

# Dobson | DaVanzo

health care finance experts ... bridging business and government

**Dobson DaVanzo & Associates, LLC**  
*Authorized Federal Supply Schedule Price List*

**Mission Oriented Business Integrated Services (MOBIS)**

**Federal Supply Group: 874**

**Industrial Class: R499**

**Contract Number: GS-10F-0503X**

**Contract Period: October 4, 2011 through October 3, 2016**

Contractor:	Dobson DaVanzo & Associates, LLC 440 Maple Avenue East, Suite 203 Vienna, VA 22180-1979
Business Size:	Small, Woman-Owned Business
Telephone:	(703) 260-1765
FAX:	(703) 636-0130
Web Site:	<a href="http://www.dobsondavanzo.com">www.dobsondavanzo.com</a>
E-mail:	<a href="mailto:greg.berger@dobsondavanzo.com">greg.berger@dobsondavanzo.com</a>
Contract Administration:	Greg Berger



Contract Holder

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at:  
<http://www.gsa.gov/schedules-ordering>

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**Customer Information**

**1a. Awarded Special Item Numbers:**

SIN 874-1	Consulting Services
SIN 874-1RC	Consulting Services
SIN 874-3	Survey Services
SIN 874-3RC	Survey Services

**1b. Identification of lowest priced model number and lowest unit price for that model for each special item awarded in this contract.**

Not Applicable

**1.c. 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.**

See pages 7-8

**2. Maximum Order:** \$1,000,000.00

**3. Minimum Order:** \$100.00

**4. Geographic coverage (delivery area):** Domestic and Overseas

**5. Points of Production:**

Dobson | DaVanzo  
 440 Maple Avenue East, Suite 203  
 Vienna, VA 22180-1979

**6. Statement of Net Price:**

SIN 874-1	Consulting Services
SIN 874-1RC	Consulting Services
SIN 874-3	Survey Services
SIN 874-3RC	Survey Services

<b>Labor Category</b>	<b>Price Offered to GSA With IFF</b>
Associate	\$95.00
Project Manager I	\$135.00
Program Manager	\$171.26
Director I	\$218.31
Director II	\$327.48

- 7. Quantity Discounts:**  
1% for Task Orders of \$500,000.00 and above  
2% for Task Orders of \$1,000,000.00 and above
- 8. Prompt payment terms:** Net 30 days
- 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:** None
- 11a. Delivery times will be determined with each task order.**
- 11b. Expedited Delivery:**  
Contact Dobson DaVanzo & Associates, LLC
- 11c. Overnight/2-Day Delivery:**  
Contact Dobson DaVanzo & Associates, LLC
- 11d. Urgent Requirements:**  
Contact Dobson DaVanzo & Associates, LLC
- 12. F.O.B. Point(s):**  
Destination
- 13a. Ordering Address:**  
  
Dobson | DaVanzo  
440 Maple Avenue East, Suite 203  
Vienna, VA 22180-1979  
  
Phone: (703) 260-1765  
Fax: (703) 636-0130  
Email: [greg.berger@dobsondavanzo.com](mailto:greg.berger@dobsondavanzo.com)
- 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](http://fss.gsa.gov/schedules)).
- 14. Payment Address:**  
  
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15. **Warranty Provision:**  
Contractor's Standard Commercial Warranty
16. **Export Packing Charges, if applicable:**  
Not Applicable
17. **Terms and conditions of Government purchase card acceptance:**  
Contact Dobson DaVanzo & Associates, LLC
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:**  
Not Applicable
22. **List of participating dealers:**  
Not Applicable
23. **Preventive Maintenance:**  
Not Applicable
- 24a. **Special attributes such as environmental attributes:**  
Not Applicable
- 24b. **Special attributes Section 508 EIT:**  
Not Applicable
25. **Data Universal Number (DUNS) number:**  
80-1214193
26. **Notification regarding registration in Central Contractor Registration (CCR) database:**  
  
Greg Berger  
Phone: (703) 260-1765  
Email: greg.berger@dobsondavanzo.com

## Corporate Experience

Dobson | DaVanzo & Associates, LLC is a health economics and policy consulting firm based in the Washington, D.C. metropolitan area. The work of our principals has influenced the design of demonstrations and many public policy decisions, and appears in numerous instances in legislation and regulation.

Our research helps payers and providers develop, implement and evaluate equitable payment methodologies. We are at the forefront of using administrative data sets to explore payment bundling and other CMS initiatives. We apply decades of experience, access to a broad range of policymakers and subject matter experts, and innovative research techniques in order to best meet our clients' needs. Our analyses are rigorous and objective, and make use of a variety of public and private-sector data sources.

We have provided testimony to the Centers for Medicare & Medicaid Services (CMS), the Medicare Payment Advisory Commission (MedPAC), and the U.S. Treasury, as well as members of Congress, State legislatures, and numerous stakeholder groups.

## MOBIS Services

### SIN 874-1 / 874-1RC: Consulting Services

Contractors shall provide expert consultation, assistance, and deliverables associated with all aspects of supporting an agency's management, organizational, and business improvement efforts within the context of MOBIS. Services covered by this SIN include, but are not limited, to:

- Strategic, business, and action planning
- Program planning and evaluation
- Studies, analyses, scenarios, and reports relating to an agency's mission-oriented business programs or initiatives, including health care studies, economic studies, and legislative, regulatory, and policy studies
- Policy and regulation development assistance
- Expert witness services in support of litigation, claims, or other formal cases

### SIN 874-3 / 874-3RC: Survey Services

Contractors shall provide expert consultation, assistance, and deliverables associated with all aspects of surveying within the context of MOBIS. Services covered by this SIN include, but are not limited, to:

- Survey planning, design, and development, including data collection methodology
- Pretest/pilot surveying
- Assessing reliability and validity of data

- Conducting/administering surveys
- Survey database administration
- Analyses of quantitative and qualitative survey data
- Production of reports related to the survey
- Briefings of results to stakeholders

## Effective Rates

<b>Labor Category</b>	<b>Price Offered to GSA With IFF*</b>
Associate	\$95.00
Project Manager I	\$135.00
Program Manager	\$171.26
Director I	\$218.31
Director II	\$327.48

\* These prices will be adjusted annually based on clause I-FSS-969 Economic Price Adjustment – FSS Multiple Award Schedule, paragraph (b)(2), and the market indicator used to determine the proper adjustment will be the “management, professional, and related” labor category in The Department of Labor, Bureau of Labor Statistics *Table 5. Compensation (Not seasonally adjusted): Employment Cost Index for total compensation for private industry worker, by occupational group and industry.*

## Labor Category Position Descriptions

### Director II:

Overall responsibility for strategic direction and oversight, as well as the financial integrity of client services. Accountable to the client for budget and cost control measures used in the delivery of products and services. Facilitates meetings with senior government personnel, where appropriate, to assist in modeling and directing strategic practices of all contract personnel. Has broad consulting skills and experience and externally recognized policy and business expertise.

Education: Ph.D.  
 Experience: 15 years relevant work experience

### Director I:

Provides senior leadership and oversight of large, complex, and sensitive program efforts when consulting and coordinating with agencies to provide strategic program services. Oversees firm operations and personnel to ensure appropriate staffing and support for projects. Oversees contractual and operational obligations. Provides guidance, direction, and ultimate management for all assigned projects and reviews all services and products for conformance to client requirements.

Has broad consulting skills and experience, and externally recognized policy and business expertise. Corporate level management experience that reflects an ability to command organizational resources and direct staff within the broader organization.

Education: Ph.D.  
Experience: 12 years relevant work experience

**Program Manager:**

Manages contractual oversight of staff and projects, leads project teams in the production of deliverables. Oversees multiple project budgets, manages client expectations, and navigates client requests for additional work. Primary client interface, conferring with client management on strategic issues and work plan to minimize costs and maximize efficiency in achieving contract requirements. Works on complex client issues and ensures timely deliverables. Expert in multiple policy areas. Supervises, trains, and mentors junior staff members.

Education: Masters  
Experience: 6 years relevant work experience

**Project Manager I:**

Manages projects, drafts deliverables, develops scopes of work and budgets, and serves as day-to-day client contact. Experience in conducting policy/program research, data analysis, evaluation studies, technical assistance, and/or systems design and implementation, as appropriate. Supervises junior staff and has strong working knowledge in subject area.

Education: Masters  
Experience: 3 years relevant work experience

**Associate:**

Performs qualitative and quantitative research, provides analyses and background support for all projects, and assists in development and execution of projects. Includes research assistants and support specialists who regularly assist on routine technical work, such as research, data collection and analysis, providing technical assistance, database design and management, and/or editing and development of technical documents.

Education: Masters  
Experience: 1 year work experience