

FY14 Mid-Year Award Highlights

Abt continues to perform well against our company strategy despite federal government budget challenges and an increasingly competitive and uncertain marketplace. By September 30, 2013, we reached 43% of our FY14 sales goal of \$525.4M, having generated \$223.7M in gross sales credit (including an offset of \$13.7M for shared sales credit between Abt and SRBI). Abt Domestic and International Divisions captured just over \$180.6M in sales, or 45% of all funding pursued. Abt SRBI received \$32.1M in new work and Abt JTA was awarded approximately \$24.8M. To date, our overall win rate is 54% and our capture ratio is 46%. As highlighted below, new awards and modifications continue to align well with our 5-year strategy, with a focus on three key corporate objectives: actively managing our market portfolio, diversifying the client base (including targeting new clients and going deeper with existing clients) and leveraging company cross-cutting capabilities.

Actively Managing Our Market Portfolio

Division Awards. Abt's strategy targets four investment quadrants. Table 1 summarizes our new awards and percentage of awarded work by Quadrant.

Accelerate Markets. The Centers for Disease Control and Prevention (CDC) awarded Abt a 5-year, \$51.6M contract to establish the research infrastructure for epidemiologic studies of novel influenza virus infections (including nH7N9 influenza) and the evaluation of antiviral and vaccine effectiveness. This Global Priority bid is a collaborative effort between Abt and Abt SRBI and builds on current and previous influenza studies for the CDC, thereby establishing Abt as the market leader in vaccine effectiveness research.

Other awards in the **infectious disease** market include a Bill & Melinda Gates Foundation-funded gap analysis (\$712K) targeted at refining the funding gap estimates for neglected tropical diseases to provide more rigorous data for advocacy, planning and monitoring purposes, and a \$4.8M U.S. Agency for International Development (USAID)-funded ceiling increase to the Ethiopia Private Health Sector Program to continue to engage and build the capacity of private sector providers to provide high quality TB/HIV health services.

Abt achieved a number of strategic awards in the **behavioral health** market. The Substance Abuse and Mental Health Services Administration (SAMHSA) awarded Abt the Project Leadership Initiatives for Tomorrow (Project LIFT). This Global Priority bid award valued at \$5M (base year with four option years) leverages our technical assistance capabilities to develop a leadership program for SAMHSA's mid- and upper-level management and executive leaders in the behavioral health field. Abt also was awarded a \$3M contract to support the Bureau of Justice Statistics' Federal Justice Statistics Program to modernize and expand its platform for reporting statistics, providing data, and providing analytical support for on-line statistical tabulations.

Key wins in the **income security/workforce market** include a Global Priority bid award for \$7.6M (2-year base plus 4 optional components) from the Administration for Children and Families (ACF) to provide an evaluation of Job Search Assistance Strategies and a \$1.5M subcontract to Child Trends funded by ACF to develop a Center for Research on Hispanic Children and Families.

Sustain Markets. In the **food security and agriculture** market, Abt was awarded a \$53.2M project (3-year base plus 2 option years) focused on improving West Africa's international private sector competitiveness in targeted value-chains (food and non-food) and increasing regional trade in staple foods (livestock and grains).

The Mexico Economic Policy Program is a key win in the **competitiveness** market and builds on Abt's successful execution of earlier work in Mexico. The goal of this USAID-funded \$22.3M 5-year effort (3-year base plus 2-year option) is to provide support for Mexican-led efforts to strengthen economic governance that will help Mexico progress in its transition from an efficiency-driven economy to one based on innovation.

An award that furthers our stronghold in the **health systems strengthening** market is Abt's \$4.6M subcontract to URC under the 5-year USAID-funded Services de Santé de Qualité pour Haiti. A recent U.K. Department for International Development (DFID) Challenge Fund Matching Grant (\$3.2M) contributed matching funding to the USAID-funded

Table 1. Mid-Year FY 14 Awards by Investment Quadrant

Investment Quadrant	# of Awards	% of Awards
Accelerate	24	26%
Sustain	52	56%
Test	17	18%
Assess	0	0
Total Abt Divisions	93	100%



FY14 Mid-Year Award Highlights

Strengthening Health Outcomes through the Private Sector (SHOPS) project. These challenge funds, in the **maternal/child health** market, support innovative private sector approaches to increase access to maternal, newborn and child health services for the poor.

In the **housing** market, Abt was awarded a Blanket Purchase Agreement (BPA) from the Consumer Financial Protection Bureau (CFPB) with a \$30M ceiling. Under this BPA, CFPB plans to research consumer perceptions and decision making processes related to financial products and services. Abt bid on, and won, the first two Task Orders (TOs). The first TO will explore consumer financial decision making and the second TO will involve conducting qualitative interviews that explore consumers' experience with banks' overdraft programs.

The U.S. Environmental Protection Agency (EPA) awarded Abt a 5-year contract (with a potential value of \$27.6M) to provide economic, environmental and regulatory analytical and evaluation support for clean water regulations. This Global Priority bid award in the **environment** market continues the work Abt has provided to the Office of Water for more than 25 years. We were also awarded 10 new TOs worth \$1.8M under our BPA contract with the Army Corp of Engineers' Institute of Water Resources to provide expertise in analysis of economics, engineering and hydrology, water resources, risk analysis and management, survey research and information technology.

Test Markets. In **climate change**, Abt was awarded two Asian Development Bank (ADB) Climate Change projects – Tajikistan: Building Capacity for Climate Resilience (\$4.98M) and Central Asia: Economics of Climate Change – Mitigation (\$1.99M). Additionally, the Massachusetts Executive Office of Energy & Environmental Affairs and the state of California awarded Abt three climate change projects (\$.4M).

Key wins in the **health policy** market include a \$5.7M MOBIS TO to conduct an evaluation of a group of "Health Care innovation" awardees for the Center for Medicare & Medicaid Innovation, within the Centers for Medicare & Medicaid Services (CMS). The evaluation will focus on a range of hospital setting interventions proposed and implemented by HCIA awardees to achieve better care for the individual, better health for populations, and lower costs through improvement of the care delivery processes for Medicare and Medicaid beneficiaries. Another important Global Priority bid award to Abt is the CMS-funded recompete of the Indefinite Delivery Indefinite Quantity (IDIQ) contract to provide quality measure implementation and development services in a variety of healthcare settings.

Key Awards by Subsidiaries. For **Abt JTA**, key awards include: (1) A Rural Primary Health Services Delivery Project/Formative Evaluation (M&E Market Segment) in Papua New Guinea funded by the ADB (\$1M); for the PNG National Department of Health a hospital management effort for the Port Moresby General Hospital (\$27.5K); a Correctional Services Health Facility Review (Health Assessment Market Segment) in PNG (\$36K); and a Middle and South Fly Community Health Program in PNG (\$22M AUD) funded by the Ok Tedi Development Foundation. For **Abt SRBI** key wins include: a \$7.7M contract with the U.S. Department of Veterans' Affairs (VA) to undertake a New Generation II Epidemiology Study (collaborative bid with Abt); a \$760K Drug and Alcohol Abuse Study for the New Jersey Department of Health and Human Services; a Household Travel Survey for the Memphis Metropolitan Planning Organization for \$900K; and a Youth Traffic Safety Survey for the National Highway Traffic Safety Administration for \$1.1M.

Diversifying the Client Base

By targeting new clients and going deeper and wider with current clients, Abt is meeting an important element of our strategic plan to mitigate market risks. So far this year Abt has won important new international work with **DFID** (\$3.2M Challenge Fund), the **Bill & Melinda Gates Foundation** (NTD Funding Gap Analysis and Post-Harvest Multi-Country Assessment), the **David and Lucile Packard Foundation** (Expanding Contraceptive Choice in Bihar/UP India), the **ADB** (2 climate change projects) and the **Millennium Challenge Corporation** (two BPAs, and a \$990K TO for a Performance Evaluation of the Mozambique Farmer Income Support Project under the evaluation BPA). New domestic-based clients added this year include the **Consumer Financial Protection Bureau**, the **Massachusetts Executive Office of Energy & Environmental Affairs**, and **California's South Coast Air Quality Management District**. Abt also had great success in going deeper and wider with current clients, as evidenced by several new awards with **CMS**, the lead agency responsible for implementing the Affordable Care Act, and the **Department of Justice's Office of Justice Programs**, where Abt is re-establishing our presence as a key research and evaluation partner in the criminal justice field.

Leveraging Company Cross-cutting Capabilities

Abt continues to leverage our competencies company-wide. Such successful team work is evidenced by (1) the collaboration of four divisions—IEG, IHD, ERD and SEP—to win the MCC BPA supporting MCC's Department of Policy and Evaluation and Department of Compact Operations; (2) IEG and ERD collaborating on winning climate change work with ADB as noted above; and (3) other key Abt wins with Abt SRBI (in addition to those mentioned previously), including the CMS-funded Bundled Payment Evaluation (with USH) and a Department of Labor-funded H1-B Visa Evaluation (with SEP).

