Foresight Science & Technology, Inc.

Guiding Innovations to Market

Multiple Award Schedule (MAS)

Foresight Science & Technology, Inc.
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Contract No.: 47QRAA19D0033
Contract Period: 1/15/2019 - 1/14/2024
Business Size: Small Business
Status: Woman Owned Small Business (WOSB)
Customer Information

1a. Awarded Special Item Numbers (SINs):
   - 541611 Management Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
   - Order Level Materials (OLM)

1b. Lowest Unit Price for each SIN#: See pricing on page 4

1c. Labor Category Descriptions: See descriptions starting on page 5

2. Maximum Order: $1,000,000.00

3. Minimum Order: $100.00

4. Geographic Coverage (Delivery Area): Worldwide

5. Points of Production: Same as Contractor’s address (see front page).

6. Discount from list prices or statement of net price: Prices shown are net prices.

7. Quantity Discounts: 1% off each task order exceeding $250,000; 2% off each task order exceeding $500,000; and 3% off each task order exceeding $750,000

8. Prompt payment Discount: N/A

9a. Government purchase cards are accepted up to the micropurchase threshold

9b. Government purchase cards are accepted above the micropurchase threshold.

10. Foreign Items: None

11a. Time of Delivery: As specified on the Task order.

11b. Expedited Delivery: Deliverables usually provided electronically.

11c. Overnight/2-Day Delivery: Deliverables usually provided electronically.

11d. Urgent Requirements: Deliverables usually provided electronically.

12. F.O.B. Point(s): Destination.

13a. Ordering address: Same as Contractor’s address (see front page).
13b. **Ordering Procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).

14. **Payment address:** Same as Contractor’s address (see front page).

15. **Warranty provision:** Foresight provides a good-faith, best effort product. The depth of project research, and thus Foresight’s findings and recommendations are limited by budget. Additional research may lead to new information that could result in different findings and/or recommendations. The work Foresight conducts is limited by what data is available as of the date of the project. The same project conducted in another period may result in different findings and/or recommendations.

16. **Export packing charges:** N/A

17. **Terms and conditions of Government purchase card acceptance:** Consult with Contractor

18. **Terms and conditions of rental, maintenance, and repair:** N/A

19. **Terms and conditions of installation:** N/A

20. **Terms and conditions of repair parts:** N/A

20a. **Terms and conditions for any other services:** N/A

21. **List of service and distribution points:** N/A

22. **List of participating dealers:** N/A

23. **Preventive maintenance:** N/A

24a. **Special attributes such as environmental attributes:** N/A

24b. **Section 508 Information:** N/A

25. **DUNS number:** 103932240

26. **Notification regarding registration in System for Award Management (SAM) Database:** Yes, CAGE Code 1BFW1.
About Foresight Science & Technology

Founded in 1980, Foresight Science & Technology (Foresight) is a world leading full-service consultancy specializing in technology and market assessment, due diligence, deal-making, IP management, strategy formulation and implementation, and other activities related to movement of technology from invention to government applications and commercialization. Foresight’s team of Senior Consultants conducts hundreds of projects each year in all fields of technology and in all sectors of the global economy. Foresight’s customers include Federal and foreign government R&D agencies, large and small corporations, universities and other non-profit laboratories, state governments, venture capitalists. Services offered include: firm-fixed priced assessments structured to provide the level of data collection and analysis appropriate for the challenges and opportunities being addressed, consulting, technology marketing, and web-based database.

GSA Schedule Price Lists

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Hourly Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managing Professional</td>
<td>$190.10</td>
</tr>
<tr>
<td>Senior Professional</td>
<td>$100.76</td>
</tr>
<tr>
<td>Professional 1</td>
<td>$76.01</td>
</tr>
<tr>
<td>Professional 2</td>
<td>$53.27</td>
</tr>
<tr>
<td>Professional 3</td>
<td>$45.61</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Service</th>
<th>Unit Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Go/NoGo Report</td>
<td>$1,209.07</td>
</tr>
<tr>
<td>Jumpstart Report</td>
<td>$2,015.11</td>
</tr>
<tr>
<td>Technology Niche Analysis Report</td>
<td>$5,541.56</td>
</tr>
<tr>
<td>Industry Assessment Report</td>
<td>$5,696.79</td>
</tr>
<tr>
<td>T2+2 Professional</td>
<td>$7,556.68</td>
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</tbody>
</table>
Labor Category Descriptions

Managing Professional
A Managing Professional serves as a manager/director for the planning and execution of contracts that include strategic technical, market, and partnership program/project objectives and deliverables. Direct oversight of individuals, teams, budgets, schedules and resources. Lead liaison to the agency and program director. Responsible for the successful completion, acceptance and closure of client contracts.

Experience includes all the following:
• 20 years of relevant business or military experience, no less than 10 of which involved management or supervisory responsibilities.
• Master’s Degree and three years of research experience.
• The individual has been certified as a market research or technology analyst through Foresight’s formal certification process.

Senior Professional
A Senior Professional serves as an expert consultant in strategic commercialization, negotiating, marketing and market introduction of new and emerging innovations and technologies. May perform this role as a team leader, trainer or individual. Capable of leading and/or reviewing work by others including that which is provided by the client. Responsible for schedules and deliverables as defined by the client contract.

Experience includes all the following:
• Five Years of experience in technology transfer or a related field, including three years of management or supervisory experience or similar military experience.
• Master’s Degree
• The individual has been certified as a market research or technology analyst through Foresight’s formal certification process.
Professional 1
A Professional 1 serves as an experienced consultant in market and technology assessment and market entry strategies. Capable of identifying and analyzing market dynamics, trends, competition, partnership opportunities, and regulations. Works directly with clients and potential partners. Capable of strategizing and performing outreach and marketing for client innovations and services. Prepares marketing support documents and materials.

Experience includes all the following:
- Three years of experience in technology transfer or a related field including at least one year of research experience.
- Master’s Degree
- The individual has been certified as a market research or technology analyst through Foresight’s formal certification process.

Professional 2
A Professional 2 serves as a support resource in market and technology assessment and marketing activities. Capable of collecting and analyzing market data including trends, competition, potential partnership targets, and regulations. Works directly with clients and consultants as a team member.

Experience includes all the following:
- Two years of experience in technology transfer and research in science or engineering.
- Master’s degree, or Bachelor’s degree + five years of business or military experience.
- The individual has been certified as a market research or technology analyst through Foresight’s formal certification process.
Professional 3
A Professional 3 serves as a support resource in marketing and data collection. Task based assignments with specific deliverables and schedules are performed as a team member reporting to a more senior consultant.

Experience includes all the following:
- One year of research experience.
- Bachelor’s degree
- The individual has been certified as a market research or technology analyst through Foresight’s formal certification process.

Services Descriptions

Go/NoGo® Assessment
This screening report is used to assist in evaluating the commercial potential of an early stage innovation before expending money to patent or further develop it. The report provides information on existing products, patents, R&D, market characteristics, and potential barriers to commercialization. Contacts for potential licensees and/or partners are also suggested. An overall Go or NoGo suggestion will be given to assist in the decision-making process.

Jumpstart
This assessment is helpful when deciding which market is best for an innovation. The report evaluates up to three market niches, looking at: competing technology, market needs, drivers, barriers, and size. The report also identifies potential licensee, partner or investor contacts which may have an interest in the innovation.

Technology Niche Analysis®
This assessment provides in-depth analysis of an innovation at or beyond the proof-of-concept stage. The report includes: competitive analysis, interviews with experts and end-users, recommendations for market entry and launch tactics, and an interview
with a potential commercialization partner/investor. This information is used to suggest a commercialization strategy and to estimate potential revenue.

Industry Assessment
This extensive report examines a set of up to five industrial sectors in order to determine how well a technology, capability, product line, product family, etc. fits with the customer base in each sector. An in-depth analysis of each sector is performed, including: market and competitive analysis, interviews with experts and end-users, and revenue estimates.

T2+2®: Technology Transfer Tools & Training
T2+2® is an online subscription service comprised of databases, tools and training material for finding and analyzing technologies, markets, and deal information. The databases contain over 6000 reports covering the breadth of science, engineering, and technology and all sectors of the global economy with data such as: Market information (market size, drivers, barriers, regulations, competitors, etc.), Licensing Deal Terms, Opinions from Experts/End-Users on emerging markets and innovations, and contact information for potential investors, partners, or licensees. This service allows users to efficiently identify, analyze, and understand the market(s) for their innovations; and to identify and communicate with potential partners for development and commercialization.