



Abt continues to perform well against our company strategy despite some uncertainty in the marketplace. By September 30, 2014, we reached 92.5% of our FY15 sales goal of \$610.6M, having generated \$564.8M in gross sales credit (including an offset of \$21.3M for shared sales credit between Abt and SRBI). Abt Domestic and International Divisions captured just over \$528.4M in sales, or 99% of their FY15 sales target. Abt SRBI received \$44.6M in new work and Abt JTA was awarded approximately \$13.1M. To date, our overall win rate is 58% and our capture ratio is 56% (of dollars bid). It is interesting to note that the win rate for project recompetes is 86% and the capture rate is 85%. As highlighted below, new awards and modifications continue to align well with our five-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 Investment Quadrant and value.

Accelerate Markets. USAID has awarded Abt's International Health Division (IHD) the President's Malaria Initiative (PMI)-funded Task Order 6 contract—**Indoor Residual Spraying 2**—which builds on our current work in the Africa Indoor Residual Spraying (AIRS) project. This notable win in the **Infectious Disease** market is a three-year, single-award task order (TO)

with a total value of \$268M under which Abt will continue to assist PMI in reducing the burden of malaria in Africa through indoor residual spraying (IRS); entomological monitoring; Information, Education and Communication; and capacity building in 14 African countries where malaria is endemic. A second win in the **Infectious Disease** market is the \$16.5M Centers for Disease Control (CDC)-funded Global Influenza Studies award. This collaborative effort among US Health (USH), IHD, Abt SRBI and Abt JTA expands our work conducting influenza studies beyond the U.S. to address critical knowledge gaps regarding the potential value of influenza vaccination programs in low- and middle-income countries. Additionally, Abt (USH) won a CDC new multiple award Blanket Purchase Agreement (BPA) with a \$558M ceiling and a \$4.4M TO, in collaboration with Abt SRBI, to conduct the *Health Care Worker and Pregnant Women Influenza Survey*. USH with SRBI also was awarded a \$1.1M TO to undertake a survey of *U.S. Adults to Monitor Vaccination Assessments and Recommendations by Providers at Healthcare Visits*.

Table 1. Mid-Year FY15 Awards by Investment Quadrant			
Investment Quadrant	# of Awards	% of Awards	% of Value
Accelerate	36	29%	80%
Sustain	75	61%	17%
Test	13	10%	3%
Assess	0	0%	0%
Total	124	100%	100%

Another key award in the **Infectious Disease** market is the USAID-funded \$12.7M Kyrgyzstan Tuberculosis Program, allowing us to continue our strong presence in the Central Asia region, while also successfully leveraging the product GXAlert which was developed jointly by IHD and the Client Technology Center (CTC) with Abt corporate innovation funds. Abt was also awarded a one-year extension totaling \$4.5M for its Private Health Sector Program in Ethiopia. The Evaluation Studies Indefinite Delivery Indefinite Quantity (IDIQ) for Domains I and II was awarded by the Health Resources and Services Administration. The IDIQ domains are for a five-year period and cut across multiple Abt market segments/investment quadrants – primarily infectious disease and chronic disease (test quadrant). The bid on Domain I (Evaluation Studies) involved Abt SRBI.

In our **Reproductive Health** market Abt won the Jordan Communications, Advocacy and Policy (J-CAP) Activity. The major aim of this \$30M support program is to increase the use of integrated family planning and reproductive health (FP/RH) services and the utilization of modern FP methods in Jordan.

Abt's Social and Economic Policy Division (SEP) has been awarded a contract (\$18.3M) in the **Income Security/Workforce** market from the Health and Human Services (HHS) Administration for Children and Families. This important win funds follow-up data collection and analysis for two groundbreaking Abt projects on career pathways: *Innovations in Self Strategies for Increasing Self-sufficiency* and the *Health Professional Opportunity Grants Program*. Abt SRBI is a partner in both studies (work valued at \$12.8M). A second key win in this market area is from the U.S. Citizenship and Immigration Service (USCIS) of the Department of Homeland Security. Abt, in collaboration with SRBI, has been awarded two five-year BPAs with a ceiling of \$9.9M to provide program evaluation and survey research

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services to USCIS's Office of Policy and Strategy – a new client for Abt. Additionally, we just received a \$7M award from the Department of Labor (DOL) to evaluate the fourth round of grants under the *Trade Adjustment Assistance Community College Career Training (TAACCCT) Grant Program*. Another key win in the **Income Security/Workforce** market is the *Study of Nutrition and Wellness Quality in Child Care Settings* (\$25M BPA, with an initial award of \$10.8M).

A strategic award in the **Health Policy** market is the Research, Measurement, Assessment, Design and Analysis (RMADA) IDIQ funded by the Centers for Medicare and Medicaid (CMS). The ceiling value on the IDIQ is \$7B, and we expect task orders to be coming very soon (the forecast released by CMS has 36 TOs expected for the next government FY). Other important wins from CMS in the **Health Policy** market (USH in collaboration with SRBI) include a four-year TO contract (\$5.8M) – *Developing Quality Ratings Systems* – a recompetes that builds on our current work for the *Improving Nursing Home Compare/Improving the Five-Star Quality Rating System* project, and an *Outcome and Assessment Information Set (OASIS) Quality Measure Development and Maintenance* \$7.2M TO.

Sustain Markets. In **Behavioral Health**, Abt was awarded a \$1.2M contract from CDC for *Coordinated Care for Chronic Opioid Therapy*. Additionally, Abt will undertake *Behavioral Health Information and Technologies and Standards* work (\$2.9M) funded by the Substance Abuse and Mental Health Services Administration.

In the **Food Security and Agriculture** market, Abt's International Economic Growth (IEG) Division was awarded a \$2.7M, 6.25 year project from the U.K. Department for International Development (DFID) to undertake an evaluation of the effectiveness and impact of AgDevCo's investments on smallholder farmers in five African countries.

In the **Environmental** market, Abt won a \$20M contract from the U.S. Environmental Protection Agency's Office of the Chief Financial Officer (EPA/OCFO) to support EPA conferences, meetings and trainings across the entire Agency, including providing facilitation services. Another award in this market includes an important new multiple award BPA worth up to \$9.9M over five years to provide social sciences support services to the National Oceanic and Atmospheric Administration (NOAA) Coastal Service Center (CSC) – a new client for Abt and the Environment and Resources (ERD) Division. In collaboration with SRBI and a broad range of external partners, Abt will compete for TOs to support CSC's core mission of helping local, state, and national organizations address complex coastal issues and thrive in the face of significant natural and economic risks. Abt was also selected to provide regulatory development services (\$2M) for the U.S. Department of Transportation (DOT) Pipeline and Hazardous Materials Safety Administration (PHMSA) – also a new client to Abt/ERD. Additionally, Abt received an *Economic Support for Department of Interior's Fish and Wildlife Services IQC* with a \$17.5M potential and a \$5.7M *Evaluation and Analysis Support Services Contract* for the Occupational Safety and Health Administration.

In the **Health Systems Strengthening** market IHD (in collaboration with USH) won the Medtronic Philanthropy's Global Access Initiative (\$14.5M over five years) – Expanding Access to Care for People Living with Chronic Disease Reaching the Underserved in Brazil, India, South Africa and the United States. Another strategic award in this market (\$519K) from the Bill & Melinda Gates Foundation is to conduct formative research to help inform the Foundation's investment case to improve primary health care as well as the underlying health system in Nigeria. Another award is the funded (\$446K), one year performance extension for the Georgia Health Systems Strengthening project.

In the **Maternal, Newborn and Child Health** market, Abt received a \$6.6M TO award from CDC to implement and identify best practices for achieving "Baby-Friendly" USA designation in hospitals. The Baby-Friendly Hospital Initiative (BFHI), launched in the United States in 1996, designates as "Baby-Friendly" hospitals that demonstrate they meet the criteria for providing optimal infant feeding care. Another important win in the **MNCH** market is the two-year project extension (\$36.4M) for the DFID-funded Nigeria PATHS2 project to continue work in the three Northern states for six more months (to overlap with DFID's newly awarded MNCH2 program) and for two more years in Lagos and Enugu states.

Abt has been awarded a \$1.2M contract (**Education** market) to conduct an evaluation for the Robin Hood College Success Prize for the Robin Hood Foundation and Ideas 42. The evaluation is an RCT to compare the effects of up to three different technology-based interventions in helping community college students finish college. Earlier this year, Abt was awarded a BPA from the Corporation for National and Community Service (CNCS) with a maximum value of \$25M. During August, we were awarded two TOs under the BPA (**Housing** market). First, we will conduct the *National Evaluation of the School Turnaround AmeriCorps program* (\$706K) a new joint CNCS/Department of Education program that places AmeriCorps members in low-achieving schools to increase students' educational achievement, high school graduation rates, and college readiness. Second, with the strong support of Abt's CTC, we were awarded a TO to develop a web-based tool to monitor Senior Corps programs' compliance in conducting criminal history checks



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for program staff and volunteers (\$195K). Other wins in this market, in collaboration with SRBI, include a new cooperative agreement (\$7M) from the U.S. Department of Housing (HUD) – *Community Compass Technical Assistance (TA) and Capacity Building* – that will fund both TA and research tasks in support of a number of HUD initiatives and programs and a five-year contract (\$8.5M) from HUD for a *Pre-Purchase Homeownership Counseling Demonstration and Impact Evaluation*.

Test Markets. In the **Chronic Disease** market, Abt won one of three prime slots on the Patient-Centered Outcome Research Institute (PCORI) IDIQ. We also won the first TO (\$2.7M) – *Asthma Evidence to Action Network* – which will foster cross-learning and dissemination opportunities for the nine PCORI-funded investigators teams working on asthma and disparities. Another important win in this market is the CDC-funded *Technical Assistance and Management Support for Health Promotion Activities (TAMS) IDIQ* (\$10M ceiling). Abt also was awarded a two-year contract (\$916K) with AstraZeneca, a global research-based biopharmaceutical company headquartered in the United Kingdom, to serve as the evaluation partner for AstraZeneca's Healthy Heart Program. In the **Climate Change** market, as a strategic partner to Crown Agents, Abt is providing key personnel for the five-year USAID-funded Climate and Economic Analysis for Development, Investment and Resilience (CEADIR) contract (\$7.1M).

Subsidiary Awards. For **Abt JTA**, awards include: a \$9.6M extension of the DFAT-funded *Fiji Health Sector Support Program*, a \$1.3M Health and Education Procurement Facility contract from DFAT, a *Consultancy to DFAT Indonesia on the Realignment of the Aid Program Post* (\$199K), and serving as a *Strategic Advisor for Parliamentary Engagement* for the Empowering Indonesian Women for Poverty Reduction Program (\$51K). For **Abt SRBI** key wins include: in the **Community Health** practice the *New York City Community Health Survey* (\$9.7M) and the *Maryland Healthier Communities Survey* (\$2M) and a \$4.9M *Metro-North Railroad Origin and Designation Study* (**Transportation** market).

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. We continue to focus on reducing the proportion of our portfolio that comes from a single client, USAID. In FY12 our gross revenue from USAID represented 55.3% of our company. At this point in FY15 it is down to 49% with other U.S. Federal Government gross revenue at 28.8% and non-USG sources at 22.3%. This progress represents more work with **DFID** and **DFAT**, deeper market penetration in the U.S. federal markets and new exciting work with private sector clients and foundations. So far this year Abt has won new international work with **DFID** (\$39M for the Nigeria PATHS2 project extension and the AgDevCo Evaluation), **Medtronic Philanthropy** (Global Access Initiative \$14.5M), **AstraZeneca** (\$916K evaluation for AstraZeneca's Healthy Heart Program in Kenya), **the Bill & Melinda Gates Foundation**, and **DFAT**. New domestic-based clients added this year include the **Conrad Hilton Foundation**, the **Boston Foundation**, the **John T. Gorman Foundation**, **NOAA's Coastal Service Center**, **DOT's Pipeline and Hazardous Materials Safety Administration**, and the **Department of Homeland Security's U.S. Citizenship and Immigration office** to name a few. Abt also has 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, **EPA**, **CDC**, **HUD**, **DOL** and the Department of Education.

Leveraging Company Cross-cutting Capabilities

Abt continues to leverage our competencies company-wide. Key **collaboration efforts** between Abt and Abt SRBI include: *Career Pathways* (award to SEP with SRBI), *Evaluation of Pilot Projects to Promote Work and Increase State Accountability in the Supplementation Nutrition Assistance Program* (award to SEP with SRBI), and *Flu Monitoring* (award to USH with SRBI). Additionally, SEP and USH developed and won work (\$427K) from the National Science Foundation to evaluate the *Interdisciplinary Research and Education (INSPIRE) Initiative*. USH partnered successfully with IHD, Abt JTA and Abt SRBI on the CDC-funded *Global Influenza Studies* award. USH (lead) and IHD continue to work together on capture for a CDC regional Kenya IDIQ. USH and ERD collaborated to win a spot on the CDC-funded National Center of Environmental Health IDIQ. ERD won its first contract with DOL's Occupational Health and Safety Administration with assistance from SEP (qualifications and client insights), and ERD provided programming assistance to SEP/CTC in developing the *Tool for Conducting Criminal History* for a TO proposal for the Corporation for National and Community Service which was ultimately funded. IEG continues to collaborate with SEP on GEFA Call Downs and ERD for climate change work. Abt JTA is working with IEG and IHD on opportunities in Indonesia. Of note is the leverage of experiences and programs in Indonesia through IEG and leverage of expertise through CTC.

