



General Services Administration

Federal Supply Service

**AUTHORIZED FEDERAL SUPPLY SCHEDULE
PRICE LIST**

Effective May 1, 2008

Professional Engineering Services (PES)

FSC Group 871

GSA PES Contract Number GS-23F-0009L

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

**Contract Period from October 10, 2000 to October 9, 2010,
including Exercised Option Years**

Professional services under this PES contract provided by:

Areté Associates

P.O. Box 2607
Winnetka, CA 91396-2607
Office: (818) 885-2200
Fax: (818) 885-2210
Web Site: www.arete.com

A Small Business Concern

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>



1. CUSTOMER INFORMATION

Areté Associates, a small business concern, is an advanced science and engineering company that provides innovative solutions to the most challenging technical problems faced by the United States. Our core competencies include:

- First-principles [physical modeling](#) of signatures, environments, and sensors.
- Design of physics-based [algorithms](#) founded on rigorous statistical hypothesis testing for robust tracking, detection, and identification of weak signals in heavy clutter.
- Ruggedized [sensor development](#), including EO sensors for remote sensing, in-situ sensors, and spectroscopic instrumentation for detection of trace gasses.
- Comprehensive [field experiment design, execution, and evaluation](#) for rigorous proof-of-concept demonstrations, measurement programs, and system evaluations in operationally relevant environments.
- ISO-certified [production](#) facilities to deliver operational products to end users.
- [Strategic studies and analysis](#), which link emerging operational requirements to the "art of the possible".

a. Table of Awarded Special Item Numbers (SIN's)

Under the Arété GSA Professional Engineering Services (PES) Schedule, government customers quickly obtain access to Arété's highly qualified science and engineering professionals. Under PES Contract GS-23F-0009L, Arété offers the following four special interest areas, which are more fully described below. Associated hourly pricing is provided in **Paragraph 1b**.

SIN Numbers	Description
871-2, 871-2RC	Concept Development and Requirements Analysis
871-3, 871-3RC	System Design, Engineering, and Integration
871-4, 871-4RC	Test and Evaluation
871-5, 871-5RC	Integrated Logistics Support

❖ **Concept Development and Requirements Analysis (SIN 871-2, 871-2RC)**

Conduct concept studies that evaluate technical approaches and associated costs of general performance specifications for a system, project, mission, or activity. Tasks include:

- Strategy modeling and gaming
- Assessment of future technologies
- Requirements analysis
- Cost and cost-performance trade-off analysis
- Feasibility analysis
- Technology conceptual design

❖ **System Design, Engineering, and Integration (SIN 871-3, 871-3RC)**

Translate system concepts into detailed engineering plans and integrate the plans into a working model. Tasks include:

- Computer-aided design requirements analysis
- Design studies and analysis
- Data analysis and physics based modeling
- Technical tradeoff evaluations and optimization
- High-level, detailed specification preparation

❖ **Test and Evaluation (SIN 871-4, 871-4RC)**

Apply various techniques to demonstrate that the test model performs to the original design specifications. Tasks include:

- Prototype and first article testing
- Environmental testing and independent verification and validation
- Reverse engineering, simulation, and modeling
- System safety and quality assurance
- Reliability modeling and evaluation

❖ **Integrated Logistics Support (SIN 871-5, 871-5RC)**

Plan and detail the design of all logistics support (e.g., material goods, personnel, operational maintenance, and repair) of the system or project. Tasks include:

- Feasibility analysis
- Logistics planning
- Requirements determination
- Policy standards and procedures development
- Long-term maintainability and reliability



b. Pricing

Labor:

Areté will provide professional engineering services under the aforementioned SIN's at the negotiated hourly labor rates provided below for the direct labor categories defined in **Paragraph 1c.** below. Arété offers hourly labor rates presented in the below two scenarios:

**HOURLY RATES ASSOCIATED WITH SERVICES PROVIDED WHILE
RESIDENT AT AN ARÉTÉ LOCATION (ON-SITE RATES)**

The following labor rates apply to on-site services provided by Arété employees who are resident at an Arété facility on a full-time basis.

Rate Effectivity	DIRECT LABOR CATEGORY							
	MTS-0	MTS-1	MTS-2	MTS-3	MTS-4	MTS-5	TS-1	TS-2
Year 6 to 5/31/06	\$256.22	\$189.00	\$153.92	\$118.21	\$95.68	\$73.99	\$74.92	\$62.49
Year 7 to 5/31/07	\$265.96	\$196.18	\$159.76	\$122.70	\$99.31	\$76.80	\$77.77	\$64.87
Year 8 to 5/31/08	\$276.06	\$203.64	\$165.84	\$127.36	\$103.09	\$79.71	\$80.72	\$67.33
Year 9 to 5/31/09	\$286.56	\$211.39	\$172.14	\$132.20	\$107.00	\$82.74	\$83.79	\$69.89
Year 10 to 10/09/10	\$297.45	\$219.42	\$178.68	\$137.22	\$111.07	\$85.89	\$86.97	\$72.55

**HOURLY RATES ASSOCIATED WITH SERVICES PROVIDED WHILE
RESIDENT FULL TIME AT A CUSTOMER'S LOCATION (OFF-SITE RATES)**

The following labor rates apply to off-site services provided by Arété employees who are not resident at an Arété facility but who are providing services on a full-time basis at a customer's location.

Rate Effectivity	DIRECT LABOR CATEGORY							
	MTS-0	MTS-1	MTS-2	MTS-3	MTS-4	MTS-5	TS-1	TS-2
Year 6 to 5/31/06	\$207.28	\$155.09	\$130.10	\$105.26	\$86.07	\$71.34	\$57.40	\$47.97
Year 7 to 5/31/07	\$215.57	\$161.30	\$135.31	\$109.49	\$89.52	\$74.19	\$59.68	\$49.89
Year 8 to 5/31/08	\$224.21	\$167.77	\$140.73	\$113.87	\$93.09	\$77.17	\$62.08	\$51.89
Year 9 to 5/31/09	\$233.18	\$174.46	\$146.37	\$118.44	\$96.82	\$80.25	\$64.56	\$53.95
Year 10 to 10/09/10	\$242.51	\$181.45	\$152.22	\$123.15	\$100.70	\$83.45	\$67.15	\$56.12



Travel:

All travel costs, if necessary, will be determined prior to contract or Task Order commitment, based upon the requirements defined in the associated Statement of Work. Travel costs will comply with current Joint Travel Regulations and will be burdened through G&A, FCCOM, and profit, as mutually agreed upon.

Material, Other Direct Costs, Subcontracts & Consultants:

Any material and other direct costs (ODC), as well as subcontract and consultant costs, if necessary, will be determined prior to contract or Task Order commitment, based upon the requirements defined in the associated Statement of Work. Material, ODC, subcontracts and consultant costs will be burdened through G&A, FCCOM, and profit, as mutually agreed upon.

c. Labor Category Descriptions

Hourly Rates are established for the provision of Professional Engineering Services for the direct labor categories described below. There are two types of categories: Members of the Technical Staff (MTS) and Technical Support (TS).

Members of the Technical Staff

MTS-0 President, Vice Presidents and Arété Fellows

These positions are executive and top level, supervisory, exempt, technical positions. These staff members develop scientific and engineering ideas and expertise that are vital to Arété's continued excellence. Specifically, these individuals are nationally and internationally recognized authorities in a scientific or engineering discipline. In addition, these employees direct and manage all phases of a technical effort at the contract level. Doctoral degree or equivalent with at least twenty years experience is typical.

MTS-1 Corporate Senior Scientists, Senior Department Managers, Directors, Corporate Senior Engineers, Corporate Senior Policy Analysts, Corporate Senior Analysts, Corporate Senior Systems Engineers

These positions are senior level, supervisory, exempt, technical positions. These staff members develop scientific and engineering ideas and expertise that are vital to Arété's continued excellence. Specifically, these individuals are nationally recognized authorities in a scientific or engineering discipline; exhibit an exceptional degree of ingenuity, creativity and resourcefulness; apply and/or develop highly advanced technologies, principles, theories and concepts; represent the company as primary internal contact for others working on related project areas; and approve all direct charges on contracts under his/her control. Doctoral degree or equivalent with at least fifteen years experience is typical.

MTS-2 Department Managers, Deputy Department Managers, Senior Scientists, Senior Engineers, Senior Systems Engineers, Senior Policy Analysts, Senior Analysts

These positions are senior level, supervisory, exempt, technical positions. These staff members work without appreciable direction; organize and direct overall technical effort on one or more contracts, establish budgets, conduct briefings, maintain quality of the technical output and program performance. Doctoral degree in a physical science, engineering or equivalent with at least ten to twelve years experience is typical.

MTS-3 Section Managers, Staff Scientists, Staff Engineers, Staff Systems Analysts, Staff Policy Analysts, Staff Analysts, Facility Security Officers

These positions are mid-level, supervisory, exempt, technical management positions. These staff members have technical training in some field of physical science, engineering, computer science, or military science and are responsible for directing technical efforts at the project level. Bachelor degree, Master degree or equivalent with eight to twelve years experience is typical. The Facility Security Officers are responsible for managing the National Industrial Security Program (NISP) for their respective locations, in support of the technical effort, if required, and for completing security training as deemed appropriate by their cognizant security agency. Bachelor degree, or equivalent, with ten years experience, is typical.

MTS-4 Members of the Research Staff, Senior Engineering Analysts, Senior System Analysts, Senior Computer Systems Analysts

These positions are mid-level, supervisory, exempt, technical positions. These staff members develop solutions to complex problems and requirements, which require the regular use of ingenuity and creativity; assist Department or Section Managers associated with managing at the task level. Master degree or equivalent with four to seven years experience is typical.

MTS-5 Research Analysts, Engineering Analysts, Systems Analysts, Computer Systems Analysts

These positions are entry-level, non-supervisory, exempt, technical positions. These staff members provide solutions to a variety of problems, apply existing programs and analysis procedures; may develop new programs and analysis procedures. Bachelor or Master degree, or equivalent, with less than four years experience is typical.



Technical Support Staff

TS-1 Secretary 1, Managers of Computer Operations, Program Control Analysts, Special Security Officers

These positions include non-supervisory, exempt, secretarial positions and supervisory, exempt security and administrative positions. Secretarial positions require a high school diploma and experience equivalent to two years of college and five years experience in the technical field. Typing and computer skills required. Typically, the security officers are expected to hold a Bachelor degree, or equivalent, and have five years experience in industrial security.

TS-2 Secretary 2, Senior Computer Operators, Data Technicians, Technical Illustrators, Illustrative Photographers, Computer Operators, PC Network Coordinators, Security Assistants, Security Clerks

These positions are non-supervisory, non-exempt, secretarial, administrative and computer support positions. A high school diploma and typing and computer skills is typical.

Technical Support Staff

TS-1 Secretary 1, Managers of Computer Operations, Program Control Analysts, Special Security Officers

These positions include non-supervisory, exempt, secretarial positions and supervisory, exempt security and administrative positions. Secretarial positions require a high school diploma and experience equivalent to two years of college and five years experience in the technical field. Typing and computer skills required. Typically, the security officers are expected to hold a Bachelor degree, or equivalent, and have five years experience in industrial security.

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These positions are non-supervisory, non-exempt, secretarial, administrative and computer support positions. A high school diploma and typing and computer skills is typical.

- 2. **Maximum Order** \$750,000.00
- 3. **Minimum Order** \$100.00
- 4. **Geographic Coverage** United States



- 5. Points of Production** Northridge, Los Angeles County, CA
Arlington, Arlington County, VA
Chantilly, Fairfax County, VA
(in June 2008)
Tucson, Pima County, AZ
Niceville, Okaloosa County, FL
Longmont, Boulder County, CO
Santa Rosa, Sonoma County, CA
- 6. Discount from List Prices** Prices shown are net
- 7. Quantity Discounts** No other discounts provided
- 8. Prompt Payment Terms** None
- 9. Government Purchase Cards** Accepted below the micro-purchase threshold only, unless specifically required in the Task Order
- 10. Foreign Items** None, unless identified in the Task Order
- 11a. Time of Delivery** As stated in the Task Order
- 11b. Expedited Delivery** As stated in the Task Order, if required
- 11c. Overnight & 2-day Delivery** As stated in the Task Order, if required
- 11d. Urgent Requirements** As stated in the Task Order, if required
- 12. FOB Point** Destination, unless otherwise stated in the Task Order
- 13a. Ordering Address** Arété Associates
P.O. Box 2607
Winnetka, CA 91396-2607
Office: (818) 885-2200
Fax: (818) 885-2210
- 13b. Ordering Procedures** For services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage at: fss.gsa.gov/schedules
- 14. Payment Address** Arété Associates
P.O. Box 2607
Winnetka, CA 91396-2607
Office: (818) 885-2200
Fax: (818) 885-2214



15. <u>Warranty Provision</u>	Not Applicable
16. <u>Export Packing Charges</u>	As stated in the Task Order, if required
17. <u>Terms and Conditions of Government Purchase Card</u>	Applicable below micro-purchase level threshold
18. <u>Terms and Conditions of Rental, Maintenance & Repair</u>	As stated in the Task Order, if required
19. <u>Terms and Conditions of Installation</u>	As stated in the Task Order, if required
20. <u>Terms and Conditions of Repair Parts</u>	As stated in the Task Order, if required
20a. <u>Terms and Conditions of for Other Services</u>	Not Applicable
21. <u>Service and Distribution Points</u>	Not Applicable
22. <u>List of Participating Dealers</u>	Not Applicable
23. <u>Preventative Maintenance</u>	Not Applicable
24a. <u>Environmental Attributes</u>	Not Applicable
24b. <u>Section 508 Compliance</u>	Not Applicable
25. <u>DUNS Number</u>	082191198
26. <u>CCR Registration</u>	Current