

**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: <http://www.gsaadvantage.gov>

**Financial and Business Solutions (FABS)
FSC Group: 520
Contract No.: GS-23F-0028T
Contract Period: 2/20/2012 - 2/19/2017**

Deloitte.

Deloitte Financial Advisory Services LLP

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Business Size/Status: Large

Prices shown herein are NET (discount deducted).

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

Pricelist current through modification #PS-0008, July 2, 2012



Contract Holder

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GENERAL CONTRACT INFORMATION

1a. Table of Awarded Special Item Numbers (SINs):
(Please refer to page #4 for a more detailed description)

- SIN 520-1 Program Financial Advisor
- SIN 520 4 Debt Collection
- SIN 520 5 Loan Servicing & Asset Management
- SIN 520 6 Professional Legal Services
- SIN 520 7 Financial & Performance Audits
- SIN 520 9 Recovery Audits
- SIN 520 11 Accounting
- SIN 520 12 Budgeting
- SIN 520 13 Complimentary Financial Management Services
- SIN 520 17 Risk Assessment and Mitigation Service:
- SIN 520 18 Independent Risk Analysis
- SIN 520 19 Data Breach Analysis
- SIN 520 21 Program Management Services

1b. Lowest Priced Model Number and Lowest Price: Please refer to our rates on page #13

1c. Labor Category Descriptions: Please refer to page #9

2. Maximum Order: \$1,000,000
3. Minimum Order: \$300
4. Geographic Coverage: Domestic & Overseas
5. Point (s) of Production: Not Applicable
6. Discount from List Price: All Prices Herein are Net
7. Quantity Discounts: Not Applicable
8. Prompt Payment Terms: Net 30 days

9a. Government Purchase Card is accepted at or below the micro – purchase threshold.

9b. Government Purchase Card is accepted above the micro – purchase threshold.

10. Foreign Items: None
- 11a. Time of Delivery: To Be Negotiated with Ordering Agency
- 11b. Expedited Delivery: To Be Negotiated with Ordering Agency
- 11c. Overnight and 2-Day Delivery: To Be Negotiated with Ordering Agency
- 11d. Urgent Requirement: To Be Negotiated with Ordering Agency
12. F.O.B. Point(s): Destination

- 13a. Ordering Address: Deloitte Financial Advisory Services LLP
Attn: Kimberly Gibson/GSA Orders
1750 Tyson's Blvd. Suite 800
McLean, VA 22102
Email: kigibson@deloitte.com
- 13b. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), are found in Federal Acquisition Regulation (FAR) 8.405-3.
14. Payment Address: Citibank / Deloitte Financial Advisory Services LLP
P O Box 2062
Carol Stream, Illinois 60132-2062
15. Warranty Provision: Not Applicable
16. Export Packing Charges: Not Applicable
17. Terms & Conditions of Government Purchase Card Acceptance: None
18. Terms and conditions of rental, maintenance, and repair: Not Applicable
19. Terms and conditions of installation (if applicable): Not Applicable
20. Terms and conditions of repair parts indicating date of parts, price lists and any discounts from list prices: Not Applicable
- 20a. Terms and conditions for any other services (if applicable): Not Applicable
21. List of service and distribution points (if applicable): Not Applicable
22. List of participating dealers (if applicable): Not Applicable
23. Preventative maintenance (if applicable): Not Applicable
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants.): Not Applicable
- 24b. Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/ : Contact Contract Administrator for more information.
25. Data Universal Number System (DUNS) Number: 606893902
26. Deloitte Financial Advisory Services LLP is registered in the Central Contractor Registration (CCR) database.

CONTRACT OVERVIEW

GSA awarded Deloitte Financial Advisory Services LLP a GSA Federal Supply Schedule contract for Financial and Business Solutions (FABS), Contract No. GS-23F-0028T. The current contract option period one is 2/20/2012 - 2/19/2017. GSA may exercise a total of up to three additional 5 year option periods. The contract allows for the placement of Firm Fixed Price or Time and Materials task orders using the labor categories and ceiling rates defined in the contract.

CONTRACT ADMINISTRATOR

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MARKETING AND TECHNICAL POINT OF CONTACT

Leslie Powers
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Washington, DC 20001
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Email: lpowers@deloitte.com

CONTRACT USE

This contract is available for use by all federal government agencies, as a source for Financial and Business Solutions, for worldwide use. Executive agencies, other Federal agencies, mixed –ownership Government corporations, and the District of Columbia; government contractors authorized in writing by a Federal agency pursuant to 48 CFR 51.1; and other activities and organizations authorized by statute or regulation to use GSA as a source of supply may use this contract. Additionally, contractors are encouraged to accept orders received from activities within the Executive Branch of the Federal Government.

CONTRACT SCOPE

The contractor shall provide all resources including personnel, management, supplies, services, materials, equipment, facilities and transportation necessary to provide a wide range of professional services as specified in each task order.

Services specified in a task order may be performed at the contractor's facilities or the ordering agencies' facilities. The government will determine the contractor's compensation by any of several different methods (to be specified at the task order level) e.g., a firm-fixed price for services with or without incentives, labor hours or time-and-material.

The Special Item Numbers (SINs) available under this contract provide services across the full life cycle of a project. When task orders are placed, they must identify the SIN or SINs under which the task is being executed. Deloitte Financial Advisory Services LLP has been awarded a contract by GSA to provide services under the following SINs:

520-1, 520-4, 520-5, 520-6, 520-7, 520-9, 520-11, 520-12, 520-13, 520-17, 520-18, 520-19, and 520-21

Full descriptions of the SIN definitions and examples of the types of work covered by these SINs are provided below.

SPECIAL ITEM NUMBER (SIN) DESCRIPTION

520-1 Program Financial Advisor

The contractor shall provide program financial advisor services. This may include but is not limited to the following:

- Assist agencies on cross-cutting issues
- Asset marketability
- Program Development
- Trust or other monetary fund management/benefit administration
- Equity monitoring
- Originations
- Address considerations regarding the acquisition, management and/or resolution of an asset

520-4 Debt Collection

The contractor shall provide collection services and servicing of defaulted loans which may include borrower negotiations, restructuring, and workout agreements.

520-5 Loan Services & Asset Management

The contractor shall provide assistance to agencies in servicing, monitoring and maintaining loan assets which may include:

- Establish loan databases
- Remittance processing
- Process loan cancellations and consolidations
- Billing Services
- Credit Bureau reporting
- Transferring and discharging loans
- Provide servicing of troubled loans

520-6 Professional Legal Services

The contractor shall assist agencies with the full spectrum of professional legal support required for the resolution, management and/or disposition of assets held by the Federal Government.

520-7 Financial & Performance Audits

The contractor shall perform financial statement audits. This may include but is not limited to the following:

- Financial-related audits
- Performance audits
- Contract audits in accordance with Generally Accepted Government Auditing Standards (GAGAS) and non-GAGAS

520-9 Recovery Audits

The contractor shall perform audit services to recover funds resulting from overpayments, duplicate payments and underpayments.

520-11 Accounting

The contractor shall provide accounting services. This may include but is not limited to the following:

- Analyze, process, and summarize transactions
- Assist in devising new or revised accounting policies and procedures
- Classify accounting transactions
- Perform special studies to improve accounting operations
- Resolve accounting issues
- Resolve and/or implement audit findings
- Assess or enhance accounting internal controls
- Improve operating efficiency and effectiveness

520-12 Budgeting

The contractor shall provide budgeting services. This may include but is not limited to the following:

- Assess and improve the budget formulation and execution processes
- Conduct special reviews to resolve budget formulation or budget execution issues
- Provide technical assistance to improve budget preparation or execution processes

520-13 Complimentary Financial Management Services

The contractor shall provide complimentary financial management services. This may include but is not limited to the following:

- Assess and improve financial management systems
- Financial reporting and analysis
- Strategic financial planning
- Financial policy formulation and development
- Devise and implement performance measures
- Conduct special cost studies
- Perform actuarial services
- Perform economic and regulatory analysis
- Assist with financial quality assurance efforts
- Perform benchmarking

520-17 Risk Assessment and Mitigation Services

The contractor shall provide risk assessment and mitigation services. This may include but is not limited to the following:

- Deployment of risk assessment and mitigation strategies and techniques
- Improvement of capabilities through the reduction, identification, and mitigation of risks
- Detailed risk statements, risk explanations and mitigation recommendations
- Design and development of new business applications, processes, and procedures in response to risk assessments
- Ensuring compliance with governance and regulatory requirements
- Evaluation of threats and vulnerabilities to the protection PII and PHI type of information
- Training of government personnel on how to prevent data breaches and identity theft
- Information assurance of PII and PHI type information
- Vulnerability assessments
- Privacy impact and policy assessments
- Review and creation of privacy and safeguarding policies

- Prioritization of threats
- Maintenance and demonstration of compliance
- Evaluation and analysis of internal controls critical to the detection and elimination of weaknesses to the protection of PII and PHI type of information

520-18 Independent Risk Analysis

The contractor shall provide independent risk analysis services. This may include but is not limited to the following:

- Monitoring of multiple data elements and sources
- Metadata analysis
- Pattern analysis
- Risk analysis
- Privacy impact analysis
- Statistical analysis
- Data structure development
- Notification services
- Probability analysis that breached data has been used to cause harm
- Determination of the level of risk for potential misuse of sensitive PII and PHI type of information
- Certification of findings regarding misuse of compromised data
- Investigation of circumstances surrounding breach, including digital forensic analysis
- Collection of evidence regarding data breaches
- Development of a risk mitigation plan

520-19 Data Breach Analysis

The contractor shall provide data breach analysis services. This may include but is not limited to the following:

- Monitoring of multiple non-credit data elements and sources
- Fraud detection and protection solutions
- Fraud resolution and assistance for affected individuals
- Fraud alerts
- Corrective actions
- Notification services
- Identity theft insurance (as allowed by applicable State statutes)
- Social Security Number monitoring
- Credit card monitoring

520-21 Program Management Services

The contractor shall provide program management services for financial and business solution programs, but is not limited to the following:

- Program management
- Program oversight
- Project management
- Program integration

INSTRUCTIONS FOR PLACING ORDERS FOR SERVICES BASED ON GSA SCHEDULE HOURLY RATES

GSA provides a streamlined, efficient process for ordering the services you need. GSA has already determined that Deloitte Financial Advisory Services LLP meets the technical requirements and that our prices offered are fair and reasonable. Agencies may use written orders; facsimile orders; credit card orders; blanket purchase agreement orders or individual purchase orders under this contract.

If it is determined that your agency needs an outside source to provide FABS services, follow these simple steps:

Step 1. Develop a Statement of Work (SOW)

In the SOW, include the following information:

- Work to be performed,
- Location of work,
- Period of performance;
- Deliverable schedule, and
- Special standards and any special requirements, where applicable.

Step 2. Select Contractor and Place Order

- If the order is at or below the micro-purchase threshold, select the contractor best suited for your needs and place the order.
- If the order is exceeding but less than the maximum order threshold (MOT), prepare an RFQ;
- If the order is in excess of the MOT, prepare an RFQ. Consider expansion of competition and seek price reductions.

Step 3. Prepare a Request for Quote (RFQ)

- Include the SOW and evaluation criteria;
- Request fixed price, ceiling price, or, if not possible, labor hour or time and materials order;
- If preferred, request a performance plan from contractors and information on past experience; and include information on the basis for selection.
- May be posted on GSA's electronic RFQ system, e-Buy

Step 4. Provide RFQ to at least Three Firms

Step 5. Evaluate Offers, Select Best Value Firm, and Place Order

REQUIREMENTS EXCEEDING THE MAXIMUM ORDER

In accordance with FAR 8.404, before placing an order that exceeds the maximum order threshold, ordering offices shall:

- Review additional schedule contractors' catalogs/price lists or use the "GSA Advantage!" on-line shopping service;
- Based upon the initial evaluation, generally seek price reductions from the schedule contractor(s) appearing to provide the best value (considering price and other factors); and
- After price reductions have been sought, place the order with the schedule contractor that provides the best value and results in the lowest overall cost alternative (see FAR 8.404(a)). If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

Vendors may:

Offer a new lower price for this requirement (the Price Reduction clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations.)

- Offer the lowest price available under the contract; or
- Decline the order (orders must be returned in accordance with FAR 52.216-19).

A task order that exceeds the maximum order may be placed with the Contractor selected in accordance with FAR 8.404. The order will be placed under the contract.

Sales for orders that exceed the Maximum Order shall be reported in accordance with GSAR 552.238-74.

BLANKET PURCHASE AGREEMENT

Ordering activities may establish BPAs under any schedule contract to fill repetitive needs for supplies or services. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPAs and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). In determining how many BPAs to establish, consider:

- The scope and complexity of the requirement(s);
- The need to periodically compare multiple technical approaches or prices;
- The administrative costs of BPAs; and
- The technical qualifications of the schedule contractor(s).

Establishment of a single BPA, or multiple BPAs, shall be made using the same procedures outlined in 8.405-1 or 8.405-2. BPAs shall address the frequency of ordering, invoicing, discounts, requirements (e.g. estimated quantities, work to be performed), delivery locations, and time.

When establishing multiple BPAs, the ordering activity shall specify the procedures for placing orders under the BPAs.

Establishment of a multi-agency BPA against a Federal Supply Schedule contract is permitted if the multi-agency BPA identifies the participating agencies and their estimated requirements at the time the BPA is established.

Ordering from BPAs:

Single BPA. If the ordering activity establishes one BPA, authorized users may place the order directly under the established BPA when the need for the supply or service arises.

Multiple BPAs. If the ordering activity establishes multiple BPAs, before placing an order exceeding the micro-purchase threshold, the ordering activity shall:

- Forward the requirement, or statement of work and the evaluation criteria, to an appropriate number of BPA holders, as established in the BPA ordering procedures; and
- Evaluate the responses received, make a best value determination (see 8.404(d)), and place the order with the BPA holder that represents the best value.

BPAs for hourly rate services. If the BPA is for hourly rate services, the ordering activity shall develop a statement of work for requirements covered by the BPA. All orders under the BPA shall specify a price for the performance of the tasks identified in the statement of work.

Duration of BPAs. BPAs generally should not exceed five years in length, but may do so to meet program requirements. Contractors may be awarded BPAs that extend beyond the current term of their GSA Schedule contract, so long as there are option periods in their GSA Schedule contract that, if exercised, will cover the BPA's period of performance.

Review of BPAs:

The ordering activity that established the BPA shall review it at least once a year to determine whether:

- The schedule contract, upon which the BPA was established, is still in effect;
- The BPA still represents the best value (see 8.404(d)); and

- Estimated quantities/amounts have been exceeded and additional price reductions can be obtained.

The ordering activity shall document the results of its review.

LABOR CATEGORY DESCRIPTIONS

Experience Substitutions:

H.S. Diploma + 4 years additional experience	Equals	Bachelors Degrees
Bachelors Degree + 2 years additional experience	Equals	Masters Degree
Masters Degree + 4 years additional experience	Equals	Ph.D

Education Substitutions:

A Ph.D. may be substituted for 4 years of required experience with a Masters Degree or 6 years with a Bachelors Degree.
A Masters Degree may be substituted for 2 years of required experience with a Bachelors Degree.
A Bachelors Degree may be substituted for 4 years of required experience with a H.S. Diploma.

GSA Labor Category	Education	Exp.	Description
Sr.Partner/Principal /Director	BA/BS	12 years of consulting and/or directly relevant industry experience	Provides strong executive level management and direction. Possesses a broad understanding of the client's industry. Has an extensive set of skills to solve the client's problems. Knows the client's industry, and helps the client visualize where they need to be in their particular industry. Serves in an advisory capacity, providing members of the project team and the client organization a level of quality review to help guide the project to remain on schedule and within budget. Provides management and technical review, industry insight, issue resolution, and employs proven problem solving techniques, directs critical decision making. Responsible for ensuring quality assurance through the use of Deloitte's Quality Assurance and Risk Assessment Program deployed on all large engagements.
Partner/Principal/Director	BA/BS	10 years of consulting and/or directly relevant industry experience	Provides strong executive level management and direction. Possesses a broad understanding of the client's industry. Has an extensive set of skills to solve the client's problems. Knows the client's industry, and helps the client visualize where they need to be in their particular industry. Serves in an advisory capacity, providing members of the project team and the client organization a level of quality review to help guide the project to remain on schedule and within budget. Provides management and technical review, industry insight, issue resolution, and employs proven problem solving techniques, directs critical decision making. Responsible for ensuring quality assurance through the use of Deloitte's Quality Assurance and Risk Assessment Program deployed on all large engagements.

GSA Labor Category	Education	Exp.	Description
Sr. Manager II	BA/BS	8 years of consulting and/or directly relevant industry experience	<p>Provides strong senior-level management. Has responsibility for overall project activities and is the primary point of contact with client executives. Assumes responsibility for project delivery and oversight of key business enablers on projects and identification of needs for new tools. Assumes regular interaction and communications with the delegated Client representatives. Maintains responsibility for managing business solutions, delegating appropriate resources, and fostering quality assurance principles across projects and deliverables and using problem solving techniques to resolve issues. Provides technical guidance and project management functions associated with client requirements including, financial management of projects through budget monitoring; recruitment of qualified personnel to support unique client environments; assist in the development and writing of client work plans and budgets. Involved in process and productivity improvement, as well as systems alignment. Organizational assessments, and program audits, and evaluations are also performed by this position.</p>
Sr. Manager I	BA/BS	6 years of consulting and/or directly relevant industry experience	<p>Provides strong senior-level management. Has responsibility for overall project activities and is the primary point of contact with client executives. Assumes responsibility for project delivery and oversight of key business enablers on projects and identification of needs for new tools. Assumes regular interaction and communications with the delegated Client representatives. Maintains responsibility for managing business solutions, delegating appropriate resources, and fostering quality assurance principles across projects and deliverables and using problem solving techniques to resolve issues. Provides technical guidance and project management functions associated with client requirements including, financial management of projects through budget monitoring; recruitment of qualified personnel to support unique client environments; assist in the development and writing of client work plans and budgets. Involved in process and productivity improvement, as well as systems alignment. Organizational assessments, and program audits, and evaluations are also performed by this position.</p>

GSA Labor Category	Education	Exp.	Description
Manager II	BA/BS	5 years of consulting and/or directly relevant industry experience	Provides strong senior-level management. Has responsibility for overall project activities and is the primary point of contact with client executives. Assumes responsibility for project delivery and oversight of key business enablers on projects and identification of needs for new tools. Assumes regular interaction and communications with the delegated Client representatives. Maintains responsibility for managing business solutions, delegating appropriate resources, and fostering quality assurance principles across projects and deliverables and using problem solving techniques to resolve issues. Provides technical guidance and project management functions associated with client requirements including, financial management of projects through budget monitoring; recruitment of qualified personnel to support unique client environments; assist in the development and writing of client work plans and budgets. Involved in process and productivity improvement, as well as systems alignment. Organizational assessments, and program audits, and evaluations are also performed by this position.
Manager I	BA/BS	4 years of consulting and/or directly relevant industry experience	Provides strong senior-level management. Has responsibility for overall project activities and is the primary point of contact with client executives. Assumes responsibility for project delivery and oversight of key business enablers on projects and identification of needs for new tools. Assumes regular interaction and communications with the delegated Client representatives. Maintains responsibility for managing business solutions, delegating appropriate resources, and fostering quality assurance principles across projects and deliverables and using problem solving techniques to resolve issues. Provides technical guidance and project management functions associated with client requirements including, financial management of projects through budget monitoring; recruitment of qualified personnel to support unique client environments; assist in the development and writing of client work plans and budgets. Involved in process and productivity improvement, as well as systems alignment. Organizational assessments, and program audits, and evaluations are also performed by this position.
Sr. Associate	BA/BS	5 years of consulting and/or directly relevant industry experience	Provides senior-level analytical and program support. Contributes to engagement work plan development and often leads assigned engagement tasks to completion within scope and budget. Serves as a senior-level analytical correspondent within engagement team. Responsible for contributing to work plan development, reaching engagement milestones, and leading specific project tasks. Applies business modeling, process modeling, and business design techniques. Conducts analysis of appropriate consulting tools to satisfy program requirements, and creates project deliverables. Formulates diagnoses through financial or statistical modeling,

GSA Labor Category	Education	Exp.	Description
			assesses appropriate alternatives, and offers conclusions to Managing Staff. This position performs analyses and makes diagnoses, as well as defines symptoms and problems, and develops conclusions. Participates in organizational assessments, and leads performance measures and indicators analysis.
Associate	BA/BS	3 years of consulting and/or directly relevant industry experience	Provides analytical and program support, and is focused on high performance work. Completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. Serves as a key analytical resource on engagement team. Assumes responsibility for conducting relevant research, distilling data, and creating reports. Actively engages consulting tools and methodologies to meet project objectives and complete program management activities. Maintains responsibility for quality assurance practices and fostering completion and accuracy of system documentation. May participate in organizational assessments, and performance measures and indicators.
Jr. Associate	BA/BS	1 year of consulting and/or directly relevant industry experience	Analyzes information. Conducts relevant research, distilling data, and creating reports. Assists in drafting and preparing project deliverables. Supports team in implementation and acceptance process. Develops required corrective or support actions. Assists team in reporting and tracking of project costs and level of effort.
Jr. Staff	High School Diploma	0 years of support experience	Provides administrative support to managers, senior managers, directors and partners on client engagements. Perform tasks such as managing and coordinate calendars for one or more executives, arranging all components of on-site and off-site group meetings, and preparing advanced graphics and other complex documents, such as tables and presentations
Sr. Financial Analyst	BA/BS	4 years of finance and/or directly relevant industry experience	Develops framework for financial services. Establishes standards for projects. Supervises, directs and reviews work product of financial analysts. Integrates work product across project. Defines and maintains project's performance standards. Gathers, organizes, and analyzes problem and/or procedural data. Prepares project reports for the customer and review reports prepared by others. Has first-line responsibility for ensuring that project timeframes are satisfied.
Financial Analyst	BA/BS	2 years of finance and/or directly relevant industry experience	Serves as analytical resource on engagement team by helping to formulate and define systems scope and objectives through research and fact-finding combined with a basic understanding of business systems and industry requirements. Assumes responsibility for preparing, analyzing and processing data and reports for cost comparison and cost estimates. Performs financial and data modeling, evaluates current processes, and prepares appropriate documentation for client. Maintains

GSA Labor Category	Education	Exp.	Description
			accountability for process deliverables and business presentations to client. Supports the successful completion of all planned work under the direct supervision of more experienced staff.

HOURLY RATES FOR SERVICES

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GSA Category	GSA Rate Yr 1	GSA Rate Yr 2	GSA Rate Yr 3	GSA Rate Yr 4	GSA Rate Yr 5
Sr Partner/ Sr Principal/Sr Director	403.00	415.09	427.54	440.37	453.58
Partner/Prinicpal/ Director	382.85	394.34	406.17	418.36	430.91
Sr Manager II	347.59	358.02	368.76	379.82	391.21
Sr Manager I	322.40	332.07	342.03	352.29	362.86
Manager II	302.25	311.32	320.66	330.28	340.19
Manager I	277.06	285.37	293.93	302.75	311.83
Sr Associate	226.69	233.49	240.49	247.70	255.13
Sr Financial Analyst	215.35	221.81	228.46	235.31	242.37
Associate	201.50	207.55	213.78	220.19	226.80
Financial Analyst	181.35	186.79	192.39	198.16	204.10
Jr Associate	161.20	166.04	171.02	176.15	181.43
Jr Staff	141.05	145.28	149.64	154.13	158.75