

General Services Administration Federal Supply Service



Authorized Federal Supply Schedule Mission Oriented Business Integrated Services (MOBIS) PRICELIST

SIN 874-1 Consulting Services

Contract Number: GS-10F-0080U

Contract Period: December 18, 2007 – December 17, 2012

Business Size: Large Business

FSC Group: 874

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: GSAAdvantage.gov.

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

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DUFF & PHELPS

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About Duff & Phelps

Duff & Phelps is one of the world's leading independent business consulting and financial advisory firms serving clients worldwide through offices in 22 cities in the United States, Europe and Asia. Headquartered in Chicago, IL, Duff & Phelps professionals specialize in a broad range of industries with expertise in automotive, consumer products, energy, financial services, health care, industrial products, media and entertainment, pharmaceuticals, technology, telecommunications and utilities. Since 1932, Duff & Phelps has been committed to delivering insightful advice and service of exceptional quality, integrity and objectivity.

DUFF & PHELPS

Our Professionals

Objectivity and Experience. Our clients often require an objective perspective, which our professionals routinely present to senior executives, boards, and legal and regulatory authorities. Our consultants have an unparalleled depth of experience and business knowledge. They utilize their practical consulting experience while advising clients on how they should look at their important issues. Our clients count on our expertise and ability, and find great value in our opinions. Committed to providing superior client service, our professionals respond quickly and strive to exceed expectations. In this manner, our clients can concentrate on their business, confident we are focused on theirs.

Valued Consultants. Our business and management professionals are valued for their thought leadership on a variety of topics. Clients and various authoritative bodies regularly consult with us on our views and methodologies for handling difficult emerging issues. We are regarded as strategic business leaders in the marketplace and are frequent speakers and presenters at conferences and seminars. Duff & Phelps' professionals have conducted proprietary studies as well as authored several books and publications. Our expertise spans across all services areas and is enhanced by our deep industry expertise.



CUSTOMER INFORMATION

- 1a. Special Item Numbers:**
SIN 874-I Consulting Services
- 1b. Lowest priced model and lowest unit prices:** Prices shown in pricelist are net.
- 1c. Labor Category Descriptions:** See page 6.
- 2. Maximum Order:** \$ 1 million. Orders exceeding the maximum order threshold may be placed in accordance with clause I-FSS-125, "Requirements Exceeding the Maximum Order (SEP 1999)."
- 3. Minimum Order:** \$300
- 4. Geographic Coverage:** Domestic
- 5. Points of Production:** Chicago, Atlanta, Boston, Dallas, Detroit, Florahm Park, Houston, Los Angeles, New York, Philadelphia, San Francisco, Silicon Valley and Seattle.
- 6. Statement on Net Price:** Prices shown in pricelist are net
- 7. Quantity Discounts:** No quantity discounts.
- 8. Prompt Payment Terms:** Net 30, 0% discount
- 9a. Acceptance of Government purchase cards below micro-purchase threshold:**
Duff & Phelps accepts Government Purchase Cards below the micro-purchase threshold.
- 9b. Acceptance of Government purchase cards above micro-purchase threshold:**
Duff & Phelps accepts Government Purchase Cards above the micro-purchase threshold.
- 10. Foreign Items:** None
- 11a. Time of Delivery:** To be negotiated per each delivery order between contracting agency and contractor.
- 11b. Expedited Delivery:** To be negotiated per each delivery order between contracting agency and contractor.
- 11c. Overnight and Two-day Delivery:** N/A
- 11d. Urgent Requirements:** Contact Duff & Phelps for urgent requirements.
- 12. F.O.B Points:** Destination

13. Ordering Address:

Duff & Phelps, LLC
311 South Wacker Dr., #4200
Chicago, IL 60606
Attn: Greg Higgins, Managing Director
Phone: 312.697.4748
Email: greg.higgins@duffandphelps.com

14. Payment Address:

Duff & Phelps, LLC
12595 Collections Center Dr.
Chicago, IL 60693

15. Warranty Provision: N/A

16. Export Packing Charges: N/A

17. Terms and conditions of Government commercial credit card acceptance:
N/A

18. Terms and conditions of Government rental, maintenance, and repair: N/A

19. Terms and conditions of installation: N/A

20. Terms and conditions of repair parts indicating date of parts price lists and any discount from list prices: N/A

21. List of service and distribution points: N/A

22. List of participating dealers: N/A

23. Preventive Maintenance: N/A

24a. Environmental Attributes: N/A

24b. Section 508 Compliance: No.

25. Data Universal Number (DUNS): 55-650-1708

26. Notification regarding registration in CCR database: Duff & Phelps is registered in the Central Contractor Registration (CCR) database.

Our MOBIS Services



SIN 874-I Consulting Services

The pressures in both government and commercial sectors to improve efficiencies are greater today than ever. Duff & Phelps serves as a strategic partner to federal agencies pressed to achieve increasingly scrutinized public sector results – better and quicker. Duff & Phelps, through decades of strategic business engagements with private clients, applies their business and management knowledge to help government agencies achieve their initiatives. Duff & Phelps' focused Mission Oriented Business Integration Services (MOBIS) solutions are delivered through the following service lines to ensure the most direct impact on a government agency's business:

Strategic, Business, and Action Planning ~

Duff & Phelps believes that an effective strategic planning process is analytically based and driven by the top-level goals of the organization, which ultimately flow down to the execution of program activities. Using a proven approach, Duff & Phelps consultants work with government decision makers to:

- Ensure that a client's goals, missions, and objectives are clearly defined so that policies, practices, programs, and decisions lead to desired outcomes.
- Implement streamlined planning principles, such as data quality objectives, decision theory, and data analysis - all tools used to achieve coherent visions and strategic objectives within an organization.
- Provide an interactive process with management and staff, regulators, and stakeholders to achieve consensus building for situations involving cross-program integration.
- Help clients plan strategically for the future by providing the essential framework within which the client's management team can make operational decisions consistent with the planned direction of their organization.

Business Process Improvement & Systems Alignment ~

Duff & Phelps provide a wide range of business process and analytical consulting services – helping government clients to identify and evaluate strategic and business alternatives and select an optimal course of action. These services include:

- Develop and implement rigorous processes for improving the quality of business models used for transactions, investment decisions, program management and strategic planning.
- Apply business engineering principles through critical analysis, valuation and other business instruments.

- Employ state-of-the-art business forecasting techniques for revolutionary technologies and highly dynamic markets.
- Develop business market models that provide more accurate revenue and cost projections.
- Identify target markets, winning technologies, product/sales channel strategies to quantify the impact of future competitive scenarios.
- Review and improve the business forecasting practices used by government clients for their planning and budgeting processes.

PRICELIST AND LABOR CATEGORIES

MOBIS professional labor rates and labor category descriptions for the following SINs are shown below:

SIN 874-I Consulting Services

Category	Price
Managing Director 1	\$360.43
Managing Director 2	\$328.70
Managing Director 3	\$306.03
Director	\$294.69
Vice President	\$238.02
Senior Associate	\$179.08
Analyst	\$124.68
Executive Assistant	\$55.41

Managing Director I:

Functional Position:

Experience managing large-scale projects. Substantial experience in managing the business issues associated with client requirements. Manages contractual relationship with agencies and departments through organizational and business improvement services. Authority to dedicate corporate resources to a client project. Defines project approach, methods and staffing. Conducts quality assurance over key project deliverables. Resolves issues with staff, tools, and methods. Participates in project staff and client meetings to resolve issues through senior personnel with own subject matter expertise gained through industry leadership and other projects. Also participates in the areas of engagement management, staff development, technical effectiveness, marketing and sales. Capable of negotiating and making binding decisions for the company, including final authority in the conduct of audit engagements and full responsibility for the work performed, including overall project management and final review.

Typical Education/Experience Requirements:

Bachelor's degree – advanced degree preferred but not required – with a minimum of 18 years experience in management, business consulting and/or organizational development environment with demonstrated ability in the management of large-scale projects.

Managing Director 2:

Functional Position:

Manages contractual relationship with agencies and departments through organizational and business improvement services. Authority to dedicate corporate resources to a client project. Defines project approach, methods and staffing. Conducts quality assurance over key project deliverables. Resolves issues with staff, tools, and methods. Participates in project staff and client meetings to resolve issues through senior personnel with own subject matter expertise gained through industry leadership and other projects. Also participate in the areas of engagement management, staff development, technical effectiveness, marketing and sales. Capable of negotiating and making binding decisions for the company, including final authority in the conduct of audit engagements and full responsibility for the work performed, including overall project management and final review.

Typical Education/Experience Requirements:

Bachelor's degree – advanced degree preferred but not required – with a minimum of 15 years experience in management, business consulting and/or organizational development environment with demonstrated ability in the management of large-scale projects.

Managing Director 3:

Functional Position:

Manages contractual relationship with agencies and departments through organizational and business improvement services. Authority to dedicate corporate resources to a client project. Defines project approach, methods and staffing. Conducts quality assurance over key project deliverables. Resolves issues with staff, tools, and methods. Participates in project staff and client meetings to resolve issues through senior personnel with own subject matter expertise gained through industry leadership and other projects. Also participate in the areas of engagement management, staff development, technical effectiveness, marketing and sales.

Typical Education/Experience Requirements:

Bachelor's degree – advanced degree preferred but not required – with a minimum of 12 years experience in management, business consulting and/or organizational development environment.

Director

Functional Position:

Manages the day-to-day operations of the project. Prepares project estimates and work plans using company experience on prior projects and the proprietary company methods and tools for planning and estimating projects. Prepares and presents project status reports to company and client management. Resolves project staffing and planning issues. Manages the company staff assigned to the project. Conducts preliminary quality assurance over project deliverables and project activities.

Typical Education/Experience Requirements:

Bachelor's degree – advanced business or technology-related degree or certification credentials preferred but not required – typically with a minimum of 11 years experience in management, business and/or consulting environment.

Vice President

Functional Position:

Extensive specialized knowledge of business issues related to implementing systems or specialized experience in business best practices and/or the management of complex business change. Applies knowledge of industry best practices, business process transformation, or change management methods. Provides subject matter knowledge to project team members and client contacts. Prepares, individually or with others, functional deliverables. Transfers functional knowledge to client team members and/or other appropriate client contacts. Works with the program manager to allocate staffing and resolve business issues.

Typical Education/Experience Requirements:

Bachelor's degree – advanced degree preferred but not required – typically with a minimum of 8 years experience in management, business and/or consulting environment.

Senior Associate

Functional Position:

Acts as executive associate in a highly specific industry discipline. Conducts program performance quality analyses and/or assessments and develops mission-critical corrective measures and standards. Validates program performance with business objectivity through reputation as industry thought leader. Experienced in cradle to grave business enterprise-wide initiatives. Plays a key role in driving forward management and business technology initiatives.

Typical Education/Experience Requirements:

Bachelor's degree required – typically with a minimum of 5 years experience in management, business and/or consulting program management.

Analyst

Functional Position:

Possesses expert-level knowledge of all phases of business improvement and organizational systems life cycle. Considers the business implications of innovative tools and technologies to the current and future business environment. Leads analysis team to formulate and define systems scope and objectives through research and fact-finding combined with an understanding of business transformation processes and systems and industry requirements. With this knowledge devises or modifies procedures to solve problems considering systems, processes, limitations, operation time, quality assurance and form of desired results. Includes analysis of

business and user needs, documentation of requirements, and translation into proper system or business process requirements.

Typical Education/Experience Requirements:

Bachelor's degree required – typically with a minimum of 3 years of relevant experience.

Executive Assistant

Functional Position:

Provides executive administrative-type support to business and management-level personnel. This includes, but is not limited to, graphical/documentation planning and support, project administration, program management support, event planning and administration, records and data input for deliverables.

Typical Education/Experience Requirements:

Bachelor's degree typically with a minimum of 7 years of relevant experience.