

CONTRACT #: GS-23F-0197M, SIN: 520-1
CONTRACT PERIOD: MAY 23, 2007 – MAY 22, 2012



GENERAL SERVICES ADMINISTRATION
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST
WORLDWIDE FEDERAL SUPPLY SCHEDULE CONTRACT FOR:

mba | morten beyer & agnew

AVIATION CONSULTING FIRM

2101 wilson boulevard | suite 1001 | arlington, virginia 22201
phone: 1 703 276 3200 | fax: 1 703 276 3201
WWW.MBA.AERO

Contract Number: GS-23F-0197M

Special Item Number (SIN): 520-1 Program Financial Advisors Services - Assist agencies on cross-cutting issues, asset marketability, program development, trust or other monetary fund management/benefit administration, equity monitoring, originations, and addresses any other considerations regarding the acquisition, management and/or resolution of an asset.

Contract Period: May 23, 2007 – May 22, 2012, with two 5-year option periods.

Contractor's name: Morten Beyer & Agnew, Inc.

Business size: Small

On-line access to contract information, term 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 <http://www.gsaadvantage.gov>.

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

Prices listed herein are net deducted.



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It is anticipated that several Federal Executive Departments have a need for specialized air transportation expertise to meet their asset management and safety responsibilities associated with their air transportation programs. As a Small Business, Morten Beyer & Agnew (MBA) can provide aviation specific support and financial advisor services directly to the government, or as a sub-contractor for federal financial advisors, on major programs under GSA's Federal Supply Schedule for Financial and Business Solutions (SIN 520-1).

MBA has the corporate experience and staff of aviation experts to provide agencies with specialized air transportation expertise to assist in completing loan guarantees, technical and cost analysis, safety due diligence, and special studies to support policy actions related to air transportation assets and industry. For safety related portions of our tasking, MBA aviation safety personnel possess FAA licenses, ISO 9000 auditing qualifications, and the skills to audit compliance with Federal and International regulatory and certificate standards. Overall, MBA brings all the necessary and relevant experience to ensure complete success by combining a balanced set of backgrounds including government/regulatory, airline, financial and technical, as well as a track record of successful federal projects related to the aviation industry.

Financial Advisory Services

Specifically, MBA can confirm the condition, compliance status, history, and value of aviation related assets including Transport Category Aircraft, Business Class Aircraft, helicopters, public aircraft, military aircraft, engines, avionics, spare parts, routes, hubs, and other related tangible and intangible assets. Our intention is to provide a wide-range of services, allowing our clients to obtain complete aviation asset history information along with information on industry practices and preferences with which to make policy decisions. MBA can deploy teams world wide, making the information available to the agency command center on a real time basis via Internet communications.

Support Services (Air Transportation Related)

MBA is prepared to provide agencies with comprehensive safety compliance assessments or special studies to assist agencies in developing policies or in gaining industry support for proposed agency actions. Based on our historical database of trends and comprehensive data and our experience in analyzing the effect of various future scenarios, we will provide agencies with the future value of aviation assets.

We can provide staff support services tailored to the aviation financial advisory needs of the following departments: Department of Agriculture; Department of Commerce; Department of Defense; Department of Energy; Department of Health and Human Services; Department of Justice; Department of State; Department of the Interior; Department of the Treasury; Department of Transportation; Department of Veterans' Affairs; Environmental Protection Agency; Export-Import Bank, Federal Aviation Administration; Federal Emergency Management Agency; General Services Administration; National Aeronautics and Space Administration; National Transportation Safety Board; and the Tennessee Valley Authority.

CUSTOMER INFORMATION:

- 1a. **Special Item Number:** SIN 520-1, Program Financial Advisors Services. Assist agencies on cross-cutting issues, asset marketability, program development, trust or other monetary fund management/benefit administration, equity monitoring, originations, and addresses any other considerations regarding the acquisition, management and/or resolution of an asset.
- 1b. **Identification of the lowest priced model number and lowest unit price for that model for each special item number:** N/A
- 1c. **Hourly rates, description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees subcontractors who will perform services:**

Category	Experience or other requirements for qualification
Principals/Partners	25 years of industry experience, with a broad base of knowledge in several major areas of the industry. An advanced degree or appropriate experience. Has provided expert testimony or support in client projects. Has lead major project efforts either as a consultant or a senior government or airline officer.
Executive VP/ Senior VP/ Chief	20 years of industry experience, with a broad base of knowledge in several major areas of the industry. An advanced degree or appropriate experience. Has lead significant project work for clients, large-scale government or airlines. Knowledge in at least three major areas of industry.
Managing Director/ VP/ Senior Associate	20 years experience, with significant experience in at least one aviation or industry related area. Holds a college degree or has 15 years of equivalent experience. Has led several medium sized efforts for clients, government entities or airlines. Can provide specialized project leadership as part of a major project effort.
Director / Associate	10 years experience in industry or related technical or managerial support. Holds a college degree or 7 years of industry technical experience. Has been a part of several major projects, and is capable of leading small to medium size team efforts.
Manager/ Associate	College degree in appropriate area of expertise or 5 years of industry experience. Has exhibited managerial expertise in area of aviation. Has two years of analyst experience or equivalent. Has provided support to medium projects and lead several small projects.
Analyst	College degree in appropriate area. Can be a support to projects by providing technical or managerial or financial expertise.
Administrative	Some college or technical school education. Capable of providing accounting, administrative or general office support.

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GSA HOURLY RATES

Category	05/23/2007 – 05/22/2008	05/23/2008 – 05/22/2009	05/23/2009 – 05/22/2010	05/23/2010 – 05/22/2011	05/23/2011 – 05/22/2012
Principals/Partners	\$359.05	\$369.83	\$380.92	\$392.35	\$404.12
Executive VP/Senior VP/Chief	\$257.87	\$265.61	\$273.58	\$281.78	\$290.24
Managing Director/VP/ Senior Associate	\$171.14	\$176.28	\$181.57	\$187.01	\$192.62
Director/Associate	\$113.32	\$116.72	\$120.23	\$123.83	\$127.55
Manager/Associate	\$85.57	\$88.14	\$90.78	\$93.51	\$96.31
Analyst	\$56.66	\$58.36	\$60.11	\$61.92	\$63.77
Administrative	\$42.21	\$43.47	\$44.78	\$46.12	\$47.51

2. **Maximum Order:** \$1,000,000
3. **Minimum Order:** \$300
4. **Geographic coverage (delivery area):** Worldwide
5. **Point of Production:** 2101 Wilson Boulevard, Suite 1001, Arlington, VA 22201, unless services are provided on-site, as contracted.
6. **Discount from list prices or statement of net price:** Discounts have been applied to the prices listed in the price list.
7. **Quantity discounts:** Not Applicable
8. **Prompt payment terms:** Net 30.
- 9a. **Notification that Government purchase cards are accepted at or below the micro-purchase threshold:** Government Cards are accepted at or below the micro-purchase threshold.
- 9b. **Notification that Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Government Cards are accepted above the micro-purchase threshold.
10. **Foreign items:** Not Applicable.
- 11a. **Time of Delivery:** Not Applicable.
- 11b. **Expedited Delivery:** Not Applicable.
- 11c. **Overnight and 2-day delivery:** Not Applicable.
- 11d. **Urgent Requirements:** Not Applicable.



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12. **F.O.B point(s):** Destination.
- 13a. **Ordering address:** Morten Beyer & Agnew, 2101 Wilson Boulevard, Suite 1001, Arlington, Virginia 22201.
- 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 homepage (<http://gsa.gov/schedules>).
14. **Payment address:** 2101 Wilson Boulevard, Suite 1001, Arlington, Virginia 22201.
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):** Not Applicable.
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 nay discounts from list prices:** Not applicable.
- 20a. **Terms and conditions for any other services:** Not Applicable.
21. **List of service and distribution points:**

Morten Beyer & Agnew
2101 Wilson Boulevard, Suite 1001
Arlington, Virginia 22201 United States
Phone: (703)276-3200, Fax: (703)276-3201
E-Mail: mba@mba.aero
Internet: www.mba.aero
22. **List of participating dealers:** Not applicable.
23. **Preventive maintenance:** Not applicable.
- 24a. **Special attributes such as environmental attributes:** Not applicable.
- 24b. **Section 508 compliance information:** Not applicable.
25. **Data Universal Number System (DUNS) Number:** 79-066-6747
26. **Notification regarding registration in Central Contracting Registration (CCR) database:** Active in CCR; Registration renewed in December of each year.