

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 address for GSA Advantage! is: GSAAvantage.gov.

Schedule Title:

Mission Oriented Business Integrated Services (MOBIS)

Federal Supply Group: 874

Contract No.: GS-10F-0159W

Contract Period: April 9, 2010 through April 8, 2020

Price List current through modification PO0014 dated 1/26/15

Business Size: Small Business

Woman-Owned Business

KAISER
ASSOCIATES

Kaiser Associates, Inc.

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Prices Shown Herein are Net (Discount Deducted)

**For more information on ordering from Federal Supply Schedules,
click on the FSS Schedules button at fss.gsa.gov**

CUSTOMER INFORMATION

1a. Awarded Special Item Number(s): 874-1, 874-1RC.

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract:
Associate Consultant, \$1,101 per day.

1c. Description of corresponding commercial job titles, experience, functional responsibility, and education for those types of employees: See descriptions in subsequent page(s).

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

3. Minimum Order: \$100.

4. Geographic Coverage (Delivery Area):
Domestic only.

5. Point(s) of production (city, county, and State or foreign country): Same as company address.

6. Discount from list prices or statement of net price: Government net prices (discount already deducted) are listed at the end of this pricelist.

7. Quantity discounts: None offered.

8. Prompt payment terms: Net 30 days.

9a. Government purchase cards are accepted up to the micro-purchase threshold: Yes.

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Will not accept over \$3,000.

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

11a. Time of Delivery: Specified on 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: Same as company's address (see front page).

13b. Ordering procedures: For 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 company's address (see front page).

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: 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: N/A.

24b. Section 508: N/A.

25. Data Universal Number System (DUNS) number: 11-549-5434.

26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered; CAGE Code 4GY30.

About Kaiser Associates, Inc.

Kaiser Associates is an international strategy-consulting firm with a deep history of serving as a trusted advisor to Fortune 500 companies for over 29 years. Kaiser was a pioneer in the field of benchmarking and published the first book on the subject in 1983. Since then we have completed over 2,500 benchmarking and best-in-class studies for clients around the world. We provide our clients with unique insight to drive critical decision-making and solve their most pressing problems. We are dedicated to helping our clients drive continuous performance improvement and achieve long-term sustainable growth.

Each year the majority of our business comes from clients with whom we worked in the previous year – an indicator of our ability to achieve lasting results for our clients. Our client relationships are enduring, as many clients have remained our partners for more than a decade. We are dedicated to helping our clients achieve meaningful and measurable results in areas critical to their success.

Kaiser Associates' Public Sector practice was established to bring the firm's diverse set of management advisory capabilities developed for private sector clients to government entities. We understand the strategic and operational challenges faced by government organizations and the goal of supporting its mission. We assist government organizations by combining relevant commercial best practices with proven strategic frameworks to increase efficiency and effectiveness and to improve agency performance.

Our Consulting Philosophy and Approach

The traditional strategy-consulting model is overwhelmingly weighted toward internal, analysis-intensive examination of client operations and only a cursory examination of the external environment and lessons learned. The result is often recommendations that are an extension of the status quo or short-sighted in anticipating future challenges.

Our approach is very different and fundamental to the value we deliver. First, everything we do involves not only internal analysis, but also in-depth analysis of clients' external environments, performance management practices, best practices, and benchmark comparison. This heavy emphasis on empirical evidence and real-world learning leads to conclusions and recommendations that are rooted in fact and proven to deliver implementable results.

Second, our principals are deeply involved in the day-to-day execution of each client engagement. This level of support drives even greater efficiency and responsiveness, and guarantees that findings and conclusions are translated into true insights for our clients. Lastly, with our experience serving leading clients across numerous industry sectors and functional disciplines, we have developed an extensive base of proprietary management practices and frameworks.

Kaiser Associates at a Glance

- Serving Fortune 100 clients worldwide since 1981
- A pioneer and world leader in the field of benchmarking and best practice analysis

- Offices in Washington, DC, London, São Paolo, Hong Kong and Cape Town
- Leveraging commercial sector best practices to support public sector transformation

SIN 874-1: Consulting Services

We provide expert advice, assistance, and guidance in support of agencies’ management, organizational and business improvement efforts. Examples of consulting services include but are not limited to:

Strategy and Planning	Organization Development	Cost & Performance Management
<ul style="list-style-type: none"> • Strategic & Business Planning • IT Strategic Planning • Portfolio Management • Customer / Stakeholder Analysis • Business Case Analysis • Alternatives Analysis 	<ul style="list-style-type: none"> • Talent Management • Workforce Planning • Employee Onboarding • Organization Assessment & Design • Process Reengineering & Design • Innovation Systems • Change Management 	<ul style="list-style-type: none"> • Benchmarking • Performance Measurement & Management • Performance Dashboarding • Shared Services Optimization • Enterprise Cost Management • Global Best Practices Consultation

GSA FEDERAL SUPPLY SCHEDULE PRICE LIST

**SIN 874-1, Consulting Services
Labor Categories**

Labor Category Titles	GSA Daily Rate
Senior Vice President	\$2,954.66
Vice President 3	\$2,826.62
Vice President 2	\$2,659.19
Vice President 1	\$2,215.99
Senior Manager	\$1,772.80
Managing Consultant	\$1,551.20
Senior Consult	\$1,329.60
Associate Consultant	\$1,108.00

DESCRIPTION OF DUTIES AND QUALIFICATIONS REQUIREMENTS

Labor Category	Minimum Education/ Certification	Minimum Experience
<p>Senior Vice President</p> <ul style="list-style-type: none"> • Trusted advisor to client senior executives (C-Level) • Manages a portfolio of work streams across multiple clients and industries • Develops new firm capabilities drawing on experience in a range of industries and corporate functions • Determines the issues, industries, and clients on which the firm will focus 	<p>Graduate Degree in a related field (e.g., MBA, Economics, JD), equivalent professional certification (e.g., CPA, CFA).</p> <p>As a substitute for a graduate degree, Bachelors Degree in a related field and (e.g., Business, Economics) with thoroughly documented experience of 2 years (in addition to minimum shown to right) of executive management, successful business development, or experience providing strategic advisory services</p>	<p>At least twelve years of relevant experience</p>

Labor Category	Minimum Education/ Certification	Minimum Experience
<p>Vice President 3</p> <ul style="list-style-type: none"> • Client advisor; works directly with client to define and scope solutions • Develops new firm capabilities drawing on experience in a range of industries and corporate functions • Manages a portfolio of work streams across multiple clients • Serves as a thought leader within the firm, relying on business knowledge, consulting skills, and diverse experience to analyze issues and drive solutions that transform the client's business • Supports Senior Vice President in business development initiatives 	<p>Graduate Degree in a related field (e.g., MBA, Economics, JD), equivalent professional certification (e.g., CPA, CFA).</p> <p>As a substitute for a graduate degree, Bachelors Degree in a related field and (e.g., Business, Economics) with thoroughly documented experience of 2 years (in addition to minimum shown to right) of executive management, successful business development, or experience providing strategic advisory services</p>	<p>At least ten years of relevant experience</p>
<p>Vice President 2</p> <ul style="list-style-type: none"> • Client advisor; works directly with client to define and scope solutions • Develops new firm capabilities drawing on experience in a range of industries and corporate functions • Manages a portfolio of work streams across multiple clients • Serves as a thought leader within the firm, relying on business knowledge, consulting skills, and diverse experience to analyze issues and drive solutions that transform the client's business 	<p>Graduate Degree in a related field (e.g., MBA, Economics, JD), equivalent professional certification (e.g., CPA, CFA).</p> <p>As a substitute for a graduate degree, Bachelors Degree in a related field and (e.g., Business, Economics) with thoroughly documented experience of 2 years (in addition to minimum shown to right) of executive management, successful business development, or experience providing strategic advisory services</p>	<p>At least eight years of relevant experience</p>
<p>Vice President 1</p> <ul style="list-style-type: none"> • Client advisor; works directly with client to define and scope solutions • Manages a portfolio of work streams across multiple clients • Serves as a thought leader within the firm, relying on business knowledge, consulting skills, and diverse experience to analyze issues and drive solutions that transform the client's business 	<p>Graduate Degree in a related field (e.g., MBA, Economics, JD), equivalent professional certification (e.g., CPA, CFA).</p> <p>As a substitute for a graduate degree, Bachelors Degree in a related field and (e.g., Business, Economics) with thoroughly documented experience of 2 years (in addition to minimum shown to right) of executive management, successful business development, or experience providing strategic advisory services</p>	<p>At least six years of relevant experience</p>

Labor Category	Minimum Education/ Certification	Minimum Experience
<p>Senior Manager</p> <ul style="list-style-type: none"> • Directly manages client relationships and supervises project management activities • Leads multiple project work streams • Identifies and presents innovative solutions that address client challenges • Uses broad experience to generate insights that cross industry, topic, and team findings • Thought leader who teaches the skill of transferring complex ideas into teachable graphics and frameworks 	<p>Graduate Degree in a related field (e.g., MBA, Economics, JD), equivalent professional certification (e.g., CPA, CFA).</p> <p>As a substitute for a graduate degree, Bachelors Degree in a related field and (e.g., Business, Economics) with thoroughly documented experience of 2 years (in addition to minimum shown to right) of executive management, successful business development, or experience providing strategic advisory services</p>	<p>At least four years of relevant experience</p>
<p>Managing Consultant</p> <ul style="list-style-type: none"> • Responsible for day-to-day project management and deliverable creation • Synthesizes complex ideas into teachable graphics and frameworks • Contributes sophisticated analytical tools and thought leadership • Creates project storyboards that unify project themes and issues and designs advanced problem solving models • Leads and presents team conclusions during client presentations 	<p>Bachelor's degree from a top-tier institution, preferably with a distinguished academic record in economics, math, or science; no experience substitute</p>	<p>At least two years of direct experience</p>
<p>Senior Consultant</p> <ul style="list-style-type: none"> • Conducts primary and secondary research, analyzes and synthesizes research findings, and creates client presentations and deliverables • Creates project storyboards that frame complex issues and uses advanced problem solving models • Develops models and performs detailed quantitative analysis • Manage small engagement teams • Presents individual findings during client presentations 	<p>Bachelor's degree from a top-tier institution, preferably with a distinguished academic record in economics, math, or science; no experience substitute</p>	<p>At least one year of direct experience</p>
<p>Associate Consultant</p> <ul style="list-style-type: none"> • Conducts primary and secondary research, analyzes and synthesizes research findings, and creates client presentations and deliverables • Creates project storyboards that frame complex issues and use advanced problem solving models • Develops models and performs detailed quantitative analysis • May present individual findings during client presentations 	<p>Bachelor's degree from a top-tier institution, preferably with a distinguished academic record in economics, math, or science; no experience substitute</p>	<p>Outstanding record of academic achievement in challenging coursework</p>

SCA Applicability Statement

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire MOBIS 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 29 CFR 541.300), 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 the applicable wage determination number. Failure to do may result in cancellation of the contract.