A.T. Kearney Public Sector and Defense Services, LLC
1300 Wilson Blvd., Suite 1550A
Arlington, VA 22209
Phone: 703-247-8950 Fax: 703-247-8901
Contract Administrator: James Devey
james.devey@atkearneypsds.com

PERIOD COVERED BY CONTRACT:
September 15, 2017 through September 14, 2022

Price list current through Modification PA-0009, effective October 5, 2020

Business Size:
Large Business
**CUSTOMER INFORMATION**

1a. Table of Awarded Special Item Numbers:

<table>
<thead>
<tr>
<th>SIN</th>
<th>Recovery</th>
<th>SIN Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>541611RC</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>OLM</td>
<td>OLMRC</td>
<td>Order Level Materials</td>
</tr>
</tbody>
</table>

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. *See below.*

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. *See below.*

2. Maximum Order: $1,000,000.00

3. Minimum Order: $100.00

4. Geographic Coverage (delivery Area): *Domestic delivery (48 States, DC)*

5. Point(s) of production (city, county, and state or foreign country): *Same as Contractor*

6. Discount from list prices or statement of net price: *Government net prices (discounts already deducted).*

7. Quantity discounts: *None*

8. Prompt payment terms: *Net 30. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.*

9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold: *Accepted*

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: *Accepted*

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

11a. Time of Delivery (Contractor insert number of days): *Contact Contractor*
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 is 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 affect a faster delivery: Contact Contractor

12. F.O.B Points: Destination

13a. Ordering Address: Same as Contractor

13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s), are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment address: Same as Contractor

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

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. Special attributes such as 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. contractor’s website or other location.) The EIT standards can be found at: www.Section508.gov/ N/A

25. Data Universal Numbering System (DUNS) number: 807893388

26. Notification regarding registration in System of Award (SAM) database: Registered (Cage: 4WJB5)
### GSA PRICING

<table>
<thead>
<tr>
<th>SINs</th>
<th>Labor Category</th>
<th>GSA Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Executive Consultant Sr.</td>
<td>$671.29</td>
</tr>
<tr>
<td>541611</td>
<td>Project Director Sr.</td>
<td>$572.09</td>
</tr>
<tr>
<td>541611</td>
<td>Program Manager Sr.</td>
<td>$453.59</td>
</tr>
<tr>
<td>541611</td>
<td>Program Manager Jr.</td>
<td>$401.18</td>
</tr>
<tr>
<td>541611</td>
<td>Management Consultant Sr.</td>
<td>$343.88</td>
</tr>
<tr>
<td>541611</td>
<td>Management Consultant Jr.</td>
<td>$294.89</td>
</tr>
<tr>
<td>541611</td>
<td>Analyst Sr.</td>
<td>$225.56</td>
</tr>
</tbody>
</table>

A.T. Kearney PSDS acknowledges that the Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Multiple Award Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCLS eligible labor categories. If and/or when AT Kearney adds SCLS labor categories/employees to the contract through the modification process, you must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.
Executive Consultant, Senior

**Education:** Holds an MBA, M.S. or other graduate degree from a top-tier academic institution. Some hold PhD qualifications in economics, finance, organizational development or other business-related specialties.

**Experience:**
- Total work experience is 15-plus years, both in consulting and leadership positions in Fortune 1000 companies, government and other organizations
- Possess strengths in each of the major areas of consulting: business development, client-relationship management, project management, staff recruiting and development, intellectual-capital development and practice management
- Demonstrate superior oral and writing skills, outstanding analytical skills as well as excellent problem-solving skills

**Functional Responsibilities:**
- Responsible for A.T. Kearney’s relationship with its clients and the work of all consultants on the project
- Provide direct interface with the highest level at the client
- Engage the client from the proposal stage to the delivery stage and quality assessment
- Serve as subject-matter experts, with leading contributions on specific business processes, functional specialties or industries

Project Director, Senior

**Education:** Holds an MBA, M.S. or other graduate degree from a top-tier academic institution. Some hold PhD qualifications in economics, finance, organizational development or other business-related specialties.

**Experience:**
- At least 10 years of combined consulting and general industry experience
- Demonstrated ability to lead and manage consulting engagements
- Broad consulting skills and experience, with significant tertiary skills in industries such as telecommunications, energy, automotive, pharmaceuticals, transportation, aerospace and defense, finance, consumer goods, retail or government
- Proven ability to deliver measurable value via leading-edge solutions tailored to specific industry or business problems
- Extensive experience as engagement managers or senior staff of large, complex, multi-million dollar consulting assignments
- In-depth understanding of, and experience with, a wide range of project-management and quality-assurance techniques coupled with sound business judgment
- Must demonstrate superior oral and writing skills as well as outstanding analytic and problem-solving abilities

**Functional Responsibilities:**
- Establish solid working relationships with the client’s leadership and management, as well as with fellow practitioners within A.T. Kearney, Inc.
- Serve as project leader on large, complex assignments, or take primary responsibility for driving A.T. Kearney into new clients or deeper penetration of existing clients
- Duties include client-relationship management and ultimate responsibility for engagement success
Program Manager, Senior
**Education:** Holder of an MBA, M.S. or other graduate degrees from a top-tier academic institution. Some hold PhD qualifications in economics, finance, organizational development or other business-related specialties.

**Experience:**
- At least 7 years of combined consulting and general industry experience
- Deep knowledge of an industry, achieved through several engagements within it
- Specialist in one or two functional areas, such as procurement solutions, outsourcing, or strategic planning
- Must demonstrate superior oral and writing skills as well as outstanding analytic and problem-solving abilities

**Functional Responsibilities:**
- Set priorities to meet the needs of users and formulate scope and objectives
- Plan, direct and monitor the work of team members
- Devise or modify procedures to solve complex problems
- Apply knowledge of the entire customer organization to recommend and coordinate development, enhancement and maintenance of business systems and processes
- Present the results of business studies to the client’s senior management
- Ensure all deliverables are provided to the client in a timely manner
- Serve as subject-matter experts in industries as well as functional areas

Program Manager, Junior
**Education:** Holds an MBA, M.S. or other graduate degree from a top-tier academic institution. Some hold PhD qualifications in economics, finance, organizational development or other business-related specialties.

**Experience:**
- 5 years or more of combined consulting and general industry experience
- Demonstrated ability to manage projects with specific results and deadlines, as well as teams with other consultants
- Must demonstrate superior oral and writing skills as well as outstanding analytic and problem-solving abilities

**Functional Responsibilities:**
- Set priorities to meet the needs of users, also formulate and define system scope and objectives
- Plan, direct and monitor the work of team members
- Devise or modify procedures to solve complex problems
- Manage project issues and roadblocks
- Present the results of business studies to client’s senior management
- Promote and direct process improvement activities
- Leverage industry knowledge and customer relationships to identify new business opportunities
- Ensure all deliverables are provided to the client in a timely manner
Management Consultant, Senior

**Education**: Holds an MBA, M.S. or other graduate degree from a top-tier academic institution. Some hold PhD qualifications in economics, finance, organizational development or other business-related specialties.

**Experience**:
- At least 5 years of consulting and general industry experience
- Functional expertise such as strategic planning, procurement solutions, supply chain analysis, cost reduction programs and shared services, either in an industry or across several industries
- Must demonstrate superior oral and writing skills as well as outstanding analytic and problem-solving abilities

**Functional Responsibilities**:
- Manage analysis of data to identify strategy, operations and technology improvements
- Conduct benchmarking and best-practices analysis
- Document customer specifications and interact with other support groups to apply understanding of customer’s business
- Plan and lead components of customer projects
- Anticipate, research, identify, and develop solutions to customer problems
- Initiate measures to eliminate non-value-added activities through process improvement
- Act as a liaison between customers and other support groups to identify business processes, systems and product requirements
- Leverage a good knowledge of the consulting process and honed problem-solving abilities through experience and training
- Identify potential issues and roadblocks in a project and bring them to the attention of the team management to resolve them quickly and efficiently

Management Consultant, Junior

**Education**: Holds an MBA, M.S. or other graduate degree from a top-tier academic institution. Some hold PhD qualifications in economics, finance, organizational development or other business-related specialties.

**Experience**:
- At least 3 years of consulting and general industry experience
- Must demonstrate superior oral and writing skills as well as outstanding analytic and problem-solving abilities

**Functional Responsibilities**:
- Gather and analyze data to identify strategy, operations and technology improvements
- Conduct benchmarking and best-practices analysis
- Document customer specifications and interact with other support groups to apply understanding of customer’s business
- Plan and lead components of customer projects
- Anticipate, research, identify and develop solutions to customer problems
- Initiate measures to eliminate non-value-added activities through process improvement
- Act as a liaison between customers and other support groups to identify business processes, systems and product requirements
Analyst, Senior

Education: Bachelor’s degree from a top-tier institution, some hold graduate degrees.

Experience:
- At least 2 years of consulting and general industry experience
- Must demonstrate superior oral and writing skills as well as outstanding analytic and problem-solving abilities

Functional Responsibilities:
- Can typically manage significant pieces of analysis whether it is to develop financial or statistical models, address a complex problem-solving situation or to run primary and secondary research
- Possess a toolbox of quantitative techniques acquired on the job or through the formal training program at A.T. Kearney, these tools include, among others, analytical frameworks and communications templates

**Degree / Experience Equivalency**

<table>
<thead>
<tr>
<th>Degree</th>
<th>Experience Equivalency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Doctorate</td>
<td>= Master’s Degree + 2 years relevant experience</td>
</tr>
<tr>
<td></td>
<td>= Bachelor’s Degree + 4 years relevant experience</td>
</tr>
<tr>
<td>Master’s</td>
<td>= Bachelor’s Degree + 2 years relevant experience</td>
</tr>
<tr>
<td></td>
<td>= Associate Degree + 4 years relevant experience</td>
</tr>
<tr>
<td>Bachelor’s</td>
<td>= Associate Degree + 2 years relevant experience</td>
</tr>
<tr>
<td></td>
<td>= 4 years relevant experience</td>
</tr>
</tbody>
</table>