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: http://www.GSAAdvantage.gov

Schedule Title:

Multiple Award Schedule
Large Category: Professional Services
Subcategory: Business Administrative Services

Contract No.: GS-10F-0159W
Contract Period: April 9, 2020 through April 8, 2025
Price List current through modification PS-A812 dated 04/09/2020

Business Size: Other Than Small Business

Kaiser Associates, Inc.
1615 L Street, NW, 13th Floor
Washington, DC 20036
Telephone: (202) 454-2000
Fax: (202) 454-2001

Contact: John Drake, Public Sector Vice President
Email: publicsectoradmin@kaiserassociates.com

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): 541611

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, $1,163.84 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.


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.

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.

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 Public Sector companies for nearly 40 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 5,000 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 D.C., London, and São Paolo
- Leveraging commercial sector best practices to support public sector transformation

**SIN 541611: Management and Financial Consulting, Acquisition and Grants**

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:

<table>
<thead>
<tr>
<th>Strategy and Planning</th>
<th>Organization Development</th>
<th>Cost &amp; Performance Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Strategic &amp; Business Planning</td>
<td>• Talent Management</td>
<td>• Benchmarking</td>
</tr>
<tr>
<td>• IT Strategic Planning</td>
<td>• Workforce Planning</td>
<td>• Performance Measurement &amp; Management</td>
</tr>
<tr>
<td>• Portfolio Management</td>
<td>• Employee Onboarding</td>
<td>• Performance Dashboarding</td>
</tr>
<tr>
<td>• Customer / Stakeholder Analysis</td>
<td>• Organization Assessment &amp; Design</td>
<td>• Shared Services Optimization</td>
</tr>
<tr>
<td>• Business Case Analysis</td>
<td>• Process Reengineering &amp; Design</td>
<td>• Enterprise Cost Management</td>
</tr>
<tr>
<td>• Alternatives Analysis</td>
<td>• Innovation Systems</td>
<td>• Global Best Practices Consultation</td>
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<tr>
<td></td>
<td>• Change Management and Communications</td>
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</tr>
</tbody>
</table>
GSA FEDERAL SUPPLY SCHEDULE PRICE LIST

SIN 541611 Management and Financial Consulting, Acquisition and Grants

<table>
<thead>
<tr>
<th>Labor Category Titles</th>
<th>GSA Daily Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Senior Vice President</td>
<td>$3,102.40</td>
</tr>
<tr>
<td>Vice President 3</td>
<td>$2,967.96</td>
</tr>
<tr>
<td>Vice President 2</td>
<td>$2,792.15</td>
</tr>
<tr>
<td>Vice President 1</td>
<td>$2,326.80</td>
</tr>
<tr>
<td>Senior Manager</td>
<td>$1,861.44</td>
</tr>
<tr>
<td>Managing Consultant</td>
<td>$1,629.20</td>
</tr>
<tr>
<td>Senior Consultant</td>
<td>$1,396.08</td>
</tr>
<tr>
<td>Associate Consultant</td>
<td>$1,163.84</td>
</tr>
</tbody>
</table>

DESCRIPTION OF DUTIES AND QUALIFICATIONS REQUIREMENTS

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Minimum Education/Certification</th>
<th>Minimum Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Senior Vice President</td>
<td>• Trusted advisor to client senior executives (C-Level)</td>
<td>At least twelve years of relevant experience</td>
</tr>
<tr>
<td></td>
<td>• Manages a portfolio of work streams across multiple clients and industries</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Develops new firm capabilities drawing on experience in a range of industries and corporate functions</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Determines the issues, industries, and clients on which the firm will focus</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Graduate Degree in a related field (e.g., MBA, Economics, JD), equivalent professional certification (e.g., CPA, CFA).</td>
<td></td>
</tr>
<tr>
<td></td>
<td>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</td>
<td></td>
</tr>
<tr>
<td>Labor Category</td>
<td>Minimum Education/ Certification</td>
<td>Minimum Experience</td>
</tr>
<tr>
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</tr>
</tbody>
</table>
| **Vice President 3**  
- 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  | Graduate Degree in a related field (e.g., MBA, Economics, JD), equivalent professional certification (e.g., CPA, CFA).  
- 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 | At least ten years of relevant experience |
| **Vice President 2**  
- 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  | Graduate Degree in a related field (e.g., MBA, Economics, JD), equivalent professional certification (e.g., CPA, CFA).  
- 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 | At least eight years of relevant experience |
| **Vice President 1**  
- 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  | Graduate Degree in a related field (e.g., MBA, Economics, JD), equivalent professional certification (e.g., CPA, CFA).  
- 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 | At least six years of relevant experience |
<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Minimum Education/Certification</th>
<th>Minimum Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Senior Manager</strong></td>
<td>Graduate Degree in a related field (e.g., MBA, Economics, JD), equivalent professional certification (e.g., CPA, CFA). 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</td>
<td>At least four years of relevant experience</td>
</tr>
<tr>
<td><strong>Managing Consultant</strong></td>
<td>Bachelor’s degree from a top-tier institution, preferably with a distinguished academic record in economics, math, or science; no experience substitute</td>
<td>At least two years of direct experience</td>
</tr>
<tr>
<td><strong>Senior Consultant</strong></td>
<td>Bachelor’s degree from a top-tier institution, preferably with a distinguished academic record in economics, math, or science; no experience substitute</td>
<td>At least one year of direct experience</td>
</tr>
<tr>
<td><strong>Associate Consultant</strong></td>
<td>Bachelor’s degree from a top-tier institution, preferably with a distinguished academic record in economics, math, or science; no experience substitute</td>
<td>Outstanding record of academic achievement in challenging coursework</td>
</tr>
</tbody>
</table>

**Senior Manager**
- 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

**Managing Consultant**
- 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

**Senior Consultant**
- 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

**Associate Consultant**
- 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
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.