



MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)

U.S. General Services Administration (GSA)
Federal Supply Service
Authorized Federal Supply Schedule Price List

IHS GLOBAL INC.

15 Inverness Way East
Englewood, CO 80112
Website: www.ihsglobal.com

Contract No.: GS-10F-0318K

Special Item Numbers:
874-1, 874-1RC

Contact:

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CLIENT INFORMATION FOR ORDERING ACTIVITIES

Federal Supply Service

Authorized Federal Supply Schedule Pricelist

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 <http://www.gsa.gov>.

Federal Supply Group: 87
Class: 874
Contract No.: GS-10F-0318K
Business Size: Large
Contract Period: July 15, 2015 through July 14, 2020
Price List Effective: March 2015

1a Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers: 874-1 and 874-1RC: Integrated Consulting Services

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. NA

2. *Maximum Order: \$3,000,000*
3. *Minimum Order: \$300*
4. *Geographic Coverage: Domestic and Overseas*
5. *Point(s) of Production: Same as company address*
6. *Discount from List Prices or Statement of Net Price: Government net prices (discounts already deducted). See "GSA Schedule Price List" below.*

7. *Quantity Discounts: Non offered*
8. *Prompt Payment Terms: Net 30 days*
- 9a. *Notification that Government purchase cards are accepted to the micro-purchase threshold: Yes*
- 9b. *Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Contact Contractor*
10. *Foreign Items (list items by country of origin): None*
- 11a. *Time of Delivery: Specified on the Tasks Orders*
- 11b. *Expedited Delivery: The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedite delivery: Contact Contractors*
- 11c. *Overnight and 2-day Delivery: The Contractor will indicate whether overnight or 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractors*
- 11d. *Urgent Requirements: The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s Representative to affect a faster delivery: Contact Contractor*
12. *F.O.B. Point(s): Destination*
- 13a. *Ordering Address: Same as company address*
- 13b. *Ordering Procedures: For supplies and 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(es):*
Checks – IHS Global Inc., PO Box 847193, Dallas, TX 75284-7193
Domestic Wire – Bank: Bank of America, Account #: 026009593, ABA #1233095870
ACH – Bank: Bank of America, Account #: 122000030, ABA #1233095870
15. *Warranty Provision: Contractor’s Standard Commercial Warranty*

16. *Export Package Charges (if applicable):* NA
17. *Terms and Conditions of Government Purchase Card Acceptance (any thresholds above the micro-purchase level):* Contact Contractor
18. *Terms and Conditions of Rental, Maintenance, and Repair (if applicable):* NA
19. *Terms and Conditions of Installation (if applicable):* NA
20. *Terms and Conditions of Repair Parts indicating date of Parts Price Lists and any Discounts from List Prices (if applicable):* NA
- 20a. *Terms and Conditions for any Other Services (if applicable):* NA
21. *List of Service and Distribution Points (if applicable):* NA
22. *List of Participating Dealers (if applicable):* NA
23. *Preventive Maintenance (if applicable):* NA
24. *Special Attributes such as Environmental Attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):* NA
25. *DUNS Number:* 620365023
26. *Central Contractor Registration (CCR):* IHS Global Inc. is registered in the SAM/CCR database

SINs 874-1, 874-1RC: INTEGRATED CONSULTING SERVICES

IHS Global Inc. provides consulting to its clients in several categories of business improvement services. These include consultative efforts related to strategic planning, performance measures and indicators, productivity improvement, and program and measurement evaluations. These services are quantitative in nature, and are leveraged off of the firm's data, modeling and forecasting capabilities.

Strategic Planning

IHS Global Inc. (IGI) offers an array of strategic planning services oriented toward market planning and scenario risk assessment across several different market segments as well as project feasibility analysis used for long-term planning by both government and private sector clients. The firm has considerable experience in these efforts across a variety of industries, including agriculture, transportation, banking and finance, energy, telecommunications, and global tourism. These capabilities are especially useful in the government marketplace as agencies formulate plans and policies that affect various sectors of the economy. The kind of long-term planning and risk assessment consulting that is typically offered will assist agencies in some of their direct operations and will help them evaluate alternatives in an uncertain business and/or political environment.

In the context of market planning, IGI develops information and strategies that are used to target new lines of business and approaches for strengthening existing segments. The typical consulting engagement addresses the following issues: how big is each market segment, by industry, by business size class, by consumer segment, by geographic location, and by product usage; what does this information indicate about the market share for each segment and geographic area; what are the underlying growth prospects for each segment. IGI provides customized consulting to more precisely forecast sales nationally, regionally, and locally by market segment; and to effectively and efficiently allocate marketing resources.

Another service provided by the firm involves the provision of consulting assistance for long-term planning efforts in the context of evaluating the economic and financial viability of infrastructure projects around the world, including ports, highways, airports and railways. IGI generates an assessment of the economic environment and demand factors that determine the success or failure of multi-million dollar infrastructure projects - whether for the federal government, local authorities, or the private sector. Risks associated with such projects can be reduced significantly by these project feasibility consulting efforts, which combine analysis and forecasting capabilities of global, regional and national economies to determine the likely environment for a particular project. IGI helps address issues linked to decision-makers' needs by evaluating policies, economic and trade competitiveness factors, industry benchmarking, and planning on a global basis. The firm provides key strategic information in its consulting for use in developing concession strategies, investment decision-making, and alternatives for facilities expansion.

Other strategic planning services include scenario risk assessments for selected industries such as energy, telecommunications, agriculture, and banking and finance. These services incorporate policy and regulatory uncertainties as well as evaluating the effects of alternative

economic growth assumptions on the performance of a particular industry. For example, IGI has provided consulting to its energy clients on strategic issues examining the effects of deregulation, the tightening of air emission standards, and other proposed regulatory changes. In the case of agriculture, the firm has the unique capability to evaluate and assess alternative government policies, such as agricultural policy reform, NAFTA, bilateral and multilateral trade agreements, WTO, etc.

Performance Measures and Indicators

For both public sector and private sector clients IGI has developed performance measures and indicators in order to assist policy-makers and executives in the decision-making process. In a market planning context, our forecast consulting services provide external market-driven information that is integrated with internal company data in order to provide sales performance measures that reflect both internal capabilities and market realities. For public sector clients, we provide benchmarking services that help to evaluate an economy's strengths and weaknesses in order to assess the impact of government policies on growth and prosperity. These effects are compared to similar situations in other countries.

Productivity Improvement

IGI provides productivity improvement consulting services to both private sector clients and government clients at the Federal and state and local levels. In a private sector market research context, target-marketing applications include an assessment of the returns to resources expended on advertising, promotional, sales, and other marketing resources. In an information technology context, the firm offers consulting services to assess the effect of telecommunication expenditures on firm productivity. For both government and private sector clients, IGI can advise on the productivity implications of changes in tax and regulatory policy on selected industries, e.g., transportation, energy, banking, etc. The firm also provides very specific productivity improvement services to both government and private organizations that are transitioning their acquisition procedures and policies toward an electronic commerce format.

Program Evaluation

IGI offers an array of evaluation services that are used by our national and international government clients in assessing alternative economic development strategies. These include the evaluation and audit of the existing information infrastructure, including assessments of existing measures and the collection and processing of vital information for decision-making; evaluation of industry cluster strategies designed to accelerate growth; and evaluation of tax, infrastructure investment and education policies designed as key inputs into the competitive cluster formation process.

Expertise in Business Intelligence

In IHS extensive experience with government and private sector clients, it routinely encounters situations in which operational business decisions are made by management in the absence of informed data insight. In many of these instances it is not a lack of data, but rather an inability to access or uncover the value in the data in a timely or coherent manner, consequently,

decisions are implemented without a clear understanding of the insight that these data may provide. Whether it's managing the world's largest private dataset, developing sophisticated econometric models, conducting data mining, or developing other analytical techniques to identify trends, patterns, and relationship in data, IGI business is about uncovering hidden value in data.

In developing these services, IGI employees must be able to quickly evaluate trends in data, understand outliers, drill down into key data segments, and uncovers hidden relationships. Given the complexity of data and time sensitive demands of our services, IGI has developed advanced methodologies and approaches to support timely and accurate business intelligence analysis that facilitates our ability to focus the majority of our time on being analysts and economists rather than programmers and data managers. As a result of our experience with managing data and uncovering its value, IGI believes it is critical that clients also develop appropriate information systems to facilitate their ability to leverage their data to make informed business decisions relevant to modernizing their operations and addressing key program issues. For the past 50 years, IGI has been helping clients accomplish this objective.

IGI also recognizes that without a clear and coherent strategies to identify and extract the information in data, businesses often fail to grasp its contribution to making informed decisions. In many instances businesses hire IT firms to develop advanced Management Information Systems or implement expensive Customer Relation Management (CRM) software with only limited success. One of the key reasons for the failure of such implementation strategies is that IT firms often lack a full understanding of the client's business, data, and the appropriate analytical tools and techniques necessary to extract information from data. Unlike IT companies that focus on software as a solution to management information, IGI's core business is uncovering the valuable information contained in data. As a result, we believe that to unlock the information hidden in data requires the following four key phases of work:

- ❖ Business Objectives Discovery: The development of a detailed understanding of the client's business and objectives as related to underlying data;
- ❖ Inventory of Data and IT Infrastructure: Inventory of existing data and IT infrastructure for accessing and investigating data;
- ❖ Identification of Appropriate Analytical Tools and Techniques: Identification of the statistical tools and techniques appropriate to leveraging existing data to inform decisions to support identified business objectives;
- ❖ Identification of IT Solutions Consistent with Objectives: Based on the information obtained from the prior three phases, investigate available IT solutions to identify those consistent with objectives, current infrastructure, and data.

GSA SCHEDULE PRICE LIST – GS-10F-0318K
(Contract Pricing for 874-1, 874-1RC)

GSA LABOR CATEGORY	New GSA Hourly Rates
Project Director 1	\$301
Project Director 2	\$258
Senior Programmer	\$228
Project Director 3/Project Manager 1	\$209
Director/Project Manager 2	\$164
Programmer	\$154
Senior Economist	\$133
Economist	\$122
Associate Economist	\$87
Economic Analyst	\$69
Administrative Assistant	\$46

LABOR CATEGORY DESCRIPTIONS for SINs 874-1 AND 874-1RC

All awarded labor category titles and labor category descriptions (under GSA contract #GS-10F-0318K) including functional responsibilities/duties, minimum educational/degree requirements and minimum years of experience are presented below:

IHS COMMERCIAL LABOR CATEGORY	GSA MOBIS LABOR CATEGORY	DESCRIPTIONS
Managing Director	Project Director 1	<p>Masters Degree in Economics or related field with a minimum of ten years’ experience in providing project and technical direction, developing general forecasting and simulation models and industry analysis, managing and organizing staff for the successful completion of projects, developing systems to store, manipulate, and display data; OR, Bachelors Degree in Economics or related field with at least 15 years of equivalent experience.</p> <p>Functional responsibilities: Will take on the role of project director or Executive In Charge in major consulting engagement. Will have the ultimate responsibility to make sure that all project tasks are completed in a timely fashion and that all deliverables are submitted to the client.</p>
Director	Project Director 2	<p>Masters Degree in Economics or related field with a minimum of five years’ experience in providing project and technical direction, developing general forecasting and simulation models and industry analysis; OR Bachelors Degree in Economics or related field with at least 10 years of equivalent experience.</p> <p>Functional responsibilities: Handles all day-to-day operations in a given project, including the appropriate organization of project staff, generating progress reports, and interacting with</p>

		clients to ensure that all work is being complete on a timely and high quality manner.
Principal	Project Director 3/Project Manager 1	<p>Masters Degree in Economics or related field with a minimum of five years managing and organizing staff for the successful completion of projects involving quantitative trends in the economy. Extensive experience in generating forecasting and/or simulation models and other quantitative applications also required. Demonstrated advanced knowledge of econometric programming using statistical packages such as SAS, SQL, STATA, EViews, Aremos, etc.</p> <p>Functional responsibilities: Responsible for major components of large multi tasks projects. Involved in completing those tasks and ensuring those tasks are completed on a timely and high quality basis.</p>
Principal 2	Director/Project Manager 2	<p>Masters Degree in Economics or related field with a minimum of 3 years managing and organizing staff for the successful completion of projects, or work experience in organizing staff for the successful completion of tasks for quantitative projects; OR Bachelors Degree in Economics or related field with 5 years of equivalent experience. Demonstrated knowledge of econometric programming using statistical packages such as SAS, STATA, EViews or similar systems.</p> <p>Functional responsibilities: Responsible for all forecasting and quantitative subtasks involved in a specific project.</p>
Senior Consultant	Senior Programmer	Masters Degree in Computer Science or related field with a minimum of 7 years of experience in advanced programming utilizing such programming languages as

		<p>SAS, SQL, EViews, SPSS, Aremos, C++, Java, Visual Basic, etc. OR, Bachelors degree in Computer Science and a minimum of 15 years of programming experience in programming languages such as SAS, SPSS, C++, Java, etc.</p> <p>Functional responsibilities: Supervises all software and programming functions involved in a project. Responsible for reviewing of tasks conducted by programmers, using statistical analysis software and database applications to develop models, to perform quantitative and qualitative analysis of data and complex statistical analyses. Mentors team members on SAS and modeling methodologies and techniques. May provide hands on assistance in more complex programming tasks.</p>
Senior Consultant 2	Programmer	<p>Bachelors degree in Computer Science or related field and a minimum of 5 years of experience, in programming utilizing programming languages such as SAS, SQL, EViews, SPSS, Aremos, C++, Java, Visual Basic, etc.</p> <p>Functional responsibilities: Responsible for performing original and assigned analysis using statistical software and database applications to develop models, to perform quantitative and qualitative analysis of data and complex statistical analysis.</p>
Consultant	Senior Economist	<p>Bachelors Degree in Economics or related field with a minimum of two years of experience in developing general forecasting and simulation models and industry analysis, developing systems to store, manipulate, and display data; work experience in demonstrating knowledge of econometric programming using</p>

		<p>statistical packages such as SAS, STATA, EViews, or similar systems.</p> <p>Functional responsibilities: Works under some supervision to complete complex tasks utilizing quantitative methods and advanced economic principles. Able to supervise Economists, and/or Associate Economists, and/or Economic Analyst on standard type projects.</p>
Consultant 2	Economist	<p>Bachelors Degree in Economics or related field with a minimum of two years of experience in economic related field; demonstrated knowledge of econometrics and econometric programming using statistical packages such as SAS, STATA, EViews or similar systems; OR, Masters Degree in Economics and no experience.</p> <p>Functional responsibilities: Works under general supervision of senior economist in completing complex tasks as part of an overall project.</p>
Business Analyst	Associate Economist	<p>Bachelors Degree in Economics or related field with one year of equivalent experience in economics with demonstrated some knowledge of econometrics and econometric programming using SAS, EViews, STATA, or similar systems.</p> <p>Functional responsibilities: Works under general supervision to develop requirements of a work product from inception to conclusion. Develops work products for simple to moderately complex tasks.</p>
Business Analyst 2	Economic Analyst	<p>Bachelors Degree in Economics or related field and no experience.</p> <p>Functional responsibilities: Works under supervision to support various projects through research and analysis.</p>

Business Analyst 3	Administrative Assistant	High School Diploma and 1 year of experience in handling office management functions (e.g., mailing, delivery, typing, photocopying, etc.) or related administrative issues.
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