



MANAGEMENT ANALYSIS, INCORPORATED

CONSULTING AND PRIVATIZATION SUPPORT SERVICES

SIN 874-1: Consulting Services

SIN 874-1RC: Consulting Services

SIN 874-6: Privatization Support Services

SIN 874-6RC: Privatization Support Services

MAI has provided quality, client-sensitive, technical, administrative and management consulting services to business and government for over 30 years. Our clients include a full range of federal, state and local government agencies, as well as national and international private sector firms of all sizes. We provide solutions that are both innovative and practical by applying management, engineering and scientific techniques which are designed to provide quantifiable results.

***MAI's services include:***

MANAGEMENT CONSULTING: Organizational Analysis and Development; Staffing Analysis and Design; Organizational Growth/Downsizing Analysis; Position Classification and Analysis; Performance Measurement; Performance-based Budgeting; Total Quality Management (TQM); Policy and Regulation Analysis/Development; Business Process Re-engineering; ICOM Definition (IDEF) Process Modeling.

COMPETITIVE SOURCING AND PRIVATIZATION ANALYSIS: Federal vs. Private Sector Performance Cost Comparisons (OMB Circular A-76 or Competitive Sourcing); Federal vs. State and Local Government Performance (Devolution); International Privatization Studies; Privatization Planning; Contractible Function Analysis; State and Local Privatization Program Support. Public-Private Partnership Analysis and Support.

COST AND ECONOMIC ANALYSIS: Activity-based Costing; Cost-Benefit Analysis; Force Costing Modeling; Government vs. Contractor Cost Comparisons; Economic Analysis of ADP and Weapons Systems; Should-Cost Analysis; Logistics and Transportation Cost Support; Development of Cost Databases, Cost Estimating Relationships, and Cost Models; Budget Planning and Analysis.

PROCUREMENT/ACQUISITION SUPPORT: Performance Work Statement Development; Contract and Specification Development for Supplies, Services, and Construction; Independent Government Estimates; Acquisition Planning; Source Selection Plan Development; Source Selection Board Support; Pre-Award/Appeal Support; Milestone Decision Review (MDR) Preparation; Material Change Analysis; Integrated Program Summaries; TEMP, ILS, Fielding, and Program Funding Plans.

INDUSTRIAL ENGINEERING: Industrial Engineering Analysis, Development and Implementation of Engineered Standards; Quality Assurance Plan Development; Facility Layout Analysis and Design; Preventative Maintenance Program Development; Automated Maintenance Management System Design, Development, and Implementation; Long-Range Facilities Maintenance Planning.

PRODUCTIVITY IMPROVEMENT: Efficiency and Effectiveness Reviews; Operations and Analysis; Workload and Workflow Analysis; Operating Procedures Analysis and Design; Productivity Measurement Systems Design, Implementation, and Facilitation; Incentive Plan Design and Implementation; Staffing Requirement and Model Development.

LOGISTICS SUPPORT: Wholesale/Retail Level Logistics Operations and Systems Evaluation; Transportation Systems Analysis and Evaluation; Program Analysis and Project Scheduling; Integrated Logistics/Financial Systems Analysis; Budgetary and Financial Systems Automation; Contingency Contracting Support.

INFORMATION TECHNOLOGY (IT) ANALYSIS: IT Requirements and Feasibility Studies; IT Cost Estimating/Benefits Analysis; IT Specifications and Interface Analysis; Manual and Documentation Development.

## **HOW TO ORDER MOBIS SERVICES**

1. Federal agency starts by identifying requirements.
2. Federal agency calls MAI to review its requirements.
3. Federal agency and MAI develop a Statement of Work based on requirements. The Statement of Work will include:
  - a. Work Scope
  - b. Work Deliverables
  - c. Period of Performance
  - d. Estimated Resource Requirements
  - e. Justification Criteria
  - f. Unique Requirements (i.e., Security Clearances, Certifications)
4. Federal agency establishes funding requirements based on SOW.
5. Federal agency contracting authority awards MAI a Firm Fixed Price or Fixed Price Level of Effort delivery order.
6. MAI's Ordering Address and Payment Information:

For mailed orders, the postal address where orders should be mailed is as follows:

Arthur L. Smith  
President  
Management Analysis, Incorporated (MAI)  
2070 Chain Bridge Road, Suite 550  
Vienna, VA 22182

The representative for orders by facsimile transmission is as follows:

Arthur L. Smith  
President  
Fax: (703) 506-0470

The representative for orders by email transmission is as follows:

Arthur L. Smith  
President  
Email: [asmith@mainet.com](mailto:asmith@mainet.com)

The contract administration contact is:

Karen Mason  
Phone: (703) 506-0505  
Fax: (703) 506-0470  
Email: [kmason@mainet.com](mailto:kmason@mainet.com)

To make payment arrangements, please contact:

Arthur L. Smith

President

Phone: (703) 506-0505

Fax: (703) 748-3203

Email: [asmith@mainet.com](mailto:asmith@mainet.com)

Please note:

Government Commercial Credit Card accepted by MAI

Minimum Order: \$300

Maximum Order: \$1,000,000

Payment Terms: Net 30 days

MANAGEMENT ANALYSIS, INCORPORATED  
 GSA SCHEDULE RATES  
 GS-23F-8056H

LABOR CATEGORY	10/01/07- 09/30/08	10/01/08- 09/30/09	10/01/09- 09/30/10	10/01/10- 09/30/11	10/01/11- 09/30/12	10/01/12- 09/30/13	10/01/13- 09/30/14	10/01/14- 09/30/15	10/01/15- 09/30/16	10/01/16- 09/30/17
Principal	\$144.25	\$147.86	\$151.56	\$155.35	\$159.23	\$163.21	\$167.29	\$171.47	\$175.76	\$180.15
Sr Mgmt Consultant	\$128.54	\$131.75	\$135.04	\$138.42	\$141.88	\$145.43	\$149.07	\$152.80	\$156.62	\$160.54
Senior Consultant	\$114.13	\$116.98	\$119.90	\$122.90	\$125.97	\$129.12	\$132.35	\$135.66	\$139.05	\$142.53
Consultant	\$94.39	\$96.75	\$99.17	\$101.65	\$104.19	\$106.79	\$109.46	\$112.20	\$115.01	\$117.89
Associate Consultant	\$69.18	\$70.91	\$72.68	\$74.50	\$76.36	\$78.27	\$80.23	\$82.24	\$84.30	\$86.41
Associate	\$55.74	\$57.13	\$58.56	\$60.02	\$61.52	\$63.06	\$64.64	\$66.26	\$67.92	\$69.62
Executive Consultant	\$200.15	\$205.15	\$210.28	\$215.54	\$220.93	\$226.45	\$232.11	\$237.91	\$243.86	\$249.96

## LABOR CATEGORIES

The following are Labor Categories  
for services performed under the MAI MOBIS GSA SCHEDULE

SIN 874-1: Consulting Services

SIN 874-6: Privatization Support Services

**Principal.** Minimum 20 years federal consulting experience, 10 years management of relevant studies, and a graduate degree in relevant discipline. Provides corporate-level project oversight, and project management of large, complex projects. Provides high-level technical expertise and executive briefings and training.

**Senior Management Consultant.** Minimum 20 years relevant professional experience, five years management of relevant study types and a graduate degree in a relevant discipline. Provides expert guidance on study-related policy and procedural issues. Acts as a Project Manager or as a Team Lead reporting to a Principal and is responsible for a specific study area on large, complex projects. Directs and performs data collection, analysis, and report preparation.

**Senior Consultant.** Minimum eight years relevant professional experience, five years performance of relevant study types and a college degree in a relevant discipline. Acts as a Project Manager or as a Team Lead reporting to a Principal and is responsible for a specific study area on large, complex projects. Directs and performs data collection, analysis, and report preparation.

**Consultant.\*** Minimum five years relevant professional experience, at least three of them in the conduct of relevant study types, and a college degree in a relevant discipline. Will have specific experience in the study area assigned. Performs data collection, analysis, and report preparation as a member of a study team, under the direction of a Principal, Senior Management Consultant, or Senior Consultant.

**Associate Consultant.\*** Minimum three years relevant professional experience, at least two of them in the conduct of relevant study types, and a college degree in a relevant discipline. Will have specific experience in the study area assigned. Performs data collection, analysis, and report preparation as a member of a study team, under the direction of a more senior team member.

**Associate.\*** College degree in a relevant discipline and up to two years of professional experience in the conduct of relevant study types. Performs study support activities such as database development data entry and sorting, and work sampling, under the close direction of a more senior study team member.

**Executive Consultant.** Minimum ten years relevant professional experience, graduate degree in a relevant discipline. Provide high-level technical expertise in a given discipline, such as Information Technology, when high-level, study-specific expertise is required. Provides input on state-of-the-art, and industry benchmarks and practices.

\*For labor categories marked with an asterisk, an additional five years of relevant study experience may be substituted for the Bachelor's Degree.