

FRED TAYLOR & ASSOCIATES, INC.

COMPANY INFORMATION

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GSA CONTRACT NO.: GS-10F-0215M

SCHEDULE NO.: 874

COMPANY OVERVIEW

Fred Taylor & Associates, Inc. (FT&A) is a for-profit, small business located in Columbia, South Carolina. Established in January 1999, FT&A serves a nationwide client base. Its clients include government-sponsored enterprises, private financial institutions, legal firms, title insurance companies, state regulatory authorities as well as internet businesses. FT&A focuses its consulting primarily in areas dealing with financial services. Its associates also offer expertise in accounting, regulatory issues, computer technology and data management. FT&A supports the operational needs of its clients by providing experienced mortgage personnel.

MOBIS SERVICES

SIN 874-1: CONSULTING SERVICES

Consultation/expert advise/assistance in the fields of residential mortgage markets, mortgage banking, housing, banking and title insurance including but not limited to: strategic, business and action planning; systems alignment; performance measures and indicators; process and productivity improvement; organizational assessments; and program audits and evaluation.

Fred Taylor & Associates, Inc. (FT&A) offers to provide to Federal agencies broad consulting capabilities in the areas of expertise mentioned above. For instance, with delinquency rates and foreclosures rising, this contractor could work to develop ways to moderate the impact of these trends on client financial institutions, the program costs, and offer institutional management (if a default occurs) together with agency asset value protection.

Strategic, business and action planning: Within the framework of the agency "charter," develop plans to enhance productivity, adapt to changes in the environment or to meet the goals established for the program within the existing or future constraints. This would include the development of courses of actions to follow as well as specific measures to access the progress in accomplishing the goals and objectives.

System alignment: Review and development of techniques to appropriately align the programs of the agency. Included would be an assessment of existing programs, cost/benefit analysis, and a restructuring of the agency programs if necessary to enhance the efficiency and reduce program costs as well as to improve its impact on the clients it serves.

Performance measures: Development of methods and data used to determine the effectiveness of the agency programs. Included would be the collection of data, analysis of the data and preparation of reports. This data could be used to prepare reports to the Congress or within the Executive Branch to measure performance against established program goals or guidelines.

Process and production improvement: Development of strategies and program changes which would enhance program operation and reduce the costs associated with these programs.

Organizational assessment: Top-to-bottom review of how the agency carries out its mission. Recommendations would focus on improved operational efficiency and cost containment and goal attainment.

Program audits and evaluations: Develop, with the input of agency staff, the data and methodology to be used to conduct audits and evaluations. FT&A would actually conduct these studies and issue reports which contain and summarize the findings. Recommendations for addressing and deficiencies would, of course, be provided along with plans for their implementation.

SIN 874-6: PRIVATIZATION SUPPORT SERVICES AND DOCUMENTATION (A-76)

Consultation/expert advise/assistance in the fields of residential mortgage markets, mortgage banking, housing, banking and title insurance including but not limited to: assessments/studies of potential privatization initiatives; public-private partnership support.

Fred Taylor & Associates, Inc. offers to provide Federal agencies broad consulting capabilities in the areas of expertise mentioned above. An important issue confronting Federal agencies is what proportion of the services they offer and/or require could be provided at a lower cost and/or with improved results by the private sector. As an alternative, does a public-private partnership offer an advantage in the achievement of the agency's goals and objectives.

Assessment/studies of potential privatization initiatives: Develop and perform studies which test the theory that certain Federal programs/functions can be performed better and/or at a lower cost by (or in conjunction with) the private sector. These studies would match the current agency results with the projected outcome of a privately administered program or a joint effort in partnership with the private sector.

Public-private partnership support: Determine the extent to which a public-private partnership could enhance the accomplishment of the agencies' goals.

SIN 874-8: ALTERNATIVE DISPUTE RESOLUTION (ADR) SERVICES

Consultation/expert advise/assistance in the fields of residential mortgage markets, mortgage banking, housing, banking and title insurance including but not limited to: neutral experts.

Fred Taylor & Associates, Inc. offers to provide to Federal agencies neutral experts in the areas of expertise mentioned above. The Company's founder and subcontractors are nationally known experts in all issues pertaining to the housing and mortgage markets.

Neutral experts: In the fields of residential mortgage markets, mortgage banking, housing, banking and title insurance, Fred Taylor & Associates, Inc. offers to provide testimony, advice and analysis to support the resolution

of disputes arising between various Federal agencies and with outside parties.

LABOR CATEGORIES

Program Manager

- A recognized expert in the field.
- Possesses both private sector as well as Federal government program experience.
- The experience required is broad-based covering the various aspects of the business, including both administrative and operational.
- Must have an advanced degree with more than 20 years experience in the field of expertise required. The candidate must possess problem-solving skills and be able to direct all aspects of a project including program analysis, problem recognition, problem-solving, and day-to-day management of the task.
- The candidate must also have the skills necessary to communicate effectively - verbally as well as in writing.

Consultant I

- Must be a recognized expert in the field.
- Must have at least 10 years experience and be familiar with all aspects of the issue(s) to be addressed.
- Must have experience in strategic planning and management operations.
- Must possess specific educational achievement, e.g. CPA.

Analyst

- Individual with practical/"hands on" program experience.
- Must possess analytical tools to identify program weaknesses.
- High school diploma plus 5+ years experience in the operational aspects of the project is required.

MOBIS RATES

SIN 874-1: CONSULTING SERVICES and

SIN 874-6: PRIVATIZATION SUPPORT SERVICES AND DOCUMENTATION (A-76)

Labor Category	Hourly Rate	Daily Rate
Program Manager	\$279.30	\$2,234.40
Consultant I	\$214.46	\$1,715.70
Analyst	\$ 94.76	\$ 758.10

SIN 874-8: ALTERNATIVE DISPUTE RESOLUTION (ADR) SERVICES

Labor Category	Hourly Rate	Daily Rate
Program Manager	\$279.30	\$2,234.40
Consultant I	\$214.46	\$1,715.70

STATEMENT OF SERVICES OFFERED**Analysis and Research**

- Current economic analysis
- Analysis of industry trends
- Reports/studies/presentations on topics pertaining to housing and the mortgage markets
- Analysis of financial and accounting issues (including mortgage financial statements)

Strategic, Business and Action Planning

- Development of goals and objectives
- Development of measurement standards
- Budget justification
- Organizational outline

System Alignment

- Cost/benefit analysis
- Staffing analysis
- Efficiency enhancement review

Performance Measures

- Data collection and analysis (including mortgage credit and underwriting analysis)
- Due diligence of program participants, including:
 - On-site visits
 - Fraud detection
 - Financial review

Organizational Assessment

- Top-to-bottom review of programs and program relationships
- Business process re-engineering

Neutral Experts

- Testimony, advice and analysis to support dispute resolution

Process and Production Improvement

Program Audits and Evaluations

Assessment/Studies of Potential Privatization Initiatives

Public/Private Partnership Support Services