



Abt Associates Inc.



Mission Oriented Business Improvement Services (MOBIS)

GSA Schedule

Contract Number: GS-10F-0086K

Period of Performance: January 15, 2000 – January 14, 2010

Option Periods: January 15, 2010 – January 14, 2020

Abt Associates Inc.

CORPORATE HEADQUARTERS

55 Wheeler Street

Cambridge, Massachusetts 02138

(617) 349-2857

(617) 520-2967 facsimile

Visit our website at: www.abtassociates.com

Client Information for Ordering Activities

GSA Schedule Contract Number: GS-10F-0086K

Federal Supply Service

Authorized Federal Supply Schedule Pricelist

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!**, a menu-driven database system. The INTERNET address for **GSA Advantage!** is <http://www.gsa.gov>.

Industrial Group: 874

Industrial Class: 8742

Business Size: Large

1a Special Item Numbers: 874-1 Consulting Services
874-2 Facilitation Services
874-3 Survey Services
874-6 Competitive Sourcing Support

1b Pricing for Services – See the labor rate tables inside this brochure. This contract includes labor prices only. Other Direct Costs (ODCs) necessary to complete services will be included in proposals and may be ordered in accordance with the procedures laid out in FAR 8.4.02(f).

2 Maximum Order: \$1,000,000

3 Minimum Order: \$300

4 Geographic Coverage: Domestic and Overseas

5 Point(s) of Production: N/A

6 Discount from List Prices or Statement of Net Price: Prices shown herein are net prices

7 Quantity Discounts: N/A

8 Prompt Payment Terms: Net 30 days

9 Government Commercial Credit Card: No

10 Foreign Items: None

11 Time of Delivery: Negotiated on individual orders

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

13a Ordering Address: Abt Associates Inc.
55 Wheeler Street
Cambridge, Massachusetts 02138
Attention: Sharon Christenson, MOBIS Program Manager
(617) 349-2857 Direct; (617) 520-2967 Facsimile
Email: sharon_christenson@abtassoc.com

13 BPA Ordering Procedures: The ordering procedures, information on Blanket Purchase Agreements, and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules)

14 Payment Address: Abt Associates Inc.; P.O. Box 84-5586; Boston, MA 02284

15 Warranty Provision: N/A

16 Export Packing Charges: N/A

17 Terms and Conditions of Government Commercial Credit Card: N/A

18-24 N/A

25 DUNS number: 04-339-7520

26 Central Contractor Registration (CCR): Abt Associates is registered in the CCR database

The Abt Associates Advantage

Founded in 1965 by Dr. Clark Abt, Abt Associates has achieved an international reputation for social science research and business consulting. For over three decades, Abt Associates has kept a sharp focus on providing quantitative analyses grounded in fact-based research to clients in governments, businesses, foundations, and associations worldwide. Our work has helped to solve social and business problems and to guide policy decisions.

One of the largest for-profit government and business consulting and research firms in the country, Abt Associates Inc. has experienced considerable growth and success over the past decade. Our full-time permanent staff of over 1000 includes nationally and internationally recognized experts known for their grasp of their respective disciplines, innovative research techniques, and insightful, and often groundbreaking, analyses and recommendations. In recent years, our annual revenues have exceeded \$180 million.

Our headquarters are in Cambridge, MA. Abt Associates also has offices in Bethesda, MD, Durham, NC, Chicago, IL, and Amherst, MA. These locations provide Abt Associates advantages in terms of access to extraordinary academic research capabilities, particularly in the Boston and Washington DC areas, and ensures that our staff is readily available to federal clients located in Washington DC. Abt Associates also has more than 20 project offices in Latin America, Africa, the Middle East, Asia, and the Newly Independent States.

Abt Associates can offer federal government clients and other eligible organizations a wide range of services in consulting, facilitation, survey services, and privatization support services and documentation through the General Services Administration MOBIS Schedule.

Special Item Number (SIN) 874-1: Consulting Services

- **Program audits and evaluations**
- **Performance measurement systems**
- **Strategic planning**
- **Process and productivity improvement studies**
- **Organizational assessments**
- **Operation and management activities**

Business improvement services provided through program audits/evaluations and organizational assessments help our clients decide whether the benefits of a program outweigh the costs. We also help managers restructure and refine programs to make them more efficient.

We develop performance measures and indicators for monitoring program activities against goals and objectives, (e.g., indicators of quality for Medicare's nursing home program). For our government clients, Abt Associates has been in the forefront of the GPRA reform providing assistance developing and implementing quality and other system process changes.

To meet both short- and long-run objectives, strategic planning is the key to organizational performance. To assist with strategic planning, a consultant must have an intimate understanding of the client organization, its goals and objectives, and

its resources and constraints. We have demonstrated repeatedly that we can work closely with clients to help produce a solid strategic agenda. For example, our Public Housing Strategic Consulting practice has led our clients through a strategic process to formulate long-term capital plans and to increase the competitiveness of their properties.

Performance measurement systems are central to implementing, monitoring, and modifying the strategic plan. Of course the foundation of a performance measurement system is to determine if organizational resources are being efficiently applied to satisfy the organization's mission. Performance measurement systems can be simple or complex. We are especially proud of the role we have played and continue to play in developing a performance measurement system, implemented by the Office of National Drug Control Policy, to monitor the effectiveness of the government's anti-drug efforts.

Special Item Number (SIN) 874-2: Facilitation Services

- **Meeting planning and conference management activities**
- **Assist in developing agendas**
- **Facilitate internal decision-making processes**
- **Conduct focus groups**
- **Web site development to facilitate communications within multi-organizational programs**
- **Audio and video recording and transcription services**

As part of our work with public agencies, we implement many problem-solving techniques in order to assist our clients in addressing issues relating to the improvement of management, organizational and business delivery issues. We frequently facilitate group meetings of essential stakeholders and/or agency staff. In our Public Housing Strategic Consulting practice, we have routinely been asked to organize and facilitate Community Task Forces. In this politically charged setting, we take an active part in the meetings, helping the group to establish an agenda, identify both common ground and differences of opinion, and find a balance among competing priorities. In other cases, our role has been to facilitate internal decision-making processes.

Our staff is also accomplished at facilitating focus group meetings, where the goal is to stimulate an in-depth discussion of an issue and collect information about participants' views. In recent years, we have led focus group discussions of groups of mortgage lenders, realtors, landlords, housing counselors, borrowers under HUD's Home Equity Conversion Mortgage program, chief financial officers of hospitals, public

housing residents, participants in welfare-to-work programs, stakeholders in U.S. Environmental Protection Agency regulations, and individuals at high risk of contracting HIV/AIDS, to name a few.

Our approach to focus group facilitation typically entails videotaping and/or audiotaping the session. Depending on the needs of the client, a verbatim transcription may be prepared. In all cases, a written summary of the proceedings is produced.

In order to facilitate communications within multi-organizational programs, we have assisted in or created Internet web sites for federal agencies. For example, Abt Associates has created a web site for the Office of Juvenile Justice and Delinquency Prevention to facilitate its implementation of a Performance-based Standard model to the juvenile confinement field. This model faced serious logistical problems of collecting large amounts of data from thirty facilities with widely divergent technical capacities and data storage methods. Abt Associates' solution was a web-based data collection and reporting tool.

Special Item Number (SIN) 874-3: Survey Services

- **Design and implementation of surveys**
- **Qualitative data collection**
- **Pilot surveys and pretests**
- **Multi-stage sample design**
- **Data processing support, particularly software design and database administration**

As one of the country's largest social science research firms, Abt Associates has a constant requirement for high-quality survey research work. To meet this need, we have assembled a professional staff who have conducted virtually every type of data collection effort. Abt has numerous surveys underway at any given time. In addition to the core staff of survey professionals, the company also employs a large group of highly trained and experienced, flexible, part-time staff who are available for intensive periods of mailing, telephone interviewing, follow-up, data preparation, and data entry. We can expand our staff as necessary for rapid startup of survey efforts and quick turnaround on survey tasks.

Our general approach for the design and implementation of surveys and other data collection activities is provided by the Total Survey Design or Total Survey Error (TSE) model. In this model, survey error stemming from all possible sources, including sampling error, coverage error, nonresponse error, and measurement error, are evaluated in terms of their respective contributions to overall survey error. This process permits identification of the most cost-effective methods for implementing a specific survey design. Our approach to planning and monitoring data collection projects draws on principles of Total Quality Management.

The Abt Associates statistical group has extensive experience drawing samples of all types, and calculating variances for complex stratified, unequal probability, multi-stage sample designs. Our staff has designed sampling plans for hundreds of studies ranging from simple random samples to the most complex stratified, unequal probability, multi-stage sample. They have pioneered sampling techniques through their work on studies such as the National Immunization Survey, where they devised adjustments to weights applied to the survey data to account for the differential characteristics of non-telephone households.

Abt is committed to a process of continuous quality improvement where critical aspects of survey design are routinely monitored against performance standards identified in the survey design. Performance monitoring occurs at the process level, e.g., aggregate locating rates, case or item response rates, as well as at the level of individual staff, e.g., locators or interviewers. Substandard performance is identified and corrected quickly before it affects the outcome of the survey. Performance that is above standard may suggest efficiencies that can be applied more generally, resulting in more appropriate resource allocation to improve quality, costs, or timeliness.

Abt Associate's standard approach to assessing the reliability and validity of data is to produce a validation questionnaire consisting of a subset of easy to recall questions that is administered to a subset of survey respondents. Validation questions may include simple questions from the survey instrument (such as the respondent's birth date) or questions about the interviewer's behavior (such as the location of the interview or whether or not the interviewer used a computer). The purpose of the validation questionnaire is not to challenge the survey responses, but rather to make sure that the interview was conducted in the same manner reported by the interviewer.

Continuous monitoring of the progress of data collection is essential to the overall success of any study. Detailed progress reports typically include a description of the activities occurring during the reporting period, issues that arose and solutions of those issues, and the activities planned for the ensuing reporting period. As such, these reports enable our clients and Abt to monitor project activities and plan for future tasks. In previous studies with federal agencies, Abt has produced monthly reports that include both tables and text -- both descriptions of tasks and data on the progress of those tasks.

Special Item Number (SIN) 874-6: Competitive Sourcing Support

- **Strategic planning and support**
- **Management studies**
- **Cost analyses**
- **Feasibility analyses**
- **Legal analyses of privatization options**
- **Operational support**
- **Privatization program assessment and evaluation**

Abt Associates has a well-developed capacity to assist governments in devising new forms of public/private partnership designed to increase efficiency, improve service quality, reduce public expenditures, or to sharpen organizational focus. In recent years, we have provided a variety of privatization support services for federal and state governments, both domestic and abroad. These include services to determine whether and how to privatize or to undertake other commercial activities (such as marketing unused capacity in public agencies), to support the implementation of privatization initiatives, and to evaluate their consequences.

Abt experts have been engaged in several studies to determine if functions performed directly by government agencies are likely to be delivered more cost effectively by private providers operating under contract. Such projects typically involve assessment of current government operations, cost analyses and identification of cost drivers, identification of alternative forms of allocating responsibilities for services among government agencies and private entities, and the development of analytic cost models to estimate short and long term expenditures and savings associated with alternative organizational forms. By assessing trade-offs among different

objectives, we have been helping governments formulate arrangements designed to yield optimum value and which are administratively feasible.

We assist governments in determining the estimated costs of direct public provision, using a variety of methods, including A-76. These studies can be done prospectively, as part of a strategic assessment or in preparation for a procurement (to establish a price that private sector offerers must beat, for example), or retrospectively as part of an evaluation of impact of privatization.

Privatization options may be attractive in theory but may not be feasible if particular supportive conditions are absent in the larger environment. We have carried out financial appraisals of specific infrastructure projects under consideration and have developed analytic tools to assess the “bankability” of such projects under different scenarios. Abt Associates staff uses advanced project finance models to conduct pro forma appraisal of such infrastructure projects to facilitate sound strategic decision-making.

In both this country and elsewhere, laws needed to support privatized responsibilities may be inadequately developed. For example, the privatization

of prison services during the last decade has exposed inadequacies in authorizing statutes, in regulatory laws, in interjurisdictional and interagency agreements regarding responsibilities for managing emergencies, and in contracting. Abt Associates staff and consultants have advised governments on the adequacy or inadequacy of statutory law supportive of successful privatization, on the implications of various developments in case law and administrative law, and sufficiency of contractual terms.

Abt staff is experienced in conducting evaluations of programs or initiatives, including those involving the shift of responsibilities and functions from public to private agencies. These range from short-term engagements designed to

develop informed assessments of program operations to in-depth evaluations employing complex analytic techniques to estimate costs and consequences. The principal challenges of such evaluations are to identify appropriate cases for comparison, to measure costs and effects unambiguously, and to attribute results to the privatization initiative rather than to other dynamics that may be operating in the environment. Abt staff is experts in state-of-the-art techniques devised to estimate the outcomes of a given programmatic initiative or policy, as well as their costs and benefits. In addition, Abt staff conducts meta-analyses of research studies that aim to synthesize knowledge of privatization programs in a particular area of policy or practice.

Section

3

GSA Schedule Price List

GSA Schedule Price List -- GS-10F-0086K

Contract Pricing

SIN 874-1 Consulting Services

Labor Category Number & Title	Year 6	Year 7	Year 8	Year 9	Year 10
	10/9/2005 thru 10/8/2006	10/9/2006 thru 10/8/2007	10/9/2007 thru 10/8/2008	10/9/2008 thru 10/8/2009	10/9/2009 thru 10/8/2010
1 Principal Associate/Scientist	\$263.41	\$271.31	\$279.45	\$287.84	\$296.47
2 Senior Associate/Scientist	\$222.04	\$228.70	\$235.56	\$242.62	\$249.90
3 Associate	\$148.54	\$152.99	\$157.58	\$162.31	\$167.18
4 Senior Analyst	\$114.84	\$118.29	\$121.84	\$125.49	\$129.26
5 Analyst	\$79.63	\$82.02	\$84.48	\$87.02	\$89.63
6 Research Asst./Contract AA/Graphics	\$59.72	\$61.51	\$63.35	\$65.26	\$67.21
7 Information Services Manager	\$173.32	\$178.51	\$183.88	\$189.41	\$195.09
8 Programmer Unit Manager/Lead Analyst	\$135.52	\$139.57	\$143.77	\$148.06	\$152.51
9 Senior Programmer Analyst	\$107.19	\$110.41	\$113.72	\$117.13	\$120.65
10 Programmer Analyst	\$95.57	\$98.43	\$101.39	\$104.43	\$107.56
11 Associate Programmer Analyst	\$75.06	\$77.31	\$79.63	\$82.02	\$84.48
12 Programmer/Secretary	\$55.12	\$56.77	\$58.47	\$60.24	\$62.05
13 Executive Administrative Assistant	\$78.11	\$80.46	\$82.87	\$85.36	\$87.91
14 Unit AA/Sr. Graphics Specialist	\$71.98	\$74.15	\$76.40	\$78.68	\$81.01
15 Production Clerical	\$45.96	\$47.32	\$48.74	\$50.20	\$51.71

GSA Schedule Price List -- GS-10F-0086K

Contract Pricing

SIN 874-2 Facilitation Services

Labor Category Number & Title	Year 6	Year 7	Year 8	Year 9	Year 10
	10/9/2005 thru 10/8/2006	10/9/2006 thru 10/8/2007	10/9/2007 thru 10/8/2008	10/9/2008 thru 10/8/2009	10/9/2009 thru 10/8/2010
1 Principal Associate/Scientist	\$263.41	\$271.31	\$279.45	\$287.84	\$296.47
2 Senior Associate/Scientist	\$222.04	\$228.70	\$235.56	\$242.62	\$249.90
3 Associate	\$148.54	\$152.99	\$157.58	\$162.31	\$167.18
4 Senior Analyst	\$114.84	\$118.29	\$121.84	\$125.49	\$129.26
5 Analyst	\$79.63	\$82.02	\$84.48	\$87.02	\$89.63
6 Research Asst./Contract AA/Graphics	\$59.72	\$61.51	\$63.35	\$65.26	\$67.21
7 Senior Graphics Specialist	\$71.98	\$74.15	\$76.40	\$78.68	\$81.01
8 Secretary	\$55.12	\$56.77	\$58.47	\$60.24	\$62.05
9 Production Clerical	\$45.96	\$47.32	\$48.74	\$50.20	\$51.71

GSA Schedule Price List -- GS-10F-0086K

Contract Pricing

SIN 874-3 Survey Services

Labor Category Number & Title	Year 6	Year 7	Year 8	Year 9	Year 10
	10/9/2005 thru 10/8/2006	10/9/2006 thru 10/8/2007	10/9/2007 thru 10/8/2008	10/9/2008 thru 10/8/2009	10/9/2009 thru 10/8/2010
1 Senior Survey Director	\$149.81	\$154.28	\$158.92	\$163.69	\$168.59
2 Survey Director	\$100.43	\$103.43	\$106.53	\$109.74	\$113.03
3 Assistant Survey Director	\$67.90	\$69.95	\$72.06	\$74.22	\$76.44
4 Survey Research Assistant	\$55.61	\$57.27	\$58.99	\$60.75	\$62.58
5 Director of Operations	\$104.79	\$107.89	\$111.13	\$114.47	\$117.92
6 Survey Support Manager	\$80.16	\$82.55	\$85.03	\$87.58	\$90.22
7 Survey Support Specialist	\$63.63	\$65.54	\$67.51	\$69.55	\$71.61
8 Survey Support Assistant	\$44.52	\$45.87	\$47.24	\$48.64	\$50.10

GSA Schedule Price List -- GS-10F-0086K

Contract Pricing

SIN 874-6 Competitive Sourcing Support

Labor Category Number & Title	Year 6	Year 7	Year 8	Year 9	Year 10
	10/9/2005	10/9/2006	10/9/2007	10/9/2008	10/9/2009
	thru 10/8/2006	thru 10/8/2007	thru 10/8/2008	thru 10/8/2009	thru 10/8/2010
1 Principal Associate/Scientist	\$263.41	\$271.31	\$279.45	\$287.84	\$296.47
2 Senior Associate/Scientist	\$222.04	\$228.70	\$235.56	\$242.62	\$249.90
3 Associate	\$148.54	\$152.99	\$157.58	\$162.31	\$167.18
4 Senior Analyst	\$114.84	\$118.29	\$121.84	\$125.49	\$129.26
5 Analyst	\$79.63	\$82.02	\$84.48	\$87.02	\$89.63
6 Research Asst./Contract AA/Graphics	\$59.72	\$61.51	\$63.35	\$65.26	\$67.21
7 Information Services Manager	\$173.32	\$178.51	\$183.88	\$189.41	\$195.09
8 Programmer Unit Manager/Lead Analyst	\$135.52	\$139.57	\$143.77	\$148.06	\$152.51
9 Senior Programmer Analyst	\$107.19	\$110.41	\$113.72	\$117.13	\$120.65
10 Programmer Analyst	\$95.57	\$98.43	\$101.39	\$104.43	\$107.56
11 Associate Programmer Analyst	\$75.06	\$77.31	\$79.63	\$82.02	\$84.48
12 Programmer/Secretary	\$55.12	\$56.77	\$58.47	\$60.24	\$62.05
13 Executive Administrative Assistant	\$78.11	\$80.46	\$82.87	\$85.36	\$87.91
14 Unit AA/Sr. Graphics Specialist	\$71.98	\$74.15	\$76.40	\$78.68	\$81.01
15 Production Clerical	\$45.96	\$47.32	\$48.74	\$50.20	\$51.71