GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

MULTIPLE AWARD SCHEDULE
FSC GROUP: Professional Services

A.T. Kearney, Inc.
227 West Monroe Street
Chicago, IL 60606
Attn: James Devey
Phone: (703) 247-8950
Fax: (703) 247-8901
Email: james.devey@atkearneypsds.com

Contract Number: GS-10F-0198P
Contract Period: 17 February 2004 through 16 February 2024
Price List current through Mass Modification A812, signed February 6, 2020 and
Mass Mod A821, signed June 12, 2020
Business size: “Other than small”

To access more information on the A.T. Kearney Public Sector and Defense Practice
Visit our website at www.usgov.atkearney.com

For more information on ordering from Federal Supply Schedule click on the FSS Schedules button at fss.gsa.gov. 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:
1a. Table of Awarded Special Item Numbers:

541611 (RC) - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

OLM (RC) – Order Level Materials

See below

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply:

See below

1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item:

See below

2. Maximum Order:

$1,000,000.00

3. Minimum Order:

$100.00

4. Geographic Coverage (Delivery Area):

Domestic Only

5. Point of Production (City, County and State or Foreign Country):

Arlington, Virginia, USA

6. Discount From List Price or Statement of Net Price:

Government net prices (discounts already deducted).

None

7. Quantity Discounts:

Net 30 Days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

Government purchase cards will be accepted below the micro-purchase threshold.

Government purchase cards will not be accepted above the micro-purchase threshold.

N/A

8. Prompt Payment Terms:

9a. Government Purchase Cards at or Below the Micro-Purchase Threshold:

9b. Government Purchase Cards Above the Micro-Purchase Threshold:

10. Foreign Items:

N/A

11a. Time of Delivery:

Delivery based upon contractual requirements

11b. Expedited Delivery:

Contact contractor

11c. Overnight and 2-day Delivery:

N/A

11d. Urgent Requirements:

N/A

12. FOB Point:

Destination
13a. Ordering Address:
Attn: James Devey
A.T. Kearney, Inc.
1300 Wilson Blvd,
Suite 1050
Arlington, VA 22209
703-247-8950

13b. Ordering Procedures:
For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment Address:
A.T. Kearney, Inc.
1803 Paysphere Circle
Chicago, IL  60675

15. Warranty Provision:
N/A

16. Export Packaging Charges:
N/A

17. Terms & Conditions of Government Purchase Card Acceptance:
N/A

18. Terms & Conditions of Rental, Maintenance, and Repair:
N/A

19. Terms & Conditions of Installation:
N/A

20. Terms & Conditions of Repair Parts:
N/A

20a. Terms & Conditions for Other Services:
N/A

21. List of Service and Distribution Points:
N/A

22. List of Participating Dealers:
N/A

23. Preventative Maintenance:
N/A

24. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):
N/A

24b. Section 508 Compliance Information:
N/A

25. Data Universal Number System (DUNS):
001750645

26. System for Award Management (SAM)
Registration is active as CAGE code: 9G891
Introduction

A.T. Kearney is one of the largest high-value management consulting firms in the world. The firm was established more than 90 years ago to provide management counsel to senior management, typically focusing on key issues on the CEO's agenda. CEOs and government leaders around the globe acknowledge A.T. Kearney as the “impact consultants.” Our dedication to working closely with clients to realize lasting, tangible results has led to strong, enduring relationships; approximately 90 percent of our clients return for further business. This is a testament to the real value A.T. Kearney brings to clients, and the key driver of our continued success.

Our clients receive a high return on their consulting investment, as well as new intellectual content and solutions that work. Our officers are actively involved in every engagement. A.T. Kearney is known for its ability to provide practical, concrete recommendations and support clients through implementation. We do this in an environment that encourages a working partnership. As a result, A.T. Kearney has been recognized as the high-value-added consulting firm with the greatest client satisfaction.

Our consulting philosophy includes a focus on results orientation and a commitment to mutual involvement: Our primary concentration is on producing pragmatic recommendations and implementing meaningful changes—those that significantly improve the competitive ability of our clients.

Our Vision
• We aspire to be the most admired global full-service management consulting firm, distinguished by our culture and how we work.
• We will be the first choice in providing immediate impact and growing advantage for our clients, our people, and the societies in which we live.
• We will be a global collaborative partnership, top three where we choose to compete, double in size by 2020.

Our Promises
• Be recognized for co-creation of innovative ideas and high-impact results with our clients and external partners.
• Create lasting benefits for the societies in which we live, in collaboration with deep networks of external partnerships.
• Provide unsurpassed personal growth and opportunities for our people in a collaborative and diverse culture.
• Realize above-market growth and value for our clients and stakeholders. Our vision is clear and our potential boundless.

A.T. Kearney at a Glance
• More than 90 years of management consulting experience
• One of the top-five management consulting firms
• More than 2,700 employees in offices in 40 countries

A.T. Kearney’s Government Practice
A.T. Kearney has extensive experience working with governments around the world. We have committed significant resources to our global government practice, and now have more than 200 consultants in Europe, Latin America, Asia and North America with government experience.

The government practice is committed to developing intellectual capital, such as benchmarking agility, that will enable us to provide thought leadership and creative solutions for our government clients. Currently, a research initiative is underway—in conjunction with the London School of Economics—to understand the importance of agility in the organizational agenda of government, and to develop tools to measure and compare agility.

A.T. Kearney has worked with governments across the world to establish a holistic change approach that ensures a strong linkage between activities and strategy outcomes. We strive to leverage best practices from extensive experience in the private sector to manage effective change in a government environment.
Overview of A.T. Kearney Organization and Service Offerings

A.T. Kearney is a matrixed organization defined by geographic areas (Americas, Europe, Asia), service or process specialization and industry specialties. This structure enables us to transfer best practices across industries while developing deep service-line expertise. We have a broad range of service offerings to address most client needs. We work with clients to develop strategy, improve operations, manage transformation programs and identify and develop enabling technology. In many cases we do this on an innovative risk- and reward-sharing basis to deliver the highest value for consulting investment.

Selected services are described below and our service practices are described on the following pages.

**Sourcing solutions**, a comprehensive service aimed at accelerating and maximizing the value that organizations obtain from their suppliers. A.T. Kearney is the market leader in helping companies solve complex procurement problems and deliver dramatic financial results.

**Next-generation cost reduction** focuses on achieving substantial cost savings that span the entire organization, bringing about step changes in cost structures, producing sustainable results and fundamentally changing the organization’s business model.

**Enterprise-services transformation** helps clients decide to own or outsource services and processes, establish high service levels at low costs, transition and transform the organization, and successfully outsource non-core operations.

**Shared services** is an offering in which we help organizations achieve efficiencies throughout the enterprise by developing the most appropriate structure to share and allocate cross-enterprise services.

**Information-technology strategy and value management** is an offering spanning the range of IT issues, including initial strategy development, efficiency improvement, architecture definition and execution.

**Merger integration** guides our clients through the challenges of merging multiple entities, whether corporate or governmental. A.T. Kearney’s proven framework addresses the needs of merging or acquiring organizations throughout the lifecycle of the merger, including performing due diligence, developing shared-services organizations and integrating infrastructure.

**Supply chain performance improvement** focuses on significantly improving cost and customer service levels in the supply chain.
The Service Contract Labor Standards (SCLS), also referred to as the Service Contract Act (SCA) is applicable to this contract as it applies to the entire Multiple Award Schedule and all services provided. While no specific labor categories/services have been identified as being subject to SCLS/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 WD number. Failure to do so may result in cancellation of the contract.
Labor Categories and Job Descriptions

Senior Executive Consultant
Education:
Holds an MBA, M.S. or other graduate degree from a top-tier academic institution. Some hold PhD qualifications in economics, finance, organizational development or other business-related specialties.

Experience:
• Total work experience is 15-plus years, both in consulting and leadership positions in Fortune 1000 companies, government and other organizations
• Possess strengths in each of the major areas of consulting: business development, client-relationship management, project management, staff recruiting and development, intellectual-capital development and practice management
• Demonstrate superior oral and writing skills, outstanding analytical skills as well as excellent problem-solving skills

Functional responsibilities:
• Responsible for A.T. Kearney’s relationship with its clients and the work of all consultants on the project
• Provide direct interface with the highest level at the client
• Engage the client from the proposal stage to the delivery stage and quality assessment
• Serve as subject-matter experts, with leading contributions on specific business processes, functional specialties or industries

Senior Project Director
Education:
Holds an MBA, M.S. or other graduate degree from a top-tier academic institution. Some hold PhD qualifications in economics, finance, organizational development or other business-related specialties.

Experience:
• At least 10 years of combined consulting and general industry experience
• Demonstrated ability to lead and manage consulting engagements
• Broad consulting skills and experience, with significant tertiary skills in industries such as telecommunications, energy, automotive, pharmaceuticals, transportation, aerospace and defense, finance, consumer goods, retail or government
• Proven ability to deliver measurable value via leading-edge solutions tailored to specific industry or business problems
• Extensive experience as engagement managers or senior staff of large, complex, multi-million dollar consulting assignments
• In-depth understanding of, and experience with, a wide range of project-management and quality-assurance techniques coupled with sound business judgment
• Must demonstrate superior oral and writing skills as well as outstanding analytic and problem-solving abilities

Functional responsibilities:
• Establish solid working relationships with the client’s leadership and management, as well as with fellow practitioners within A.T. Kearney, Inc.
• Serve as project leader on large, complex assignments, or take primary responsibility for driving A.T. Kearney into new clients or deeper penetration of existing clients
• Duties include client-relationship management and ultimate responsibility for engagement success
Senior Program Manager

Education:
Holder of an MBA, M.S. or other graduate degrees from a top-tier academic institution. Some hold PhD qualifications in economics, finance, organizational development or other business-related specialties.

Experience:
• At least 7 years of combined consulting and general industry experience
• Deep knowledge of an industry, achieved through several engagements within it
• Specialist in one or two functional areas, such as procurement solutions, outsourcing, or strategic planning
• Must demonstrate superior oral and writing skills as well as outstanding analytic and problem-solving abilities

Functional responsibilities:
• Set priorities to meet the needs of users and formulate scope and objectives
• Plan, direct and monitor the work of team members
• Devise or modify procedures to solve complex problems
• Apply knowledge of the entire customer organization to recommend and coordinate development, enhancement and maintenance of business systems and processes
• Present the results of business studies to the client’s senior management
• Ensure all deliverables are provided to the client in a timely manner
• Serve as subject-matter experts in industries as well as functional areas

Program Manager

Education:
Holds an MBA, M.S. or other graduate degree from a top-tier academic institution. Some hold PhD qualifications in economics, finance, organizational development or other business-related specialties.

Experience:
• 5 years or more of combined consulting and general industry experience
• Demonstrated ability to manage projects with specific results and deadlines, as well as teams with other consultants
• Must demonstrate superior oral and writing skills as well as outstanding analytic and problem-solving abilities

Functional responsibilities:
• Set priorities to meet the needs of users, also formulate and define system scope and objectives
• Plan, direct and monitor the work of team members
• Devise or modify procedures to solve complex problems
• Manage project issues and roadblocks
• Present the results of business studies to client’s senior management
• Promote and direct process improvement activities
• Leverage industry knowledge and customer relationships to identify new business opportunities
• Ensure all deliverables are provided to the client in a timely manner
Senior Management Consultant

Education:
Holds an MBA, M.S. or other graduate degree from a top-tier academic institution. Some hold PhD qualifications in economics, finance, organizational development or other business-related specialties.

Experience:
• At least 5 years of consulting and general industry experience
• Functional expertise such as strategic planning, procurement solutions, supply chain analysis, cost reduction programs and shared services, either in an industry or across several industries
• Must demonstrate superior oral and writing skills as well as outstanding analytic and problem-solving abilities

Functional responsibilities:
• Manage analysis of data to identify strategy, operations and technology improvements
• Conduct benchmarking and best-practices analysis
• Document customer specifications and interact with other support groups to apply understanding of customer’s business
• Plan and lead components of customer projects
• Anticipate, research, identify, and develop solutions to customer problems
• Initiate measures to eliminate non-value-added activities through process improvement
• Act as a liaison between customers and other support groups to identify business processes, systems and product requirements
• Leverage a good knowledge of the consulting process and honed problem-solving abilities through experience and training
• Identify potential issues and roadblocks in a project and bring them to the attention of the team management to resolve them quickly and efficiently

Management Consultant

Education:
Holds an MBA, M.S. or other graduate degree from a top-tier academic institution. Some hold PhD qualifications in economics, finance, organizational development or other business-related specialties.

Experience:
• At least 3 years of consulting and general industry experience
• Must demonstrate superior oral and writing skills as well as outstanding analytic and problem-solving abilities

Functional responsibilities:
• Gather and analyze data to identify strategy, operations and technology improvements
• Conduct benchmarking and best-practices analysis
• Document customer specifications and interact with other support groups to apply understanding of customer’s business
• Plan and lead components of customer projects
• Anticipate, research, identify and develop solutions to customer problems
• Initiate measures to eliminate non-value-added activities through process improvement
• Act as a liaison between customers and other support groups to identify business processes, systems and product requirements
**Senior Analyst**

**Education:**
Bachelor’s degree from a top-tier institution, some hold graduate degrees.

**Experience:**
- At least 2 years of consulting and general industry experience
- Must demonstrate superior oral and writing skills as well as outstanding analytic and problem-solving abilities

**Functional responsibilities:**
- Can typically manage significant pieces of analysis whether it is to develop financial or statistical models, address a complex problem-solving situation or to run primary and secondary research
- Possess a toolbox of quantitative techniques acquired on the job or through the formal training program at A.T. Kearney, these tools include, among others, analytical frameworks and communications templates

**Project Analyst**

**Education:**
Bachelor’s degree from a top-tier institution.

**Experience:**
- A minimum of 1 year in consulting or industry, or have pursued graduate studies in areas other than business before joining A.T. Kearney
- Must demonstrate superior oral and writing skills as well as outstanding analytic and problem-solving abilities

**Functional responsibilities:**
- Apply the fundamentals of management consulting to identify, study and solve business problems across a wide range of industries
- Assist senior consultants to develop models, perform analyses and work on research assignments both in the office and at client sites
Senior Data Management Specialist

Education:
Bachelor's degree with concentration in computer science, management information systems, engineering or business is ideal.

Experience:
• 5-plus years of experience in Access (2010, 2007, 2000), FoxPro (9.0, 8.0, 7.0), SQL or Oracle 10g
• 5-plus years of experience with Intel-based hardware, NT and Windows operating systems, and user applications including Microsoft Office Suite (Word, PowerPoint, Excel, Outlook)
• Excellent communication skills, both verbal and written
• Ability to function as both a team leader and team member as appropriate

Functional responsibilities:
• Provide data management support on consulting engagements and A.T. Kearney internal database-oriented projects in a team environment
• Deploy eBreviate procurement technology
• Build custom database solutions when appropriate, including the support of full life-cycle microcomputer applications development: design, development, testing, implementation and training
• Directly interface with client personnel to understand systems and data landscape, facilitating data requirements and extraction of data
• Interviewing client personnel to understand data content
• Develop system and database solutions requirements documentation, map work plans
• Extract and migrate data from varying platforms (PC and mainframe), interpret and map mainframe and PC data-coding systems into standard relational-database systems
• Identify data anomalies and validity problems using data validation and modeling procedures
• Use database management techniques to ‘clean’ databases
• Identify potential sources of data in conjunction with the project team, develop flow diagrams to display data-file relationships
• Document source code, user manuals and data dictionaries

Data Management Specialist

Education:
Bachelors’ degree at a minimum, general concentration in computer science, management information systems, engineering or business

Experience:
• 3-plus years of experience with Intel-based hardware, NT and Windows operating systems, and user applications including Microsoft Office Suite (Word, PowerPoint, Excel, Outlook)
• 2-plus years of experience in Access (2010, 2007, 2000), FoxPro (9.0, 8.0, 7.0), SQL or Oracle 10g
• Strong problem-solving skills demonstrated through previous work experience or education

Functional responsibilities:
• Provide data management support on consulting engagements and A.T. Kearney internal database-oriented projects in a team environment
• Deploy eBreviate procurement technology
• Build custom database solutions when appropriate including the support of full life-cycle microcomputer applications development: design, development, testing, implementation and training
• Extract and migrate data from varying platforms (PC and mainframe), interpret and map mainframe and PC data-coding systems into standard relational-database systems
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## Degree/Experience Equivalency

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<thead>
<tr>
<th>Degree</th>
<th>Experience equivalency</th>
<th>Other equivalencies</th>
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<tbody>
<tr>
<td>Bachelor's</td>
<td>Associate Degree + 2 years relevant experience</td>
<td>Professional certification + 2 years relevant experience</td>
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<tr>
<td></td>
<td>= 4 years relevant experience</td>
<td></td>
</tr>
<tr>
<td>Master's</td>
<td>Bachelor's Degree + 2 years relevant experience</td>
<td>Professional license + 4 years relevant experience</td>
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<tr>
<td></td>
<td>= Associate Degree + 4 years relevant experience</td>
<td></td>
</tr>
<tr>
<td>Doctorate</td>
<td>Master's Degree + 2 years relevant experience</td>
<td>N/A</td>
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<tr>
<td></td>
<td>= Bachelor's Degree + 4 years relevant experience</td>
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