication Content Developer	\$127.00	Proposed
Project Manager Principle	\$161.00	Current
Project Manger	\$129.00	Current
Project Administrator	\$110.40	Current
Quality Assurance Specialist	\$111.80	Current
Project Support Specialist	\$103.20	Current
Principle Consultant	\$215.00	Current
Senior Consultant	\$193.50	Current
Consultant	\$172.00	Current
Field Application Engineer	\$108.02	Current
Information Systems Principal	\$92.00	Current
Information Systems	\$77.40	Current
Documentation Developer II	\$78.20	Current
Documentation Developer I	\$66.24	Current

Should you have any questions concerning this proposal please feel free to contact our key personnel of this contract: Alan Dillman, 780 Park Hill Court, Dayton, Ohio 45430, phone (937) 609-4777, fax (208) 361-1978.

Thank you for your consideration of our offer.

Authorized Corporate Official

Partner

Title

9/1/2004

Date



ATTACHMENT A

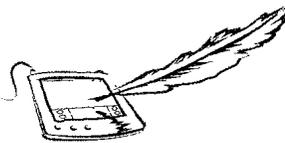
SERVICES BEST RATE (LOWEST PRICE), PRICE AND SKILL MATRIX



Commercial Labor Category	Minimum/General Experience and Years of Experience	Functional Responsibility	Educational Requirements	Advocate Consulting Group Contract #MISA0361 Prime T&M 6/1/03 - Auto-Renewal (ACG)	Lowest Billed Customer Name	Discount Changed (%) for the Lowest Billed Customer (Rate shown in columns to left)	Commercial Rate effective Jan 1, 2004	Proposed GSA Schedule Rate Without IFP	Proposed GSA Rate With IFP	Proposed GSA Discount Percentage (%) without IFP	Proposed GSA Discount Percentage (%) With IFP
Media Information Service Delivery	Same As GSA pricelist	Same As GSA pricelist	Same As GSA pricelist	\$14,000.00	ACG	13%	\$16,000.00	\$12,406.88	\$12,500.00	22.46%	21.88%
News Service Delivery	Same As GSA pricelist	Same As GSA pricelist	Same As GSA pricelist	\$10,000.00	ACG	17%	\$12,000.00	\$9,131.46	\$9,200.00	23.90%	23.33%
Data Conversion	Same As GSA pricelist	Same As GSA pricelist	Same As GSA pricelist	\$750.00	ACG	25%	\$1,000.00	\$496.28	\$500.00	50.37%	50.00%
Service Delivery	Same As GSA pricelist	Same As GSA pricelist	Same As GSA pricelist	\$4,000.00	ACG	20%	\$5,000.00	\$2,977.65	\$3,000.00	40.45%	40.00%
Training Course Delivery	Same As GSA pricelist	Same As GSA pricelist	Same As GSA pricelist	\$6,000.00	ACG	25%	\$8,000.00	\$4,962.75	\$5,000.00	37.97%	37.50%
Executive Consultant	Same As GSA pricelist	Same As GSA pricelist	Same As GSA pricelist	\$340.00	ACG	15%	\$400.00	\$329.53	\$332.00	17.62%	17.00%
Senior Principle Consultant	Same As GSA pricelist	Same As GSA pricelist	Same As GSA pricelist	\$318.75	ACG	15%	\$375.00	\$302.73	\$305.00	19.27%	18.67%
Project Manager	Same As GSA pricelist	Same As GSA pricelist	Same As GSA pricelist	\$276.25	ACG	15%	\$325.00	\$263.03	\$265.00	19.07%	18.46%
Executive Consultant	Same As GSA pricelist	Same As GSA pricelist	Same As GSA pricelist	\$242.25	ACG	15%	\$285.00	\$238.21	\$240.00	16.42%	15.79%
Specialist	Same As GSA pricelist	Same As GSA pricelist	Same As GSA pricelist	\$182.75	ACG	15%	\$215.00	\$175.68	\$177.00	18.29%	17.67%
Production Analyst	Same As GSA pricelist	Same As GSA pricelist	Same As GSA pricelist	\$157.25	ACG	15%	\$185.00	\$126.05	\$127.00	31.86%	31.35%
Communication Content Developer	Same As GSA pricelist	Same As GSA pricelist	Same As GSA pricelist								

GCR Ltd.

Government Consulting Resources, Ltd.



ATTACHMENT B

2004 GCR SERVICE PRICING

Effective 1/1/2004

Labor Category	Item Suffix	List Price	Premier Discount	Skill/Competency Category
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Project Manager Executive	PME	\$ 325.00	\$ 276.25
Project Manager Principle	PMP	\$ 200.00	\$ 170.00
Project Manager	PM	\$ 165.00	\$ 140.25
Project Administrator	PA	\$ 142.00	\$ 120.70

Management

<- NEW OFFER - SIN 132-51

Communication Specialist	CS	\$ 285.00	\$ 242.25
Quality Assurance Specialist	QAS	\$ 150.00	\$ 127.50
Project Support Specialist	PSS	\$ 130.00	\$ 110.50

Specialists

<- NEW OFFER - SIN 132-51

Media Information Service Delivery	MISD	\$ 16,000.00	\$ 14,000.00
News Service Delivery	NSD	\$ 12,000.00	\$ 10,000.00
Data Conversion Service	DTS	\$ 2,000.00	\$ 2,500.00
Data Conversion	DC	\$ 1,000.00	\$ 750.00
Communication Production Analyst	CPA	\$ 215.00	\$ 182.75
Communication Content Developer	CCD	\$ 185.00	\$ 157.25

Communications

Price per published pack <- NEW OFFER - SIN 132-51
 Price per delivery pack <- NEW OFFER - SIN 132-51
 Price per transmission event <- NEW OFFER - SIN 132-52
 Price per element of Conversion <- NEW OFFER - SIN 132-51
 <- NEW OFFER - SIN 132-51
 <- NEW OFFER - SIN 132-51

Executive Consultant	EC	\$ 400.00	\$ 340.00
Senior Principle Consultant	SPC	\$ 375.00	\$ 318.75
Principle Consultant	PC	\$ 275.00	\$ 233.75
Senior Consultant	SC	\$ 250.00	\$ 212.50
Consultant	CC	\$ 200.00	\$ 170.00

Consultants

<- NEW OFFER - SIN 132-51

<- NEW OFFER - SIN 132-51

Training Course Delivery	TCDel	\$ 5,000.00	\$ 4,000.00
Training Curriculum Development	TCDev	\$ 8,000.00	\$ 6,000.00

Training

Price per delivery <- NEW OFFER - SIN 132-50
 Price per development <- NEW OFFER - SIN 132-50

Field Application Engineer	FAE	\$ 138.00	\$ 117.30
Information Systems Principal	ISP	\$ 117.00	\$ 99.45
Information Systems	IS	\$ 105.00	\$ 89.25

Information Systems

Documentation Developer II	DD2	\$ 100.00	\$ 85.00
Documentation Developer I	DD1	\$ 85.00	\$ 72.25

Documentation

To qualify for Premier discounts clients must meet one of the following criteria:

1. Exceed the Services Purchase Threshold (SPT) established annually by the company
2. Enter into a preferred joint marketing agreement
3. Qualify as a strategic client or account



ATTACHEMENT C

GSA Schedule of Services

Labor Category	Item Suffix	Price	SIN	Notes
Project Manager Executive	PME	\$ 265.00	132-51	
Project Manager Principle	PMP	\$ 161.00	132-51	
Project Manager	PM	\$ 129.00	132-51	
Project Administrator	PA	\$ 110.40	132-51	
Communication Specialist	CS	\$ 240.00	132-51	
Quality Assurance Specialist	QAS	\$ 111.80	132-51	
Project Support Specialist	PSS	\$ 103.20	132-51	
Media Information Service Delivery	MISD	\$ 12,500.00	132-51	Price per published pack
News Service Delivery	NSD	\$ 9,200.00	132-51	Price per delivery pack
Data Transmission Service	DTS	\$ 1,000.00	132-52	Price per transmission event
Data Conversion	DC	\$ 500.00	132-51	Price per element of Conversion
Communication Production Analyst	CPA	\$ 177.00	132-51	
Communication Content Developer	CCD	\$ 127.00	132-51	
Executive Consultant	EC	\$ 332.00	132-51	
Senior Principle Consultant	SPC	\$ 305.00	132-51	
Principle Consultant	PC	\$ 215.00	132-51	
Senior Consultant	SC	\$ 193.50	132-51	
Consultant	CC	\$ 172.00	132-51	
Training Course Delivery	TCDel	\$ 3,000.00	132-50	Price per delivery
Training Curriculum Development	TCDev	\$ 5,000.00	132-50	Price per development
Field Application Engineer	FAE	\$ 108.02	132-51	
Information Systems Principal	ISP	\$ 92.00	132-51	
Information Systems	IS	\$ 77.40	132-51	
Documentation Developer II	DD2	\$ 78.20	132-51	
Documentation Developer I	DD1	\$ 66.24	132-51	