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.

Multiple Award Schedule (MAS)
FSC Group: Professional Services and Information Technology (Large Category)
FSC Class: R408, R703, and DA01

CONTRACT NUMBER: 47QRAA22D005F

CONTRACT PERIOD: February 10, 2022 – February 9, 2027

LAREDO TECHNICAL SERVICES, INC.
22011 ROAN BLUFF
SAN ANTONIO, TX 78259-2714
Phone: (210) 705-2904
Fax: (210) 247-9534
E-mail: joseph@laredotechnical.com
Website: https://laredotechnical.com/

CONTRACT ADMINISTRATOR
Joseph Lukowski, President
22011 Roan Bluff
San Antonio, TX 78259-2714
Phone Number: (210) 705-2904
Email: joseph@laredotechnical.com

Business Size: Small Business, Service-Disabled Veteran Owned Small Business (SDVOSB)
Veteran-Owned Small Business (VOSB)

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov
Customer Information:

1.a. Table of Awarded Special Item Number (SINs):

<table>
<thead>
<tr>
<th>SIN(s):</th>
<th>SIN TABLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>541219</td>
<td>Budget and Financial Management Services</td>
</tr>
<tr>
<td>541611</td>
<td>Management and Financial Consulting, Acquisition and Grants</td>
</tr>
<tr>
<td></td>
<td>Management Support, and Business Program and Project</td>
</tr>
<tr>
<td></td>
<td>Management Services</td>
</tr>
<tr>
<td>54151HEAL</td>
<td>Health Information Technology Services</td>
</tr>
<tr>
<td>OLM</td>
<td>Order-Level Materials (OLM)</td>
</tr>
</tbody>
</table>

1.b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. N/A

1.c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility, and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item. See page 4.

2. Maximum Order: $1,000,000

3. Minimum Order: $100


5. Points of Production: Same as company address.

6. Discount from list prices or statement of net price: Prices listed are net, discounts have been deducted and the industrial funding fee has been added

7. Quantity Discounts: 0.25% off each order valued at $100,000.00 to $249,999.99
                       0.5% off each order exceeding $250,000.00.

8. Prompt Payment Terms: Net 30 days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9. Foreign Items: N/A

10.a. Time of Delivery: Contact Contractor.

10.b. Expedited Delivery. Items available for expedited delivery are noted in this price list: Contact Contractor
10.c. Overnight and 2-day delivery: Contact Contractor.
10d. Urgent Requirements: Contact Contractor.

11. F.O.B. Point(s): Destination

12.a. Ordering Address(es): Same as Contractor. Email: joseph@laredotechnical.com

12.b. Ordering Procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), are found in Federal Acquisition Regulation (FAR) 8.405-3.

13. Payment address: Laredo Technical Services, Inc.
   ATTN: Luis Resendiz, Finance Department
   22011 Roan Bluff
   San Antonio, TX 78259-2714
   Phone: (210) 587-9518
   Email: luis@laredotechnical.com

14. Warranty provision: Standard Commercial Warranty Terms & Conditions

15. Export Packing Charges (if applicable): N/A

16. Terms and conditions of rental, maintenance, and repair (if applicable). N/A

17. Terms and conditions of installation (if applicable). N/A

18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). N/A

18b. Terms and conditions for any other services (if applicable). N/A

19. List of service and distribution points (if applicable). N/A

20. List of participating dealers (if applicable). N/A

21. Preventive maintenance (if applicable). N/A

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). N/A

22b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT0 supplies and services and show were full details can be found (e.g. contractor’s website or other location). The EIT standards can be found at: www.Section508.gov/. N/A

23. Unique Entity Identifier Number: 808832591

24. Notification regarding registration in the System for Award Management (SAM) database: Contractor registered and active in SAM
Final Pricing:
The rates shown below include the Industrial Funding Fee (IFF) of 0.75%

<table>
<thead>
<tr>
<th>SIN</th>
<th>Labor Category</th>
<th>Location Contractor or Customer</th>
<th>Year 1 2/10/2022 – 2/09/2023</th>
<th>Year 2 2/10/2023 – 2/09/2024</th>
<th>Year 3 2/10/2024 – 2/09/2025</th>
<th>Year 4 2/10/2025 – 2/09/2026</th>
<th>Year 5 2/10/2026 – 2/09/2027</th>
</tr>
</thead>
<tbody>
<tr>
<td>541219</td>
<td>Financial Specialist</td>
<td>Customer</td>
<td>$70.63</td>
<td>$72.32</td>
<td>$74.06</td>
<td>$75.84</td>
<td>$77.66</td>
</tr>
<tr>
<td>541611</td>
<td>Professional Development Specialist</td>
<td>Customer</td>
<td>$78.46</td>
<td>$80.34</td>
<td>$82.27</td>
<td>$84.24</td>
<td>$86.27</td>
</tr>
<tr>
<td>541611</td>
<td>Program Manager</td>
<td>Customer</td>
<td>$78.46</td>
<td>$80.34</td>
<td>$82.27</td>
<td>$84.24</td>
<td>$86.27</td>
</tr>
<tr>
<td>54151HEAL</td>
<td>Subject Matter Expert – Software Developer</td>
<td>Customer</td>
<td>$113.54</td>
<td>$116.27</td>
<td>$119.06</td>
<td>$121.91</td>
<td>$124.84</td>
</tr>
<tr>
<td>54151HEAL</td>
<td>Web Developer II</td>
<td>Customer</td>
<td>$58.95</td>
<td>$60.36</td>
<td>$61.81</td>
<td>$63.30</td>
<td>$64.81</td>
</tr>
</tbody>
</table>

Service Contract Labor Standards: Also referred to as Service Contract Act (SCA) is applicable to this contract as it applies to the entire Multiple Award Schedule and all services provided. While no specific labor categories/services have been identified as being subject to SCLS/SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when the contractor adds SCA labor categories/employees to the contract through the modification process, the contractor will inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number.

**Labor Category Descriptions – SINs 541219, 541611, 54151HEAL**

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Functional Responsibilities</th>
<th>Minimum Education</th>
<th>Minimum Years of Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Specialist</td>
<td>Finance and procurement support includes assisting the Government with the section budget and procurement process to include: Assist with budget meetings to gather and document requirements, interfacing between Government budget organizations, and working with technical staff to translate system security needs into budget/contract costs. Assist with developing cost models in partnership with Government program managers and technical staff. Attend meetings to help develop short- and long-term budget goals.</td>
<td>Bachelors</td>
<td>5</td>
</tr>
<tr>
<td>Professional Development Specialist</td>
<td>Assist the Government in the development of and quality review processes for professional promotions, research into professional development opportunities, and scheduling professional development training opportunities. Provide general assistance to instructors as needed, assist with job postings, and other functions directly related to hiring, promotion and professional development of cybersecurity professionals.</td>
<td>Masters</td>
<td>10</td>
</tr>
<tr>
<td>Program Manager</td>
<td>Provides technical/operational leadership to a variety of projects within the guidelines set by the tasks/contracts/program managers/customers. Defines, generates, and reviews project requirements documentation. Manages technical studies to refine program requirements. Monitors programs to ensure work scope, schedule, and budget are well defined and maintained. Provides the coordination between resource managers/supervisors and ensures all necessary reviews and approvals are received.</td>
<td>Bachelors</td>
<td>10</td>
</tr>
</tbody>
</table>
Subject Matter Expert – Software Developer

Software development to include advisory and assistance in design and development of new capability and upgrades to existing capability for customer's software modules within the Information System. Provide advice and assistance in the creation of technical documentation. This includes Functional Requirements Documents, System Design Documents, ER Diagrams, Test plans, Deployment Plans, training material, and project management and tracking artifacts. Provide advice and assistance with the development of new capabilities and enhancement of existing capabilities based upon information provided in requirements documentation and design specifications as approved by the government. Provide advice and assistance on the development of training materials and content as well as assistance with customer, in-person training if needed. Provide advice and assistance with software development using ColdFusion, PL/SQL, JavaScript, and jQuery software development.

Web Developer II

Services include providing information, advice, opinions, analyses, evaluations, recommendations, and measurement of performance data, technical, and administrative support for IT and activities. Additional services include efforts to maintain and modernize software applications, and/or web sites. It may include reviewing IT requirements, determining or assisting with technical solutions, writing single source justification and other procurement required documents, and obtaining quotes for hardware, software, or other IT-related components. It may also include providing guidance and assistance required to assess and authorize (formerly known as certify and accredit) information systems/applications under the RMF. Assessment and Authorization (A&A) efforts may require documentation to be created, updated, modified, and submitted for approval. They may also include creation of physical or logical system or architecture diagrams, data flows, drawings to indicate connectivity, ports, protocols, and services matrices.

### Substitution Methodology

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Min Education</th>
<th>Min Exp</th>
<th>PhD</th>
<th>Masters</th>
<th>Bachelors</th>
<th>Associate</th>
<th>High School</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
<td>E</td>
<td>F</td>
<td>G</td>
</tr>
<tr>
<td>Financial Specialist</td>
<td>Bachelors</td>
<td>5</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>10</td>
<td>15</td>
</tr>
<tr>
<td>Professional Development Specialist</td>
<td>Masters</td>
<td>10</td>
<td>8</td>
<td>10</td>
<td>10</td>
<td>13</td>
<td>15</td>
</tr>
<tr>
<td>Program Manager</td>
<td>Bachelors</td>
<td>10</td>
<td>8</td>
<td>9</td>
<td>10</td>
<td>13</td>
<td>15</td>
</tr>
<tr>
<td>Subject Matter Expert – Software Developer</td>
<td>Bachelors</td>
<td>5</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>10</td>
<td>15</td>
</tr>
<tr>
<td>Web Developer II</td>
<td>Bachelors</td>
<td>5</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>10</td>
<td>15</td>
</tr>
</tbody>
</table>

Applicant must either meet minimum education and minimum experience (Columns A and B) or substitute with education level plus number of years’ experience (Columns C – G) referenced in each column.