

# GENERAL SERVICES ADMINISTRATION

## Federal Supply 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: [www.GSAAdvantage.gov](http://www.GSAAdvantage.gov).*

### Schedule Title: Financial and Business Solutions

**FSC Group: 520**

**Contract Number: GS-23F-0259S**

*For more information on ordering from Federal Supply Schedules click on the FSS Schedules at [fss.gsa.gov](http://fss.gsa.gov).*

**Contract Period: August 21, 2006 to August 20, 2016**

**Contractor Name: CONSAD Research Corporation**

211 North Whitfield Street, Suite 660

Pittsburgh, PA 15206

Phone: 412-363-5500

Web site: [www.consad.com](http://www.consad.com)

**Contact for Contract Administration: Joshua Clark, General Manager**

**Business size: Small Business**

## CUSTOMER INFORMATION

### 1a. Special Item Numbers Awarded: 520-13 Complementary Financial Management Services

CONSAD is pleased to offer complementary financial management services to prospective customers. At present, CONSAD's primary focus is on providing the following:

- Performance of cost-benefit or other special financial analyses
- Assistance with the requirements of the Government Performance & Results Act
- Assistance with devising and implementing performance measures and related processes and systems
- Performance of economic and regulatory analyses
  - Develop methods for analyzing costs, benefits, and impacts of regulations and policies
  - Collect data and prepare Information Collection Requests for approval by OMB
  - Conduct exposure and risk analyses
  - Develop, modify, or apply risk characterization models to analyze and evaluate policies, programs, and regulations
- Assistance with quality assurance efforts.

Please review "An Introduction to CONSAD" at the end of this schedule for more information about us, visit our website, and feel free to contact us directly with any questions you might have or to learn about specific projects we have performed.

### 1b. Awarded Pricing Schedule

#### BASE 5-YEAR PERIOD

Year 1	Year 2	Year 3	Year 4	Year 5	
LABOR CATEGORY	8/21/06 - 8/20/07	8/21/07 - 8/20/08	8/21/08 - 8/20/09	8/21/09 - 8/20/10	8/21/10 - 8/20/11
Project Director	\$165.28	\$170.24	\$175.35	\$180.61	\$186.02
Senior Economist	\$165.28	\$170.24	\$175.35	\$180.61	\$186.02
Senior Analyst	\$132.48	\$136.45	\$140.55	\$144.76	\$149.11
Technical Analyst	\$79.72	\$82.11	\$84.57	\$87.11	\$89.73
Analyst	\$68.89	\$70.96	\$73.09	\$75.28	\$77.54
Junior Analyst	\$45.76	\$47.13	\$48.55	\$50.00	\$51.50
Data Entry Clerk	\$36.57	\$37.67	\$38.80	\$39.96	\$41.16

A 3.0 percent yearly escalation factor is in effect for the base 5-year period and will be applied on the anniversary date (each August 21) of this award. Rates at the individual task order level will be determined using the rates in effect at the time the work is performed.

#### FIRST 5-YEAR OPTION PERIOD

Year 6	Year 7	Year 8	Year 9	Year 10	
LABOR CATEGORY	8/21/11 - 8/20/12	8/21/12 - 8/20/13	8/21/13 - 8/20/14	8/21/14 - 8/20/15	8/21/15 - 8/20/16
Project Director	\$194.95	\$198.85	\$202.83	\$206.88	\$211.02
Senior Economist	\$194.95	\$198.85	\$202.83	\$206.88	\$211.02
Senior Analyst	\$153.14	\$156.20	\$159.33	\$162.51	\$165.76

Year 6	Year 7	Year 8	Year 9	Year 10	
LABOR CATEGORY	8/21/11 - 8/20/12	8/21/12 - 8/20/13	8/21/13 - 8/20/14	8/21/14- 8/20/15	8/21/15 – 8/20/16
Technical Analyst	\$100.50	\$102.51	\$104.56	\$106.65	\$108.78
Analyst	\$86.14	\$87.86	\$89.62	\$91.41	\$93.24
Junior Analyst	\$53.60	\$54.67	\$55.77	\$56.88	\$58.02
Data Entry Clerk	\$44.03	\$44.91	\$45.81	\$46.72	\$47.66

A 2.0 percent yearly escalation factor is in effect for the first 5-year option period and will be applied on the anniversary date (each August 21) of this award. Rates at the individual task order level will be determined using the rates in effect at the time the work is performed.

### 1c. Labor Category Descriptions

**Project Director** - Responsible for coordinating and directing personnel with diverse technical skills and backgrounds to ensure the delivery of a high quality product that is both on time and within budget limitations. Also responsible for administrative matters. Key liaison between contractor personnel and the government's technical representative. Requires an advanced degree in economics, business administration, or a related field, in an accredited college or university degree program. Also requires extensive training and six or more years of experience in regulatory planning, policy analysis, and/or financial analysis work.

**Senior Economist** - Responsible for performing work of a technically complex nature in the area of economics or econometric analysis, often directing the work of Analysts and Junior Analysts. Requires a Ph.D. in economics from an accredited college or university degree program, or must have completed all the academic requirements for the Ph.D. except the dissertation. Also requires six or more years of experience performing work as an economist.

**Senior Analyst** - Responsible for performing work of a technically complex nature often directing the work of Analysts and Junior Analysts. Requires a bachelor's degree in an accredited college or university degree program, in a field related to the specific subcategory (for example, economist, regulatory/policy analyst, financial analyst, engineer, health/safety professional, or technical writer). Also requires six or more years of experience performing work identified by the specific subcategory. An advanced degree can substitute for two years of experience.

**Technical Analyst** - Responsible for performing technical work of a moderately complex nature under the direction of a Senior Analyst, requiring the skills and knowledge necessary to proficiently use specialized technical software routinely employed in performing economic and regulatory analysis work [including statistical analysis products such as Statistical Package for the Social Sciences (SPSS) and econometric forecasting models such as Regional Economics Models, Inc. (REMI)]. Requires a bachelor's degree in an accredited college or university degree program, in a field related to the specific subcategory (for example, economist, regulatory/policy analyst, financial analyst, engineer, health/safety professional, or technical writer). Also requires at least one year of experience performing work identified by the specific subcategory.

**Analyst** - Responsible for performing technical work of a moderately complex nature under the direction of a Senior Analyst. Requires a bachelor's degree in an accredited college or university degree program, in a field related to the specific subcategory (for example, economist, regulatory/policy analyst, financial analyst, engineer, health/safety professional, or technical writer). Also requires at least one year of experience performing work identified by the specific subcategory.

**Junior Analyst** - Responsible for performing information collection, analysis, and interpretation of data under the direction of an Analyst or Senior Analyst. Requires a bachelor's degree in an accredited college or university degree program. Also requires demonstrated capabilities in research or technical writing skills.

**Data Entry Clerk** - Responsible for performing data collection and entry under the direction of a Senior Analyst or Analyst. Requires an associate degree in an accredited community college, college, or university degree program. At least six months of experience can substitute for the associate degree requirement.

2. **Maximum order:** \$1,000,000.00.
3. **Minimum order:** \$300.00.
4. **Geographic coverage (delivery area):** Domestic and overseas delivery.
5. **Point of production (city, county, and state or foreign country):** Pittsburgh, Allegheny County, Pennsylvania.
6. **Discount from list prices or statement of net price:** The list prices presented above already include discounts. Any additional discounts will be considered at the individual task order level.
7. **Quantity discounts:** The list prices presented above already include discounts. Any additional quantity discounts will be considered at the individual task order level.
8. **Prompt payment terms:** Net 30 days.
- 9a. **Notification that Government purchase cards are accepted at or below the micro-purchase threshold:** Yes.
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Yes.
10. **Foreign items:** Not Applicable
- 11a. **Time of delivery:** To be negotiated at the individual task order level.
- 11b. **Expedited delivery:** Items available for expedited delivery are noted in this price list. Expedited delivery, at the list prices specified above, can be negotiated at the individual task order level.
- 11c. **Overnight and 2-day delivery:** Both are available and will be negotiated at the individual task order level.
- 11d. **Urgent requirements:** Pursuant to contract clause I-FSS-140-B, agencies can contact the contact for contract administration to obtain faster delivery. These requests will be considered at the individual task order level.
12. **F.O.B. point(s):** Destination.
- 13a. **Ordering address:**  
CONSAD Research Corporation  
211 North Whitfield Street, Suite 660  
Pittsburgh, PA 15206
- 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 ([www.fss.gsa.gov/schedules](http://www.fss.gsa.gov/schedules)).
14. **Payment address:**  
CONSAD Research Corporation  
211 North Whitfield Street, Suite 660  
Pittsburgh, PA 15206

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):** No other conditions apply.
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:** 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. **Preventative maintenance:** Not Applicable
- 24a. **Special attributes such as environmental attributes:** Not Applicable
- 24b. **Electronic and Information Technology (EIT) supplies and services:** Not Applicable
25. **Data Universal Number System (DUNS) number:** 065630949
26. **Notification regarding registration in the System for Award Management (SAM) database, formerly the Central Contractor Registration (CCR) database:** Registered (a current registration is continuously maintained).

# *An Introduction to CONSAD Research Corporation*

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## **CONSAD Corporate Capability**

Since 1963, CONSAD has provided public and private sector clients with comprehensive and innovative analysis of public policy, business, and economic issues. CONSAD's diverse team of analysts combines their extensive experience and traditional analytic approaches with the most advanced concepts and tools to perform each research project. CONSAD continues to excel at producing and communicating research answers that successfully affect political and social change. It is by adhering to uncompromising standards of excellence that CONSAD maintains its leadership in the dynamic world of public policy research.

CONSAD has over 50 years of experience in the development and application of wide-ranging business and economic planning approaches, benefit-cost techniques, economic impact analysis, regulatory and technological feasibility analyses, environmental economics, engineering economics, industry studies, simulation and optimization models and methods, primary (including survey design) and secondary data collection techniques, data base design and management, statistical analyses, computer applications, effective report writing, graphic presentations, and practical approaches to project management and operations.

CONSAD's most important asset is its reputation for excellence. Characteristics that best distinguish CONSAD and its highly experienced professional staff include:

- The ability to quickly master the necessary details of specific business, economic, and technical systems so that a wide range of problem-solving approaches can be defined and assessed.
- The ability to identify and select alternative research approaches which best reflect and respond to client requirements and goals.
- The facility to manage and implement both multi-perspective and multidisciplinary approaches, understanding that technical/analytical, organizational/societal, and personal/group perspectives call for the appropriate application of both quantitative and qualitative social science techniques, as well as their proper integration and presentation.

The expertise of CONSAD's outstanding team of analysts include micro- and macro-economics, business administration and planning, industry analysis, market research, engineering economics, behavioral science, simulation and optimization modeling, mathematics and statistics, and a wide range of computer applications. In this age of specialization, CONSAD has effectively woven together these diverse disciplines to successfully address a broad range of complex issues, to design innovative and intelligent methods for examining ideas, policies, and programs, and to develop effective strategies and plans for meeting client objectives.

CONSAD's professional staff, augmented as needed with expert consultants, examines the choices confronting public and private decision makers and provides them with a complete base of information and ideas to facilitate informed decision making. Indeed, CONSAD brings more than four decades of meaningful corporate and personal experience in recognizing the need and applying the know-how to:

- Avoid technical biases — in the selection of approaches and methods — which could both pre-judge the "answer" or unduly restrict a broad search for innovative solutions.
- Become knowledgeable of the entire spectrum of a client's needs so that he/she is continually aware of tradeoffs among techniques, costs, and objectives.
- Be sensitive to and aware of the client's institutional and organizational needs and objectives, as well as a project's specific technical requirements.

CONSAD has successfully completed a wide variety of analyses and modeling efforts, field surveys and industry studies, evaluations and assessments, and technical assistance and training programs, which include the following:

- Economic and regulatory impact analysis,
- Economic forecasting,
- Economic and cost scenario modeling,
- Business planning, outreach, and communication,
- Policy analysis,
- Cost-effectiveness and benefit-cost analysis,
- Life-cycle analysis,
- Risk assessment,
- Technology assessment, and
- Simulation and optimization modeling.

CONSAD delivers its services, as is mutually deemed most desirable by the client and CONSAD, as either: (a) technical assistance to improve specific aspects of a client's program and its operations, and/or (b) a specific product (for example, a report, manual, system, data set, or trained staff), including the design and implementation of the process for product updating and maintenance.

CONSAD keeps pace with the need to analyze increasingly complex problems in the public and private sectors through the development of innovative tools, techniques, and data bases designed to help decision-makers take more informed, and presumably better, actions. CONSAD, in fact, specializes where these following elements characterize the problem:

- Manipulation of large data sets, collected at every level of government, as well as from the private sector.
- Creative use of computers in the collection, retrieval, processing, and display of primary and secondary data.
- Use of creative methods for analyzing data, including economic, simulation, optimization, and input-output modeling.
- Development of systematic methods for analyzing immediate, intermediate, and ultimate sets of goals and objectives for public and private programs.
- Need for novel management techniques and systems for examining, exploring, and selecting the preferred options from sets of alternative means to achieve given objectives.

### **CONSAD's Client List**

CONSAD's public sector clients have included the following federal government agencies:

Agency for Health Care Policy and Research  
Appalachian Regional Commission  
Department of Commerce, National Institute of Standards and Technology  
Department of Defense  
Department of Energy  
Department of Health and Human Services  
Department of Housing and Urban Development  
Department of the Interior

Department of Justice  
Department of Labor, Employment Standards Administration (ESA)  
Department of Labor, Occupational Safety and Health Administration (OSHA)  
Environmental Protection Agency  
National Science Foundation  
Small Business Administration (SBA)  
U.S. Postal Service

In addition, CONSAD has also performed numerous studies for state and local government and quasi-government agencies, as well as foreign governments, including:

Allegheny County, PA Area Agency on Aging  
Allegheny County, PA Department of Planning  
Allegheny County, PA Office of the County Manager  
Beaver County, PA Department of Planning  
Government of Bermuda, Ministry of Finance  
Pennsylvania Commission on Crime and Delinquency

Pennsylvania Department of Commerce  
Pennsylvania Department of Environmental Protection  
Southwestern Pennsylvania Commission (formerly Southwestern Pennsylvania Regional Planning Commission)

CONSAD's private sector clients have included trade associations, foundations, and corporations, such as:

Alcoa  
Allegheny Institute for Public Policy  
American Harness Tracks LLC  
American Iron and Steel Institute (AISI)  
Bermuda Center for Economic and Financial Development  
Brimmer and Company  
The Business Roundtable  
Clean Air Working Group (CAWG)  
Concurrent Technologies Corporation  
CVS  
Edison Electric Institute  
Family Research Council  
Food Marketing Institute  
Friends Against Counterproductive Taxation (FACT)  
Global Climate Coalition  
Heinz Family Philanthropies  
Health Insurance Association of America  
Jewish Healthcare Foundation  
March of Dimes Foundation

McDonnell Douglas (now a part of Boeing)  
Mellon Bank  
MTR Race Track and Gaming Resort  
National Association of Manufacturers  
National Coal Association  
National Coalition to Protect Family Leave (NCPFL)  
The National Federation of Independent Business (NFIB) Foundation  
The Partnership on Health Care and Employment  
Pennsylvania Power and Light  
Pittsburgh Foundation  
PPG Industries, Incorporated  
Stand Up for Steel Working Group  
Trans-Allegheny Interstate Line Company (TrAILCo)  
TRW Energy Systems  
USX Corporation  
University of Pittsburgh Medical Center  
Urban Land Institute  
Walgreen Company  
Women's Institute for a Secure Retirement (WISER)

### ***CONSAD's Interaction with the Client***

At the initiation of each task order, and throughout the duration of the study, CONSAD will closely collaborate with all key stakeholders, including government policy decision-makers, regulatory analysts, and economists, as well as affected private sector organizations (if appropriate). This process will ensure that the problem assessment and identification of the public policy or regulatory initiative being addressed is both sensitive to federal policy concerns, as well as responsive to the current views on issues of importance to the private sector. Further, CONSAD's services will be delivered so that the key government policy analysts and decision-makers, regulatory analysts, and economists are well informed and involved at all critical steps in the development of the information, products, and computer-aided tools (including models and spreadsheets) needed to effectively and efficiently examine the alternative public policy and regulatory options. This involvement will ensure that federal agencies have the underlying knowledge and analytical tools to choose the public policy or regulatory options that best achieve, based on the defined selection criteria, their stated goals and objectives. As a result, federal agencies will be able to perform their responsibilities in a timelier manner, with improved quality and greater productivity, thereby improving their mission performance.

CONSAD's long relationship in providing policy and regulatory analysis support services to the federal government, as well as to trade associations and other private clients (as evidenced by the extensive client list

presented above), enables us to provide these services in the most cost-effective, efficient, and professional manner.

**For More Information**

This Federal Supply Schedule Price List and the *“Introduction to CONSAD”* have provided a brief overview of our company and the services we can offer under this Financial and Business Solutions (FABS) schedule 520-13 Complementary Financial Management Services. For additional information about CONSAD and its professional staff, and to discuss a specific need that your agency has, please contact:

Joshua Clark, General Manager at 412-363-5500, extension 205 or by email at [jclark@consad.com](mailto:jclark@consad.com).