

**Federal Supply 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: GSA Advantage.gov.*

**MANAGEMENT, ORGANIZATIONAL AND BUSINESS IMPROVEMENT  
SERVICES (MOBIS)**

**FSC Group 874, Class R499  
Procurement Division 10FTP-M**

**Contract number: GS-10F-0275P**

*For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov).*

**Contract period: April 16, 2004 through April 15, 2009**



**RAND Corporation  
1776 Main Street  
P.O. Box 2138  
Santa Monica, California 90407-2138  
Telephone: 310-393-0411  
Fax: 310.393.4818  
[www.rand.org](http://www.rand.org)**

**Business size: Large**

**CUSTOMER INFORMATION:**

- 1a. Awarded Special Item Number (SINs): 874-1, 874-7, 874-1 RC, 874-7 RC.
- 1b. See attached Price List
2. Maximum order: \$1 Million
3. Minimum order: \$300.00
4. Geographic coverage: The geographic scope of the contract will be the 48 contiguous United States and the District of Columbia.
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: Net prices are shown in the price list
7. Quantity Discounts: Not Offered
8. Prompt Payment Terms: Net 30
- 9a. Government purchase cards are accepted at or below the micro-purchase threshold.
- 9b. Government purchase cards are accepted above the micro-purchase threshold.
10. Foreign items: Not Applicable
- 11a. Time of delivery: Will adhere to delivery schedule as specified by the purchase order
- 11b. Expedited Delivery: Contact Contractor for time of delivery.
- 11c. Overnight and 2-day delivery: Not Applicable
- 11d. Urgent Requirements: Not Applicable
12. F.O.B. point: Destination

13a. Ordering address:

RAND Corporation  
Attention: Curtis Hoy  
P.O. Box 2138  
Santa Monica, CA 90407  
310-393-0411 ext. 6790  
(310) 451-6973 - FAX  
[gsa@rand.org](mailto:gsa@rand.org)

13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage [fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).

14. Payment address:

RAND  
File # 53174  
Los Angeles, CA 90074-3174

15. Warranty provision: Not Applicable

16. Export packing charges: Not Applicable.

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Government purchase cards will be accepted above the micro-purchase level.

18. Terms and conditions of rental, maintenance, and repair: Not applicable.

19. Terms and conditions of installation: Not applicable.

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: Not Applicable

20a. Terms and conditions for any other services: Not Applicable

21. List of service and distribution points:

1200 Hayes Street,  
Arlington, VA 22202

201 N. Craig Street, Suite 202  
Pittsburgh, PA 15213

22. List of participating dealers: Not Applicable

23. Preventive maintenance: Not Applicable

- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): Not Applicable
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at:  
[www.Section508.gov/](http://www.Section508.gov/): Not Applicable
- 25. Data Universal Number System (DUNS) number: 00-691-4071
- 26. Notification regarding registration in Central Contractor Registration (CCR) database. RAND Corporation is registered in CCR; CAGE Code is 11578
- 27. Uncompensated Overtime: Uncompensated Overtime is not used.

## RAND Overview



For more than 50 years, decision makers in the public and private sectors have turned to the RAND Corporation for objective analysis and effective solutions that address the challenges facing the nation and the world. These challenges include such critical social and economic issues as education, poverty, crime, and the environment, as well as a range of national security issues.

Today, RAND researchers and analysts continue to be on the cutting edge of their fields, working with decision makers in both the public and private sectors to find solutions to today's difficult, sensitive, and important problems. Through its dedication to high-quality and objective research and analysis and with sophisticated analytical tools developed over many years, RAND is engaged with its clients to create knowledge, insight, information, options, and solutions that will be both effective and enduring.

Early RAND work formed the core of path-breaking economic analyses of major social policy issues, such as improving the health care system and providing affordable housing to low-income families. RAND developed the planning, programming and budgeting system (PPBS) that Robert McNamara's "Whiz Kids" promoted throughout the federal government in the early 1960s and that was mandated as the federal standard by President Lyndon Johnson in 1965.

RAND's research agenda has always been shaped by the priorities of the nation. With roots in the Cold War competition with the Soviet Union, the early defense-related agenda evolved — in concert with the nation's attention — to encompass such diverse subject areas as space; economic, social, and political affairs overseas; and the direct role of government in social and economic problem-solving at home.

Today, RAND's work continues to reflect and inform the American agenda. While one part of RAND works to define the emerging epidemic of [obesity](#) among Americans, another has just detailed future directions of the [military aircraft industry](#). While one division analyzes the problem of [substance abuse](#) among high school students, another develops simple steps that individuals can take to protect themselves from the harmful effects of potential [terrorist attacks](#).

Across a broad range of subjects, RAND research is characterized by its independence, objectivity, and nonpartisanship; its empirical foundation; its high quality, scientific rigor, and interdisciplinary approach; and its dedication to improving policymaking on the major issues of the day.

## LABOR CATEGORY DESCRIPTIONS

**Senior Distinguished Policy Analyst:** Serves as most senior intellectual leader and effective organizer and manager of research with highest level of distinction and recognition. Holds long-standing role as advisor to senior leaders. Directs the most complex analyses and proposes solutions to complex problems in field(s) of specialization, with ability to lead any phase of a project from design to implementation. Has extensive recognition for knowledge of concepts, principles and methodologies in one or more fields of specialization. Leads the most complex team efforts. Directs research and analysis agenda. Has national or international recognition for body of work or unique subject area expertise. Has a distinguished record of research accomplishments across a range of policy studies with high standing in client community. Typically has more than 25 years experience or expertise in highly competitive field. Requires PhD or Masters degree.

**Distinguished Policy Analyst 2:** Serves as senior intellectual leader and master organizer and manager of research with high level of distinction and recognition. Has extensive knowledge of concepts, principles and methodologies in one or more fields of specialization and deep understanding of cross-cutting policy implications. Has demonstrated extensive leadership capability, with external visibility and evidence of major policy influence as well as internal recognition for those accomplishments. Leads complex team efforts and leads development of research and analysis agenda. Has established peer recognition for expertise/professional stature. Has a distinguished record of research accomplishments across a range of policy studies with standing in client community. Typically has 18-25 years experience or expertise in highly competitive field. Requires PhD or Masters degree.

**Distinguished Policy Analyst 1:** Serves as intellectual leader and master organizer and manager of research with distinction and recognition. Has extensive knowledge of concepts, principles and methodologies in one or more fields of specialization and understanding of cross-cutting policy implications. Has demonstrated extensive leadership capability, with external visibility and evidence of policy influence as well as internal recognition for those accomplishments. Leads complex team efforts and leads development of research and analysis agenda. Has established peer recognition for expertise/professional stature. Has a distinguished record of research accomplishments across a range of policy studies with standing in client community. Typically has 15-20 or more years experience or expertise in highly competitive field. Requires PhD or Masters degree.

**Senior Analyst 2:** Serves as an intellectual leader or effective organizer and manager of research with significant external visibility and evidence of policy influence. Provides analysis and proposes solutions to complex problems in the field(s) of specialization, with ability to perform in any phase of a project from design to implementation. Has extensive knowledge of concepts, principles and methodologies in one or more fields of specialization. Has demonstrated leadership capability and achieved internal recognition for accomplishments. Prepares project reports. Leads complex team efforts and takes the lead in developing research and analysis agenda. Typically has 9-15 or more years experience or expertise in highly competitive field. Requires PhD or Masters degree.

**Senior Analyst 1:** Serves as an intellectual leader or effective organizer and manager of research. Provides analysis and proposes solutions to complex problems in the field(s) of specialization, with

ability to perform in any phase of a project from design to implementation. Has extensive knowledge of concepts, principles and methodologies in one or more fields of specialization. Has demonstrated leadership capability and achieved internal recognition for accomplishments. Prepares project reports. Leads complex team efforts and takes the lead in developing research and analysis agenda. Typically has 7-12 or more years of research experience, including two years at a lower analyst level. Requires PhD or Masters degree.

**Analyst 2:** Functions as a fully capable professional, showing good judgment about topics to pursue and selection of appropriate analytical approaches. Designs, initiates, and conducts key tasks or moderate-sized projects independently. An effective contributor to research teams and, in a multidisciplinary setting, shows sufficient independent skill and judgment to represent his or her own field's and/or discipline's insights and methods to the team. Requires a minimum of 5-9 years of research experience or expertise in highly competitive field. Requires PhD or Masters degree.

**Analyst 1:** Functions as a fully capable professional, showing good judgment about topics to pursue and selection of appropriate analytical approaches. Designs, initiates, and conducts key tasks or smaller projects independently. An effective contributor to research teams and, in a multidisciplinary setting, shows sufficient independent skill and judgment to represent his or her own field's and/or discipline's insights and methods to the team. Requires a minimum of 4-7 years of research experience or expertise in highly competitive field. Requires PhD or Masters degree.

**Associate Analyst 2:** Provides fundamental expertise based on academic training and moderate research experience. Applies specialized knowledge and skills to assess issues and propose solutions to straightforward problems occurring in projects. Translates theoretical concepts and/or structured analytic methods into practical applications. Contributes to writing analytic reports and may publish peer reviewed publications. Work is performed under the general guidance of a more experienced professional, but has greater independence in conducting tasks or small projects. Typically has 2-5 years experience or expertise in highly competitive field. Requires PhD or Masters degree.

**Associate Analyst 1:** Provides fundamental expertise based on academic training and some research experience. Applies specialized knowledge and skills to assess issues and propose solutions to straightforward problems occurring in projects. Translates theoretical concepts and/or structured analytic methods into practical applications. Contributes to writing analytic reports and may publish peer reviewed publications. Work is performed under the general guidance of a more experienced professional. Typically has 1-3 years of experience. Requires PhD, Masters degree, or enrollment in PhD program.

**Research Support 2:** Supports research in one of three support areas - Project Management, Communications, or Programming:

- 1) Project Management: provides leadership and direction in managing large, multi-phased, complex projects and multiple subcontracts in collaboration with principal investigator/project leader and other senior research staff to develop and achieve project goals and objectives.
- 2) Communications: Provides advanced leadership and meets the large-scale documentation requirements of complex projects. Serves as team or group leader for large or complex

communications activities. Directs the development and execution of broad-based communications strategies.

3) Programming: Responsible for key programming activities on major projects, including directing and monitoring the work of assigned staff. Uses research methods such as programming, digital modeling and simulation, database manipulation and collection/analysis of quantitative data.

Requires Masters degree or Bachelors degree with at least 5 years experience.

**Research Support 1:** Supports research in one of three support areas - Project Management, Communications, or Programming:

- 1) Project Management: supports research projects by providing either substantive expertise or experience and/or project management such as day-to-day management of project operations.
- 2) Communications: helps research staff prepare straightforward documents and presentations.
- 3) Programming: responsible for development, analysis, documentation, and maintenance of software programs and databases, as assigned.

Requires Masters degree or Bachelors degree with 1-4 years experience.

**Research Assistant:** Under general supervision of more experienced research or administrative staff, provides qualitative and quantitative research support, such as data collection, reduction, and analysis, preparation of draft documents and presentations, literature reviews, site visits, and other research support as needed. Requires Masters degree or Bachelors degree with 1-2 years experience.

**Publications Specialist:** Provides broad publication support and expertise in production, design, document management, editorial assistance, web design/support, marketing, and distribution. Bachelors degree or High School diploma with at least 5-10 years experience.

**Administrative Assistant:** Performs secretarial, clerical, and/or general administrative tasks. Schedules and maintains calendars. Arranges travel and meetings. Requires strong computer skills plus Bachelors degree or High School diploma with at least 5-10 years experience.

**RAND CORPORATION MOBIS HOURLY  
RATES  
BASE YEAR PERIOD**

<b>Order No</b>	<b>Labor Category</b>	<b>Year 1 Hourly Rates</b>	<b>Year 2 Hourly Rates</b>	<b>Year 3 Hourly Rates</b>	<b>Year 4 Hourly Rates</b>	<b>Year 5 Hourly Rates</b>
GSA 106	Senior Analyst 2	\$244.36	\$254.13	\$264.30	\$274.87	\$285.87
GSA 105	Senior Analyst 1	\$222.13	\$230.35	\$238.87	\$247.71	\$256.88
GSA 104	Analyst 2	\$199.91	\$207.31	\$214.98	\$222.93	\$231.18
GSA 103	Analyst 1	\$177.68	\$184.25	\$191.07	\$198.14	\$205.47
GSA 102	Associate Analyst 2	\$155.46	\$161.21	\$167.18	\$173.36	\$179.78
GSA 101	Associate Analyst 1	\$133.24	\$138.17	\$143.28	\$148.58	\$154.08
GSA 112	Distinguished Policy Analyst 2	\$328.81	\$340.98	\$353.59	\$366.67	\$380.24
GSA 111	Distinguished Policy Analyst 1	\$284.36	\$294.88	\$305.79	\$317.11	\$328.84
GSA 121	Sr Distinguished Policy Analyst	\$391.03	\$405.50	\$420.50	\$436.06	\$452.19
GSA 132	Research Assistant	\$95.01	\$98.53	\$102.17	\$105.95	\$109.87
GSA 131	Research Fellow	\$139.46	\$144.62	\$149.97	\$155.52	\$161.27
GSA 202	Research Support 2	\$173.24	\$179.65	\$186.30	\$193.19	\$200.34
GSA 201	Research Support 1	\$128.79	\$133.56	\$138.50	\$143.62	\$148.94
GSA 210	Administrative Asst	\$80.87	\$83.86	\$86.97	\$90.18	\$93.52
GSA 220	Publications Specialist	\$84.21	\$87.33	\$90.56	\$93.91	\$97.38