



***GSA Catalog Pricing – 2014***

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**CUSTOMER INFORMATION**

Contract Number: **GS-10F-0018J**

Contract Period: **15 DEC 2013 – 14 DEC 2018**

**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 are available through *GSA Advantage!*, a menu-driven database system. The INTERNET addresses *GSA Advantage!* is: <http://www.GSAAdvantage.gov>.

**SCHEDULE FOR: MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)**

**FEDERAL SUPPLY GROUP: 874 CLASS: N/A**

**CONTRACT NUMBER: GS-10F-0018J**

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov).

**CONTRACT PERIOD: 14 DEC 2013 – 14 DEC 2018**

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***Foresight Science & Technology Incorporated***

**34 Hayden Rowe Street, #300  
Hopkinton, MA 01748  
Phone: 401-273-4844  
Fax: 401-354-1301**

**Website URL: <http://www.ForesightST.com>**

Business Size: Small Business Concern

Contract Administration POCs (Domestic and Overseas): Phyl Speser, 707-937-3377  
[phyl.speser@foresightst.com](mailto:phyl.speser@foresightst.com)

**Company Overview**

Founded in 1980, Foresight specializes 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 commercial sales. We are a global leader in our field. Our team of experts conducts hundreds of discrete projects each year in all fields of technology and in all sectors of the global economy. Our customers include most Federal and foreign government R&D agencies, large and small corporations, universities and other non-profit laboratories, state governments, venture capitalists.

Foresight is a multiple Federal R&D award winner for artificial intelligence based methods for technology assessment, technology transitioning, and commercialization. That said, we also recognize there is no substitute for common sense, experience, and hard work. We offer firm-fixed priced assessments structured to provide the level of data collection and analysis appropriate for the challenges and opportunities being addressed, consulting, deal-making, and web-based data access and services. For a roadmap to our services and a list of some of our customers, please see our website at



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[www.ForesightST.com](http://www.ForesightST.com). For more on our methods, see *The Art and Science of Technology Transfer*, (John Wiley and Sons, 2006).

1a. Awarded Special Item Number(s):

**874-1 Consulting Services**

**874-99 Introduction of New Services**

(See pricing on page 5 for a more detailed description of these SINs.)

Section 833 of the National Defense Authorization Act allows state and local governments to purchase products and services to facilitate recovery from a major disaster. The following SINs include Recovery Purchasing: **RC874-1 and RC874-99**

1b. Lowest Unit Price for each SIN#: See pricing on page 5

1c. Labor Category Descriptions: See page 6

2. Maximum Order: \$1,000,000.

3. Minimum Order: \$ 100.<sup>00</sup>

4. Geographic Coverage: Worldwide — Contractor will provide domestic and overseas delivery

5. Point(s) of Production: Same as company address.

6. Discounts: All prices listed are government net prices (discount already deducted).

7. Quantity Discounts: Only services under SIN 874-99 receive a quantity discount:

8. Prompt Payment Terms: Net 30 Days.

9a. Government Purchase Cards are accepted at or below the Micro-Purchase Threshold.

9b. Government Purchase Cards are accepted above the Micro-Purchase Threshold.

10. Foreign items: None.



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- 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. FOB Point(s): Destination.
- 13a. Ordering Address: Foresight Science & Technology, Incorporated  
34 Hayden Rowe Street, #300  
Hopkinton, MA 01748
- 13b. Ordering Procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), are found in Federal Acquisition Regulation (FAR) 8.405-3
14. Payment Address: Foresight Science & Technology Incorporated  
PO Box 397  
Comptche, CA 95427.
15. Warranty Provisions: 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 & Conditions of Government Purchase Cards: No Surcharges



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- 18. Terms & Conditions of Rental, Maintenance, & Repair: N/A
- 19. Terms & Conditions of Installation: N/A
- 20. Terms & Conditions of Repair Parts: N/A
- 20a. Terms & Conditions of Other Services: N/A
- 21. List of Service & Distribution Points: N/A
- 22. List of Participating Dealers: N/A
- 23. Preventive Maintenance: N/A
- 24a. Special Attributes: N/A
- 24b. Section 508 Information: N/A
- 25. DUNS Number: 10-393-2240
- 26. CCR Registered: Yes



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**MOBIS Government Awarded Prices (Net Prices)**

• **SIN 874-1 / 874-1RC                      Consulting Services**

Contractors shall provide 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; customized training as part of a consulting engagement; 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). Financial audits are covered under GSA Schedule 540, Financial and Business Services, and are not allowed under this SIN. The term "consulting" as defined herein does not include staff augmentation.

**Positions**

(for detailed descriptions see page 6)

**Hourly GSA Rate**

Managing Professional	\$190.01
Senior Professional	\$101.35
Professional 1	\$76.01
Professional 2	\$53.27
Professional 3	\$45.61
Clerical	\$30.40

• **SIN 874-99 / 874-99RC                      Introduction of New Services**

This is the vehicle for the introduction of procedures or products existing in the commercial market that are being developed, improved or have not yet been introduced to the federal government or are not currently available under any GSA contract.

Assessment Services (for detailed descriptions see page 7)	Quantity (Price Each)		
	1 – 4	5 – 14	15 & more
Go/NoGo® Assessment	\$ 1,066.46	\$ 897.73	\$ 683.56
Jumpstart™	\$ 1,618.07	\$ 1,568.32	\$ 1,476.38
Technology Niche Analysis®	\$ 5,862.27	\$ 5,610.26	\$ 4,000.00
Trailblazer Assessment™	\$ 2,729.96	\$ 2,454.15	\$ 2,157.79
Industry Assessment™	\$ 5,696.79	\$ 5,340.94	\$ 4,747.14
T2+2®: Technology Transfer Tools & Training®	\$ 5,500.00	\$ 5,300.00	\$ 5,000.00



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**MOBIS Labor Categories Descriptions**

**Managing Professional**

A Managing Professional has at least 20 years of relevant business or military experience, no less than 10 of which involved management or supervisory positions. They have had at least three years of research experience, a Master's degree with at least one year of research experience which may have been a research assistantship while in graduate school, or a Ph.D., or at least five years of responsibility for a profit center in industry or a government/university/laboratory cost center or as an officer in the active duty military or in the reserves.

**Senior Professional**

A Senior Professional has at least a Master's Degree plus five years of experience in technology transfer or a related field. The individual has had at least three years of management or supervisory experience. The individual has been certified as a market research or technology analyst through Foresight's formal certification process. Alternatively, the individual may have at least 15 years of relevant experience in business, in the active duty military, or as an officer in the reserves plus at least two years of research experience, which may have been a research assistantship while in graduate school or a Ph.D.

**Professional 1**

A Professional 1 has at least Master's Degree plus two years of experience in technology transfer or a related field, plus has at least one year of research experience in science or engineering, which may have been a research assistantship while in graduate school or three years of experience in technology transfer or a related field. The individual has been certified as a market research or technology analyst through Foresight's formal certification process. Alternatively the individual may have had seven years of relevant experience in business, in the active duty military, or as an officer in the reserves.

**Professional 2**

A Professional 2 has at least a Master's degree plus one year of experience in technology transfer or a related field, plus at least one year of research experience in science or engineering, which may have been a research assistantship while in collegiate education or a bachelor's degree plus two years of experience in technology transfer or a related field and at least an internship or semester or research experience or a bachelor's degree and at least five years of relevant experience in business, in the active duty military, or as an officer in the reserves. The individual has been certified as a market research or technology analyst through Foresight's formal certification process.

**Professional 3**

A Professional 3 has at least a bachelor's degree, at least an internship or semester of research experience, and has been certified as a market research or technology analyst through Foresight's formal certification process

**Clerical**

Clerical staff have at least a high school diploma or equivalent and one year of business experience.

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#### **MOBIS Assessment Services Descriptions**

##### **Go/NoGo® Assessment**

An early stage weeding tool for determining whether to patent, submit a proposal, etc. It is designed to rapidly and cost-efficiently identify showstoppers to commercialization before resources are spent commercializing a technology which is unlikely to succeed.

##### **Jumpstart™**

A commercialization feasibility study which provides the data to (1) prioritize technologies for follow-on efforts; (2) determine whether to license or spin-out a technology as company; and, (3) provide background data for assembling and tasking the marketing team or licensing agent.

##### **Technology Niche Analysis®**

Positions the technology and opens the doors to deals for a technology at the proof of concept stage or beyond that has a set of anticipated yields on well defined metrics measuring performance. In addition to extensive market and competition analysis, it developed a market entry strategy and launch tactics that includes prequalifying potential licensees or alliance/joint venture partners through interviews with decision makers or their representatives and preparing a revenues estimate from sales of the technology. It may also be used to transition technology within the government in which the interviews are with program offices and primes or higher tier subcontractors.

##### **Trailblazer Assessment™**

Positions the technology and opens the doors to deals for a technology at the prototype stage or beyond that is going into a mature market with well defined pathways for market entry. In addition to market and competition analysis, it develops a roadmap for market entry and includes prequalifying potential licensees or alliance/joint venture partners through interviews with decision makers or their representatives. It may also be used to transition technology within the government in which the interviews are with program offices and primes or higher tier subcontractors. It also includes a revenue estimate.

##### **Industry Assessment™**

Examines a set of up to six industrial sectors (defined using North American Industrial Classifications) in order to determine how well a technology, capability, product line, product family, etc. (i.e., goods) fits with the customer base in that sector. It provides a market analysis and revenue estimates for the potential applications for the technology.

##### **T2+2®: Technology Transfer Tools & Training™**

T2+2® is a service that enables you to do targeted marketing of technology in collaboration with Foresight using our methods. It lets you identify, analyze, and understand the market for your technology; and to identify and communicate with potential partners for development and commercialization. Hands on support is provided along with the templates, advice, training needed to participate in the collaborative assessment and commercialization and transitioning of technical inventions and innovations.