



**GENERAL SERVICES ADMINISTRATION
Professional Services Schedule Authorized
Professional Services Schedule Price List**

Professional Services Schedule (PSS)



ACUMEN

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Burlingame, CA 94010

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www.Acumenllc.com

Business Size:	Other Than Small
Supply Group:	Industrial Group: 00CORP
Federal Supply Class:	R499
Contract Number:	GS-10F-0133S
Current Modification:	PS-0030 (Jan 30, 2018)
Option Period 2:	Aug 16, 2017 – Jan 31, 2021
Option Period 3:	Feb 01, 2021 – Jan 31, 2026

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!TM, a menu-driven database system. The INTERNET address for GSA Advantage!TM is: <http://www.GSAAdvantage.gov>.

For more information on ordering from Professional Services Schedules click on the PSS Schedules button at <http://www.gsaelibrary.gsa.gov>

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1 CUSTOMER INFORMATION

- 1a** Awarded Special Item Numbers (SINs): SIN 874-1 and 874-1RC: Integrated Consulting Services
- 1b** Pricing for Services: Please see page 5 for labor rate tables. This contract includes labor prices only. Other Direct Costs (ODCs) necessary to complete services will be included in proposals
- 1c** Labor Category Descriptions: Please see pages 6-9 for descriptions of labor categories and required education and experience for each
- 2** Maximum Order: \$1,000,000
- 3** Minimum Order: \$100
- 4** Geographic Coverage (delivery area): Domestic only
- 5** Point of Production: Burlingame, San Mateo County, California
- 6** Discount from List Prices or Statement of Net Price: Prices Shown Herein are Net (discount deducted)
- 7** Quantity Discounts: None Offered
- 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 not accepted above the micro-purchase threshold.
- 10** Foreign Items: None
- 11a** Time of Delivery: Specified in each Task Order
- 11b** Expedited Delivery: Contact Contractor
- 11c** Overnight and 2-Day Delivery: Contact Contractor
- 11d** Urgent Requirements: Contact Contractor
- 12** F.O.B Point(s): Destination
- 13a** Ordering Address: Acumen, LLC
500 Airport Blvd., Suite 100
Burlingame, CA 94010
Attn: Jonathan Gibbs
Chief Operating Officer
Tel: 650.558.8882 / Fax: 650.558.3981
Email:contracts@acumenllc.com

CUSTOMER INFORMATION (CONTINUED)

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:	Acumen, LLC 500 Airport Blvd., Suite 100 Burlingame, CA 94010 Attn: Financial Operations Manager Tel: 650.558.8882 ext. 202 / Fax: 650.558.3981 Email: accounts@acumenllc.com
15	Warranty Provision:	N/A
16	Export Packing Charges:	N/A
17	Terms and Conditions of Government Purchase Card Acceptance:	N/A
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 Compliance:	Section 508 compliance information on Electronic and Information Technology (EIT) supplies and services will be addressed on a Task Order basis. The EIT standards can be found at www.Section508.gov .
25	Data Universal Number System (DUNS) Number:	08-377-8964
26	Notification Regarding Registration in System for Award Management (SAM) Database:	Acumen is registered in the SAM database

2 COMPANY OVERVIEW

Acumen, LLC was established by scholars from Stanford University in 1996 and offers government agencies a powerful analytical capability by leveraging our extensive knowledge of healthcare policy and demonstrated expertise in manipulating large-scale datasets. We are dedicated to developing long-term relationships with our clients and other stakeholder groups, which allows us to work closely with agencies to formulate research that is specifically targeted to meet program needs and help stakeholders improve the design and delivery of healthcare services.

Acumen's multi-disciplinary team has substantial expertise in policy analysis, demonstration evaluation, and research on healthcare costs, quality, and access. Our team members include experts in economics, statistics, medicine, public health, political science, health services research, computer science, and several other fields.

The capabilities of the Acumen group include all those needed to plan, conduct, and disseminate research on healthcare costs, quality, and access; to design, implement, and evaluate demonstrations; and to perform policy analysis on a wide range of issues affecting healthcare systems. In particular, our group offers eleven core capacities:

1. Comprehensive knowledge of payment policies and coverage rules in Medicare, Medicaid and the Children's Health Insurance Program (CHIP)
2. Thorough understanding of incentive programs and pay-for-performance designs in healthcare systems
3. Established skill in designing and implementing evaluations of proposed policy modifications
4. Considerable capabilities in using any part or the universe of the most up-to-date Medicare/Medicaid data for conducting evaluations of healthcare policies and programs
5. Proficiency in creating sophisticated and user-friendly analytical databases
6. Expertise in developing and using innovative methodological approaches to address questions about the efficacy and costs of healthcare policy and medical practice
7. Proven ability to deliver rapid-turnaround analyses of ongoing program issues
8. Extensive experience in developing information and tools for policymakers
9. Provision of direct technical assistance to program managers and healthcare organizations/providers
10. Capacity to collect and disseminate results, data, and methods across multiple platforms
11. Demonstrated commitment to working with stakeholders.

3 SERVICES PROVIDED

SIN 874-1 / 874-1RC INTEGRATED CONSULTING SERVICES

Acumen provides expert advice, assistance, guidance or counseling in support an agency's mission-oriented business functions. Services covered by this SIN are:

- Management or strategy consulting, including research, evaluations, studies, analyses, scenarios/simulations, reports, business policy and regulation development assistance, strategy formulation, and expert witness services
- Facilitation and related decision support services
- Survey services, using a variety of methodologies, including survey planning, design, and development; survey administration; data validation and analysis; reporting, and stakeholder briefings
- Advisory and assistance services in accordance with FAR 37.203

4 GOVERNMENT AWARDED PRICES AND OUT YEAR PRICING¹

The following tables provide Acumen’s labor rates for integrated consulting services (SIN 874-1 / 874-1RC).

Labor Category	Option Period 2			
	Year 12	Year 13	Year 14	Year 15
	08/16/2017 to 01/31/2018	02/01/2018 to 01/31/2019	02/01/2019 to 01/31/2020	02/01/2020 to 01/31/2021
Senior Research Partner	\$ 375.00	\$ 386.25	\$ 397.84	\$ 409.77
Partner/Senior Research Associate	\$ 255.04	\$ 262.69	\$ 270.57	\$ 278.69
Senior Research Associate Level II	\$ 217.60	\$ 224.13	\$ 230.85	\$ 237.78
Senior Research Associate	\$ 165.44	\$ 170.40	\$ 175.52	\$ 180.78
Research Associate Level II	\$ 140.61	\$ 144.83	\$ 149.17	\$ 153.65
Research Associate	\$ 118.44	\$ 121.99	\$ 125.65	\$ 129.42
Senior Research Analyst	\$ 90.06	\$ 92.76	\$ 95.54	\$ 98.41
Research Analyst	\$ 73.73	\$ 75.94	\$ 78.22	\$ 80.57

¹ The Service Contract Act (SCA) is applicable to this contract and as it applies to the entire 00CORP The Professional Services Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29CFR 5413.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when the Contractor adds SCA labor categories / employees to the contract through the modification process, the Contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and applicable wage determination (WD) number. Failure to do so may result in cancellation of the contract.

5 LABOR CATEGORY DESCRIPTIONS

	Labor Category Description	Required Education and Experience
Senior Research Partner	<p>Sr. Research Partners serve as the most senior members of the leadership team. These individuals are the final reviewer and approver of deliverables including those worked on by other partners and senior or junior staff members. Sr. Research Partners will perform work of a technically complex nature, in addition to directing and reviewing the work of other senior and junior staff. These individuals will lead work groups in the development and execution of a theoretically sound and practical approach to achieve the objectives of any task order. Depending on the nature of the task orders, these objectives are likely to include advanced work in statistical methods, such as estimation and analysis, implementing both qualitative and quantitative data.</p>	<p>Ph.D. or equivalent experience in one of the following disciplines: social science, formal science, or applied science (e.g., public policy, statistics, engineering).</p> <p>Sr. Research Partners will have at least 20 years of experience working on and leading projects similar to those envisioned under a resultant MOBIS contract. They will have training in social science research methodology and experience in conducting program evaluations. Sr. Research Partners will also have experience with data collection and processing methodology, especially as they pertain to quality control and process. Further, Sr. Research Partners will have a distinguished record of research accomplishments across a range of policy studies with standing in the client community and will have international recognition for subject matter expertise.</p>
Partner / Senior Research Associate	<p>Partner / Sr. Research Associates will serve as senior staff and project/program leaders. These individuals will assist in final review and approval of deliverables including those worked on by other senior/junior staff members. Partner / Sr. Research Associates will perform work of a technically complex nature, in addition to directing and reviewing the work of junior staff. These individuals will lead work groups in the development and execution of a theoretically sound and practical approach to achieve the objectives of any task order. Depending on the nature of the task orders, these objectives are likely to include advanced work in statistical methods, such as estimation and analysis, implementing both qualitative and quantitative data.</p>	<p>Ph.D. or equivalent experience in one of the following disciplines: social science, formal science, or applied science (e.g., public policy, statistics, engineering).</p> <p>Partner / Sr. Research Associates will have at least 10 years of experience working on and leading projects similar to those envisioned under a resultant MOBIS contract. They will have training in social science research methodology and experience in conducting program evaluations. These individuals will also have experience with data collection and processing methodology, especially as they pertain to quality control and process. Further, they will have a distinguished record of research accomplishments across a range of policy studies with standing in the client community.</p>

	Labor Category Description	Required Education and Experience
Sr. Research Associate Level II	<p>Sr. Research Associates Level II are lead Sr. Research Associates and will be responsible for performing work of a technically complex nature, in addition to directing and reviewing the work of other Sr. Research Associates and junior staff. These individuals will lead work groups in the development and execution of a theoretically sound and practical approach to achieve the objectives of any task order. Depending on the nature of the task orders, these objectives are likely to include advanced work in statistical methods, such as estimation and analysis, implementing both qualitative and quantitative data.</p>	<p>Ph.D. or equivalent experience in one of the following disciplines: social science, formal science, or applied science (e.g., public policy, statistics, engineering).</p> <p>Sr. Research Associates Level II will have at least 8 years of experience working on and leading projects similar to those envisioned under a resultant MOBIS contract. They will be senior professionals with training in social science research methodology and experience in conducting program evaluations. These individuals will also have experience with data collection and processing methodology, especially as they pertain to quality control and process. Level II Senior Research Associates will have a distinguished record of research accomplishments across a range of policy studies.</p>
Sr. Research Associate	<p>Sr. Research Associates will be responsible for performing work of a technically complex nature, in addition to directing and reviewing the work of junior staff. These individuals will lead work groups in the development and execution of a theoretically sound and practical approach to achieve the objectives of any task order. Depending on the nature of the task orders, these objectives are likely to include advanced work in statistical methods, such as estimation and analysis, implementing both qualitative and quantitative data.</p>	<p>Ph.D. or equivalent experience in one of the following disciplines: social science, formal science, or applied science (e.g., public policy, statistics, engineering).</p> <p>Senior Research Associates will have at least 6 years of experience working on and leading projects similar to those envisioned under a resultant MOBIS contract. They will be senior professionals with training in social science research methodology and experience in conducting program evaluations. These individuals will also have experience with data collection and processing methodology, especially as they pertain to quality control and process.</p>

	Labor Category Description	Required Education and Experience
Research Associate Level II	<p>Research Associate Level II personnel will be responsible for performing work of a technically complex nature, in addition to directing and reviewing the work of other Research Associates as well as junior staff . These individuals will lead work groups in the development and execution of a theoretically sound and practical approach to achieve the objectives of any task order. Research Associates will typically work with other Research Associates or Senior Research Associates on projects.</p>	<p>M.A., M.S., or equivalent experience in one of the following disciplines: social science, formal science, or applied science (e.g., public policy, statistics, engineering).</p> <p>Research Associates Level II will have at least 4 years of experience working on projects similar to those envisioned under a resultant MOBIS contract. They will be lead Research Associates and will have training in social science research methodology and experience in conducting program evaluations. These individuals will also have experience with data collection and processing methodology, especially as they pertain to quality control and process.</p>
Research Associate	<p>Research Associates will be responsible for performing work of a technically complex nature, in addition to directing and reviewing the work of junior staff. These individuals will lead work groups in the development and execution of a theoretically sound and practical approach to achieve the objectives of any task order. Research Associates will typically work with other Research Associates or Senior Research Associates on projects.</p>	<p>M.A., M.S., or equivalent experience in one of the following disciplines: social science, formal science, or applied science (e.g., public policy, statistics, engineering).</p> <p>Research Associates will have at least 2 years of experience working on projects similar to those envisioned under a resultant MOBIS contract. They will have training in social science research methodology and experience in conducting program evaluations. These individuals will also have experience with data collection and processing methodology, especially as they pertain to quality control and process.</p>

	Labor Category Description	Required Education and Experience
Sr. Research Analyst	<p>Senior Research Analysts will assist and work under the supervision of the Research Associates. These individuals will perform technical work of a moderately complex nature under the direction of a senior staff. Such a person may direct the performance of one or more elements of a study that are related to his or her education or experience. Examples include: implementing survey methods, conducting interviews, developing data collection or data analytic procedures, performing basic statistical analyses, and conducting literature reviews.</p>	<p>B.A., B.S., or equivalent experience in one of the following disciplines: social science, formal science, or applied science (e.g., public policy, statistics, engineering).</p> <p>Sr. Research Analysts will have at least 1 year of experience working on projects similar to those envisioned under a resultant MOBIS contract. They will have training in social science research methodology and experience in conducting program evaluations. These individuals will also have experience with data collection and processing methodology, especially as they pertain to quality control and process.</p>
Research Analyst	<p>Research Analysts will be capable of performing work requiring familiarity with program evaluation methodological or social scientific technical skills, but not in-depth experience in their application. A Research Analyst will work under the direction of a Senior Research Analyst or Research Associate, reviewing published program evaluation design or methods research, implementing data collection and analysis procedures, and assisting in report writing activities.</p>	<p>A.A., A.S., or high school and 2 years of post-high school education.</p> <p>Research Analysts with an associate's degree or high school degree and 2 years of post-high school education will have at least 1 year experience and demonstrated capabilities in qualitative or quantitative research and communication skills. Research Analysts with a bachelor's degree or advanced degree may have 0 years of experience.</p>