



GENERAL SERVICES ADMINISTRATION

Federal Acquisition 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: GSAAvantage.gov.

Schedule for Professional Services Schedule (PSS)

Federal Supply Group: 00CORP

GSA Contract Number: GS-10F-108AA

For more information on ordering from FSS, go to Ordering Guidelines:

<http://www.gsa.gov/portal/content/200369>

Contract Period: March 22, 2013 through March 21, 2018

BAIN & COMPANY 

**Bain & Company
131 Dartmouth Street
Boston, MA 02116 5298**

Phone Number: (617) 572-2000

Fax Number: (617) 572-2427

Web site: <http://www.bain.com>

Contact for Contract Administration:

Mary Welch – Email: mary.welch@bain.com

Business Size: Large

In accordance with (IAW) 13 C.F.R. 121.404, the Contractor is ineligible to participate in any RFQ that is set aside for small business where the subject contract's awarded size status for the preponderance NAICS designated in the RFQ is "other than small".

CUSTOMER INFORMATION

Bain & Company Overview

Founded in 1973, Bain & Company is the management consulting firm that public sector leaders turn to for results. Bain assists clients with their most critical challenges in strategy, operations, technology and organization, developing practical insights on which clients act and transferring skills that make change stick.

Since 2000, Bain has completed more than 600 engagements within the public and social sectors, over 300 of those directly with public sector entities including central government ministries & agencies, regulatory authorities, regional councils, municipalities, and development agencies. Our work spans topics related to economic development, social development, infrastructure & security, sustainable development, public finance, and government excellence. Bain's focus is delivering results, a key reason that returning clients make up a significant portion of Bain's business. Our True North values mean we always do the right thing for our clients, people and communities.

Bain is able to deliver superior client results because it attracts and retains the best talent. Bain has won Consulting magazine's "Best Firm to Work For" 10 years in a row. Bain also ranked No. 1 in Glassdoor's 2012 Employee Choice Awards, which honor the top 50 "Best Places to Work" across all industries.

Bain is also frequently recognized as a top employer for diversity. Vault ranked Bain the No. 1 "Best Consulting Firm for Diversity", based on employee feedback, with respect to women, minorities and LGBT. Bain has also achieved a perfect score on the Human Rights Campaign's Corporate Equality Index for LGBT communities and is one of Working Mother magazine's "Best Companies".

- 1a. **Table of Awarded Special Item Number(s):** 874-1 (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.** Team A - \$110,554.16 per week

- 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.**: Service descriptions are provided on Pages 5 and 6.

2. **Maximum Order:** \$1,000,000
3. **Minimum Order:** \$100
4. **Geographic Coverage:** Domestic Only
5. **Point of production:** Same as Contractor Address
6. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted).
7. **Quantity discounts:** None Offered
8. **Prompt payment terms:** Net 30 days
- 9a. **Notification that Government purchase cards are accepted up to the micro-purchase threshold:** Bain will accept credit cards up to the micro-purchase threshold
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Bain will not accept credit cards over \$3,500.
10. **Foreign items (list items by country of origin):** None
- 11a. **Time of Delivery (Contractor insert number of days):** Specified on the Task Order
- 11b. **Expedited Delivery.** N/A
- 11c. **Overnight and 2-day delivery.** N/A
- 11d. **Urgent Requirements.** N/A
12. **F.O.B Point:** Destination
- 13a. **Ordering Address:** Same as Contractor Address
- 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).
14. **Payment address:** Wire Transfer Payments made via
Bank of America
Fed Routing No. 026-009-593
Routing No. For ACH: 011-000-138
100 Federal Street, Boston, MA 02110

15. **Warranty provision:** N/A
16. **Export Packing Charges (if applicable):** N/A
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** N/A
18. **Terms and conditions of rental, maintenance, and repair (if applicable):**
N/A
19. **Terms and conditions of installation (if applicable):** N/A
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a. **Terms and conditions for any other services (if applicable):** N/A
21. **List of service and distribution points (if applicable):** N/A
22. **List of participating dealers (if applicable):** N/A
23. **Preventive maintenance (if applicable):** N/A
- 24a. **Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** N/A
- 24b. **Section 508 compliance:** N/A
25. **Data Universal Numbering System (DUNS) number:** 06-6606237
26. **Notification regarding registration in System for Award Management (SAM) database:** Bain is registered in SAM and the registration is current.
27. **Service Contract Act:** The Service Contract Act (SCA) is applicable to this contract as it applies to the entire Professional Services Schedule (PSS) Schedule and all services provided. While no specific labor categories have been identified as being subject to 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.

Services and Pricing Information

Team Information

All of our teams would have proven experience and would provide consulting services in the following functional areas: facilitation, advanced analysis, modeling, strategy development, project management, methodology development and deployment, process improvement, process re-engineering and/or organizational effectiveness and decision-making effectiveness, depending on what activities are required for the engagement. Teams receive project support from other Bain resources as needed, including research, intellectual capital, and other support services.

The specific nature and extent of services provided by each team is determined based on the needs of the buyer agency and defined in a statement of work.

While the experience and services provided by each team are similar, the difference in team size results in a different scope of services deliverable during a week of service.

Labor Category Descriptions

Partners have at least 11 years of work experience, with an average of 15 or more years, and have specific expertise in 2 or more functional and/or industry areas. In a small number of instances, partners may have fewer than 11 years of experience due to their exceptional capabilities. All teams include oversight by a partner with 5 or more years of experience directly leading client engagements. All partners have graduate degrees (Masters or PhDs) or the equivalent work experience.

Managers have 5 or more years of work experience and at least 3 years of consulting experience. The average manager has at least 6 years of experience. They have at least 1 or more years of experience leading teams and/or teamlets (at least 3 people). All Managers have graduate degrees or the equivalent work experience.

Consultants have 2 or more years of work experience, and the average consultant has at least 3 years of work experience. All consultants have graduate degrees or the equivalent experience.

Associate consultants have 0-3 years of work experience. In teams with multiple associate consultants, we would ensure that at least one associate consultant would have at a minimum 1 year of work experience. All associate consultants have an undergraduate college degree.

Service Pricing

Service	GSA Awarded Rate
Team A: Team A is comprised of a 50% allocation of a manager and three other members of our consulting staff. The consulting staff are devoted to one client engagement during the billing period. They receive ongoing support and guidance from an operating partner and guidance from other partners and senior leaders. Operating partners and other senior leaders typically	\$ 110,554.16 per week

divide their time between two to three engagements at any one time.	
<p>Team B: Includes a manager and three other members of our consulting staff, all of whom are devoted to one client engagement during the billing period. They receive ongoing guidance and support from an operating partner and additional guidance from other partners and senior leaders. Operating partners and other senior leaders typically divide their time between two to three engagements at any one time.</p>	<p>\$ 130,654.91 per week</p>
<p>Team C: Is a larger version of Team B, comprising one manager and four other members of our consulting staff, all of whom are devoted to one client engagement during the billing period. They receive ongoing guidance and support from an operating partner and additional guidance from other partners and senior leaders. Operating partners and other senior leaders typically divide their time between two to three engagements at any one time.</p>	<p>\$ 160,806.05 per week</p>