



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 GSA Advantage! is: [GSAAdvantage.gov](http://GSAAdvantage.gov)

GSA Security Schedule  
Schedule 84

Contract Number: **47QSWA18D0034**

Contract Period: April 1, 2018 through March 31, 2023

Watermark Risk Management International, LLC  
18415 Cedar Drive, Suite 100  
Triangle, VA 22172-  
DUNS: 790035229 CAGE Code: 4MHV1  
Kevin Hodges; [kevin.hodges@wrmi-llc.com](mailto:kevin.hodges@wrmi-llc.com)  
V: 850-832-7276 F: 703-621-0045

Contractor's internet address/web site where schedule information can be found: [www.wrmi-llc.com](http://www.wrmi-llc.com)

Business size: Small, Service Disabled, Veteran-Owned Small Business

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

334512 - Total Solution Support Products for Facilities Management Systems  
541330L - Security System Integration, Design, Management, and Life Cycle Support  
OLM - Order-Level Materials

1b. Identification of lowest priced rate. Please see pricelist.

1.c. Labor Category Descriptions: Please see Labor Categories, Descriptions and Qualifications.

2. Maximum Order Limit. \$200,000.00 per SIN for SINs 334512 and 541330L. Notwithstanding this limit, ordering agencies may place, and Watermark may honor, orders exceeding this limit in accordance with the Federal Acquisition Regulation (FAR).

3. Minimum Order. \$100.00

4. Geographic coverage (delivery area). 50 United States; District of Columbia; Puerto Rico

5. Point(s) of production (city, county, and State or foreign country).

18415 Cedar Drive, Suite 100  
Triangle, VA 22172



6. Discount from list prices: 3%
7. Quantity discounts: Additional 2% per task order over \$750,000
8. Prompt payment Discounts: Net 30 days. Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.
- 9a. Government purchase cards are accepted at or below the micro-purchase threshold.
- 9b. Government purchase cards are accepted above the micro-purchase threshold.
10. Foreign items (list items by country of origin). None
- 11a. Time of delivery. (Contractor insert number of days.) As negotiated with ordering activity.
- 11b. Expedited Delivery. Contact the Contractor.
- 11c. Overnight and 2-day delivery. Contact the Contractor.
- 11d. Urgent Requirements. Contact the Contractor.
12. F.O.B. point(s). Destination
- 13a. Ordering address.  
Watermark Risk Management International, LLC  
18415 Cedar Drive, Suite 100  
Triangle, VA 22172
- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.
14. Payment address.  
Watermark Risk Management International, LLC  
18415 Cedar Drive, Suite 100  
Triangle, VA 22172
15. Warranty provision. None
16. Export packing charges, if applicable. Not applicable.
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level). None.
18. Terms and conditions of rental, maintenance, and repair (if applicable). 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 (if applicable). 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. Preventive 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. If applicable, Section 508 compliance information on Electronic and Information Technology (EIT) supplies and services will be addressed on a task order basis. EIT standards can be found at: [www.Section508.gov](http://www.Section508.gov)

25. Data Universal Number System (DUNS) number. 790035229

26. Contractor has an active registration in the SAM database.

## GSA Price List

Effective: January 1, 2018

LABOR CATEGORY	RATE
Researcher I	\$ 48.87
Technical Writer I/Admin III	\$ 53.75
Technical Writer II	\$ 63.05
Program Manager	\$ 136.83
Junior Security Specialist	\$ 63.53
Security Specialist	\$ 77.61
Senior Security Specialist	\$ 92.85
SCI Personnel Security Specialist	\$ 77.61
Information Assurance Specialist	\$ 80.61
Security Operations Planner II	\$ 100.91
AT/FP Specialist IV	\$ 114.35
Security Systems Engineer	\$ 102.62
Senior Security Systems Engineer	\$ 122.17
Senior Security Systems Engineer II	\$ 132.43
Security Consultant	\$ 73.30
Senior Security Consultant	\$ 97.73
Executive Security Consultant	\$ 146.60
Executive Security Consultant II	\$ 180.81
Executive Security Consultant III	\$ 219.90



Senior Security Business Management Consultant III	\$	97.73
Senior Security Business Management Consultant V	\$	122.17
Senior Security Business Management Consultant VI	\$	141.71
Senior Security Strategist I	\$	83.07
Executive Security Strategist I	\$	102.62
Executive Security Strategist II	\$	122.17

1b. Identification of lowest priced rate.

Researcher I	\$	48.87
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1c. A description of all corresponding commercial job titles, experience, functional responsibility and education.

**1. RESEARCHER I**

*Description:* Entry level position. Proficient with a wide variety of research and search tools. Able to provide technical research assistance to SMEs, consultants, security training developers and instructors.

*Experience & Education:* Minimum 1 years experience and a Bachelor’s degree.

**2. TECHNICAL WRITER/ADMIN III**

*Description:* Gathers, analyzes and composes technical information. Ensures the use of proper technical terminology, translates technical information into clear, readable documents to be used by technical and non-technical personnel. Edits functional descriptions, systems specifications, user’s manuals and other deliverables and documents. Supports advanced administrative functions in support of a security project such as event management, document layout and formatting, data collection and supporting program/project contract and performance reporting.

*Experience & Education:* Minimum of 1 years experience and a Bachelor’s Degree or equivalent experience

**3. TECHNICAL WRITER II**

*Description:* Gathers, analyzes and composes technical information. Ensures the use of proper technical terminology, translates technical information into clear, readable documents to be used by technical and non-technical personnel. Edits functional descriptions, systems specifications, user’s manuals and other deliverables and documents. May oversee the efforts of other technical writers.

*Experience & Education:* Minimum of 3 years experience and a Bachelor’s Degree or equivalent experience

**4. PROGRAM MANAGER**

*Description:* Responsible for a project or a significant component of a larger program that encompasses multiple projects, tasks or functional responsibilities. Supervises multiple staff. Able to perform program management functions across a wide range of technical and operational domains. Work entails senior client coordination and support, development and presentation of contract deliverables, managing program and project schedules and budgets to ensure compliance with client requirements, contract



reporting and communications, staffing, resource management and program operations. Assists in analysis of contract requirements, terms and conditions, client inquiries, and develops solutions and estimates of resource requirements to new client requirements.

*Experience & Education:* Minimum of 15 years experience and Master's Degree or equivalent experience.

## **5. JUNIOR SECURITY SPECIALIST**

*Description:* Provides support to security projects and programs. Select specialized experience in at least one of the following areas: designing physical security countermeasures, developing security training, and conducting security assessment, threat and vulnerability assessments and risk management reviews and analyses. Knowledgeable of physical security equipment and placement of equipment including physical access control systems, visitor management systems, badging design and equipment, CCTV, intrusion detection systems, security fencing, vehicle barrier systems, and landscaping to incorporate into facilities. Security specialist functional areas of knowledge may include personnel security Special Access Program Security and Sensitive Compartmentalized Security programs.

*Experience & Education:* Minimum of 3 years of relevant and specialized experience in law enforcement, criminal justice, or security program management and a Associates' Degree or equivalent experience.

## **6. SECURITY SPECIALIST**

*Description:* Provides support to security projects and programs. Select specialized experience in at least two of the following areas: designing physical security countermeasures, implementing new federal mandates for physical security at Federal facilities, developing security training, and conducting security assessment, threat and vulnerability assessments and risk management reviews and analyses. Knowledgeable of physical security equipment and placement of equipment including physical access control systems, visitor management systems, badging design and equipment, CCTV, intrusion detection systems, security fencing, vehicle barrier systems, and landscaping to incorporate into facilities. Security specialist functional areas of knowledge may include personnel security Special Access Program Security and Sensitive Compartmentalized Security programs.

*Experience & Education:* Minimum of 7 years of relevant and specialized experience in law enforcement, criminal justice, or security program management and a Bachelor's Degree or equivalent experience.

## **7. SENIOR SECURITY SPECIALIST**

*Description:* Capable of supervising and providing support to a wide range of security projects and programs. Specialized experience may include designing physical security countermeasures, implementing new federal mandates for physical security at Federal facilities, developing security training, and conducting security assessment, threat and vulnerability assessments and risk management reviews and analyses. Detailed knowledge of physical security equipment and placement of equipment including physical access control systems, visitor management systems, badging design and equipment, CCTV, intrusion detection systems, security fencing, vehicle barrier systems, and landscaping to incorporate into facilities. Security specialist functional areas of knowledge may include personnel security Special Access Program Security and Sensitive Compartmentalized Security programs.

*Experience & Education:* Minimum of 10 years of relevant and specialized experience in law enforcement, criminal justice, or security program management and a Bachelor's Degree or equivalent experience.



## **8. SCI PERSONNEL SECURITY SPECIALIST**

*Description:* Performs all of the same functions as the Security Specialist but brings more than 3 years of specialized experience in SCI Personnel Security addition to maintaining academic and education qualifications.

*Experience & Education:* Minimum of 7 years experience and Bachelor's Degree or equivalent experience

## **9. INFORMATION ASSURANCE SPECIALIST**

*Description:* Performs all procedures necessary to ensure the safety of information systems assets and to support the prevention of damage to, protection of, and restoration of computers, electronic communications systems, electronic communications services, wire communication, and electronic communications from intentional or inadvertent access or destruction. The responsibilities may include assessing and supporting the DoD IA certification and accreditation process through risk management framework (RMF) or DoD Information Assurance Certification and Accreditation Process (DIACAP) as required; and IA requirements, risks, and controls for remote assets and subsystems; support INFOSEC, cyber security, and program protection plan requirements for remote assets and subsystems; and

*Experience & Education:* Minimum of 7 years experience and Bachelor's Degree or equivalent experience

*Experience & Education:* A Bachelors Degree in Computer Science, Information Systems, Business, Mathematics, or other related technical field is required. A Masters Degree may be substituted for four years of general experience. Experience and education equivalents: Certified Level I System Administrator one-year general experience; Certified Level II System Administrator two years general experience; Certified Level III System Administrator three years general experience. High School diploma with eight years of IA specialized experience in the management of information systems may be substituted for the Bachelors Degree, or twelve years for a Masters Degree. CISSP Certification equates to three years of experience.

## **10. SECURITY OPS PLANNER II**

*Description:* Capable of development, organization and supporting the execution of security plans, procedures, and tactics. Able to properly assign resources to support the requirements. Able to work singly or as part of a team to complete larger projects. The Operations Planner may actively monitor security operations to assess performance and make recommendations to executive management about enhancing security processes and security infrastructure Significant technical or military training experience of more than 9 years.

*Experience & Education:* Minimum of a 6 years relevant experience and an Associates' Degree or equivalent experience.

## **11. AT/FP SPECIALIST IV**

*Description:* Capable of supervising and providing support to Anti-Terrorism and Force Protection (AT/FP) planning and execution to ensure sustainment and delivery of an effective AT/FP programs. Experience in three or more areas of the following: All-Hazards EP, AT planning, Force Protection planning and evaluation, Threat and Vulnerability planning, assessment or mitigation, Crisis Management, Security Operations, Anti-terrorism/Force Protection Strategic Planning and Policy, Risk Management, and participation in national or DoD level homeland security Emergency Management or



Mission Assurance exercises. Able to perform all the task requirements by themselves or instruct other AT/FP specialists. Must have completed DoD AT/FP Level II training.

Experience & Education: Minimum of a 12 years relevant experience and a Bachelor's Degree or equivalent experience.

## **12. SECURITY SYSTEMS ENGINEER**

*Description:* Has more than 4 years of relevant consulting experience acting in support of a security engineering projects. Participates on a team to conduct threat, vulnerability, and risk assessments providing the expert technical advice on security systems, deployment of security systems in a variety of environmental settings, and infrastructure and communications/network requirements to support security systems. Technical expert on select security systems. Able to assess integrated security system test plans and participate in the development of planned security designs. Compiles, validates, and verifies the consistency of a variety of technical documents such as test procedures and instructions.

*Experience & Education:* Minimum of 4 years of relevant and specialized experience in security systems requirements development, design, installation, and engineering and/or the acquisition of integrated security systems solutions. A Bachelor's degree in engineering degree or equivalent experience is required and a professional certification is desired.

## **13. SENIOR SECURITY SYSTEMS ENGINEER**

*Description:* Has more than 8 years of relevant consulting experience acting in support of a wide range of security engineering projects. Acts as the senior company engineering representative supporting design requirements analyses or assessments. Participates as lead or on a team to conduct threat, vulnerability, and risk assessments providing the expert technical advice on security systems, deployment of security systems in a variety of environmental settings, and infrastructure and communications/network requirements to support security systems. Technical expert on a wide range of security systems and security design alternatives. Able to assess integrated security system test plans and participate in the evaluation of current or planned security designs. Compiles, validates, and verifies the consistency of a variety of technical documents such as test procedures and instructions. May provide leadership to lower level employees.

*Experience & Education:* Minimum of 8 years of relevant and specialized experience in security systems requirements development, design, installation, and engineering and/or the acquisition of integrated security systems solutions. A Master's degree in engineering degree or equivalent experience is required and a professional certification is desired.



#### **14. SENIOR SECURITY SYSTEMS ENGINEER II**

*Description:* Has more than 12 years of relevant consulting experience acting in support of a wide range of security engineering projects. Acts as the senior company engineering representative supporting design requirements analyses or assessments. Participates as lead or on a team to conduct threat, vulnerability, and risk assessments providing the expert technical advice on security systems, deployment of security systems in a variety of environmental settings, and infrastructure and communications/network requirements to support security systems. Technical expert on a wide range of security systems and security design alternatives. Able to assess integrated security system test plans and participate in the evaluation of current or planned security designs. Compiles, validates, and verifies the consistency of a variety of technical documents such as test procedures and instructions. May provide leadership to lower level employees.

*Experience & Education:* Minimum of 12 years of relevant and specialized experience in security systems requirements development, design, installation, and engineering and/or the acquisition of integrated security systems solutions. A Master's degree in engineering degree or equivalent experience is required and a professional certification is desired.

#### **15. SECURITY CONSULTANT**

*Description:* 6 years in a related security function required. Over 6 years of general and specialized experience within U.S. Government security fields (e.g.; technical, physical, information, personnel, background investigations, operational or signal security; counterintelligence; antiterrorism; counter terrorism; counter drug; computer security; surveillance, counter surveillance or surveillance detection; infrastructure protection; force protection; technology protection; information operations; or industrial security programs). Requires subject matter expertise and hands-on experience in security management, assessments, operations or training. Functions may include, but are not necessarily limited to, services such as; recommending and writing organizational policy and procedure documents, setting guidelines for curriculum development and training, evaluating risk management/assessment methodology, preparing and conducting high level briefings, conducting research, preparing reports and special studies.

*Experience & Education:* Minimum of 6 years experience and an Associate's Degree or equivalent experience.

#### **16. SENIOR SECURITY CONSULTANT**

*Description:* Over 10 years of general and specialized experience U.S. Government security fields (e.g.; technical, physical, information, personnel, operational or signal surveillance, counter surveillance or surveillance detection; infrastructure protection; force protection; technology protection; information operations; or industrial security program). Requires subject matter expertise and hands-on experience in one or more security disciplines: experience conducting research and analysis; training and training development; and/or experience establishing and implementing complex programs and policies. Functions may include, but are not necessarily limited to, services such as; recommending and writing organizational policy a procedure documents, setting guidelines for curriculum development and training, evaluate management/assessment methodology, preparing and conducting high level briefings, conducting research, preparing reports and special studies. Requires solid and proven writing and communication skills and analytical capability. Requires relevant experience in dealing with senior levels of Government and policy makers.

*Experience & Education:* Minimum of 10 years experience and Bachelor's Degree or equivalent experience.



## **17. EXECUTIVE SECURITY CONSULTANT**

*Description:* Over 20 years of general and specialized experience U.S. Government security fields (e.g.; technical, physical, information, personnel, operational or signal surveillance, counter surveillance or surveillance detection; infrastructure protection; force protection; technology protection; information operations; or industrial security program). Requires subject matter expertise and hands-on experience in one or more security disciplines: experience conducting research and analysis; training and training development; and/or experience establishing and implementing complex programs and policies. Functions may include, but are not necessarily limited to, services such as; recommending and writing organizational policy a procedure documents, setting guidelines for curriculum development and training, evaluate management/assessment methodology, preparing and conducting high level briefings, conducting research, preparing reports and special studies. Requires solid and proven writing and communication skills and analytical capability. Requires relevant experience in dealing with senior levels of Government and policy makers.

*Experience & Education:* Minimum of 20 years experience and Master's Degree or equivalent experience.

## **18. EXECUTIVE SECURITY CONSULTANT II**

*Description:* Provides oversight and executive level management to overall contract operations often involving multiple projects/tasks and groups of personnel at multiple locations. The Program Manager maintains and manages relationships with senior level management within the client organization. Responsible for ensuring senior level management within the client organization is aware of overall program status, including all relevant projects and their potential impact on higher level organizational strategic vision; this may include subject matter and unique technical knowledge. Extensive senior-level/executive business P&L and capture experience. Able to advise client leadership with assessments and analyses of market environment, competitors capabilities and strategies, emerging white space and to assist with identifying, prioritizing, and capturing new business opportunities. The individual possesses significant industry relationships and may possess experience serving on company or corporate board of directors.

*Experience & Education:* Minimum of 20 years experience and Master's Degree

## **19. EXECUTIVE SECURITY CONSULTANT III**

*Description:* Provides oversight and executive level management to overall contract operations often involving multiple projects/tasks and groups of personnel at multiple locations. The Program Manager maintains and manages relationships with senior level management within the client organization. Responsible for ensuring senior level management within the client organization is aware of overall program status, including all relevant projects and their potential impact on higher level organizational strategic vision; this may include subject matter and unique technical knowledge. Extensive senior-level/executive business P&L and capture experience. Able to advise client leadership with assessments and analyses of market environment, competitors capabilities and strategies, emerging white space and to assist with identifying, prioritizing, and capturing new business opportunities. The individual possesses significant industry relationships and may possess experience serving on company or corporate board of directors.

*Experience & Education:* Minimum of 30 years experience and Master's Degree



## **20. SENIOR SECURITY BUSINESS MANAGEMENT CONSULTANT III**

*Description:* Experienced security professional and consultant provides expertise in providing consulting services across a range of areas. Performs a variety of tasks that require both practical experience and theoretical, state-of-the-art, technical knowledge in specialty areas. Works independently under general guidelines or objectives set by client. Possesses advanced technical and managerial skills and is highly knowledgeable all required functional areas. Coordinates, reviews and supervises work of assigned staff. Organizes and recommend new systems, procedures or organizational changes. Able to support the drafting and editing of proposal text for a wide range of security or other technical projects or proposals. The individual combines security expertise and excellent project management and writing skills.

*Experience & Education:* Minimum of 10 years experience and Bachelor's Degree or equivalent experience

## **21. SENIOR SECURITY BUSINESS MANAGEMENT CONSULTANT V**

*Description:* Experienced security professional and a Consultant provides expertise in providing consulting services across a range of areas. Performs a variety of tasks that require both practical experience and theoretical, state-of-the-art, technical knowledge in specialty areas. Works independently under general guidelines or objectives set by client. Possesses advanced technical and managerial skills and is highly knowledgeable all required functional areas. Coordinates, reviews and supervises work of assigned staff. Organizes and recommend new systems, procedures or organizational changes. Able to support the drafting and editing of a wide range of security analyses, reports, assessments or other technical projects or proposals. The individual combines security expertise and excellent project management and writing skills.

*Experience & Education:* Minimum of 15 years experience and Master's Degree or equivalent experience

## **22. SENIOR SECURITY BUSINESS MANAGEMENT CONSULTANT VI**

*Description:* Experienced security professional and experienced manager. The Consultant provides senior management expertise in providing consulting services across a range of areas. Performs a variety of tasks that require both practical experience and theoretical, state-of-the-art, technical knowledge in specialty areas. Works independently under general guidelines or objectives set by client. Possesses advanced technical and senior managerial skills and is highly knowledgeable all required functional areas. Coordinates, reviews and supervises work of assigned staff. Organizes and recommend new systems, procedures or organizational changes.

*Experience & Education:* Minimum of 18 years experience and Master's Degree or equivalent experience

## **23. SENIOR SECURITY STRATEGIST I**

*Description:* Experienced security professional with extensive security and risk management experience. Capable of providing broad perspective and expertise and supporting the development of short and long term strategies and plans to address security and risk management issues. Is well versed in a broad range of technical security topics including training, technology, risk management processes and tools, and resource management.

*Experience & Education:* Minimum of 12 years experience and Master's Degree or equivalent experience



**24. EXECUTIVE SECURITY STRATEGIST I**

*Description:* Experienced security professional with significant and demonstrated security leadership experience at the installation or major program level. Capable of providing broad perspective and expertise in the development of short and long term strategies and plans to address security and risk management issues. Is well versed in a broad range of security topics including training, security planning, threat and vulnerability assessment, technology, risk management processes, vulnerability and threat assessments, and resource management.

*Experience & Education:* Minimum of 15 years experience and Master’s Degree or equivalent experience

**25. EXECUTIVE SECURITY STRATEGIST II**

*Description:* Experienced security professional with significant and demonstrated security leadership experience at the installation or major program level. Capable of providing broad perspective and expertise in the development of short and long term strategies and plans to address security and risk management issues. Is well versed in a broad range of security topics including training, security planning, threat and vulnerability assessment, technology, risk management processes and tools, and resource management.

*Experience & Education:* Minimum of 18 years experience and Master’s Degree or equivalent experience

**EXPERIENCE & DEGREE SUBSTITUTION**

The above describes the functional responsibilities and education and experience requirements for each labor category. These requirements are a guide to the types of experience and educational background of typical personnel in each labor category.

Education and experience may be substituted for each other. Each year of relevant experience may be substituted for one year of education, and vice versa. In addition, certifications, professional licenses, and vocational technical training may be substituted for experience or education.

Degree/Experience Equivalency\*

<b>Degree</b>	<b>Experience Equivalence</b>	<b>Other Equivalence</b>
<b>Bachelors</b>	Associate degree +2 years relevant experience, or 4 years relevant experience	Professional certification
<b>Masters</b>	Bachelors +2 years relevant experience, or Associated + 4 years relevant experience	Professional license
<b>Doctorate</b>	Masters + 2 years relevant experience, Bachelors + 4 years relevant experience	
<p><i>* Successful completion of higher education which has not yet resulted in a degree may be counted as 1 year of experience for each year of college completed.</i></p>		