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.

Schedule Title: Multiple Award Schedule (MAS)
Formerly known as GSA Schedule 84 – Total Solutions for Law
Enforcement, Security, Facilities Maintenance, Fire, Rescue

Contract Number: 47QSWA-19-D-002W
Contract Period: 01/17/2019 – 01/16/2024
Contractor Name: M.C. Dean, Inc.
Contractor Address: 1765 Greensboro Station Place, Suite 1400, Tysons, VA
Contractor Phone: (703) 802-6231
Contractor Fax: (703) 421-4670
Internet Address: www.mcdean.com
Email Address: MCDean.GSA84.ESS@MCDean.com
Business Size: Other Than Small (Large)

SIN #

334290PACS Physical Access Control Systems (PACS) - FIPS 201
334512 Total Solution Support Products for Facilities Management Systems
541330ENG Engineering Services
541330L Security System Integration, Design, Management, and Life Cycle Support
541330SEC Security System Integration, Design, Management, and Life Cycle Support
541611 Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
561210SB Smart Buildings Systems Integrator
OLM Order-Level Materials (OLM)

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at fss.gsa.gov.

Price list current through June 10, 2020 (Contract Mod #PS-A821)
# Legacy SINS Mapped to New GSA MAS Contract

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<td>Concept Development &amp; Requirements Analysis</td>
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<td>System Design, Engineering &amp; Integration</td>
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<td>Construction Management and Engineering Consulting Services Related to Real Property</td>
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<td>520-21</td>
<td>Program Management Services</td>
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<td>Grants Management Support Services</td>
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<td>Due Diligence &amp; Support Services</td>
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<td>Integrated Consulting Services</td>
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1a: Awarded Special Item Numbers (SINS)
- 334290PACS: Physical Access Control Systems (PACS) - FIPS 201
- 334512: Total Solution Support Products for Facilities Management Systems
- 541330ENG: Engineering Services
- 541611: Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
- 561210SB: Smart Buildings Systems Integrator
- OLM: Order-Level Materials (OLM)

1b: Lowest Price Model Number and Lowest Unit Price for Each SIN
See price list.

1c: Hourly Rate Information
See Appendix A: Hourly Rate Information.

2: Maximum Order
- 334290PACS; 334512; 541330L; 541330SEC - $250,000
- 561210SB - $1,000,000

3: Minimum Order
$50

4: Geographic Coverage (Delivery Order)
Worldwide

5: Point(s) of Production
Tysons, VA, USA

6: Discount from List Prices or Statement of Net Price
All prices are net.

7: Quantity Discounts
0.5% on individual task orders over $1,000,000.

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

9: Government Purchase Cards
M.C. Dean accepts Government Purchase Cards at, below, or above the Micro-Purchase Threshold of $3,500.

10: Foreign Items
Not applicable.

11A: Time of Delivery
Determined on a task order basis. To be negotiated between the contractor and ordering agency.

11B: Expedited Delivery
Determined on a task order basis. To be negotiated between the contractor and ordering agency.

11C: Overnight and 2-Day Delivery
Determined on a task order basis. To be negotiated between the contractor and ordering agency.

11D: Urgent Requirements
M.C. Dean will provide our customer a dedicated Point of Contact upon task order award. Customers are encouraged to contact this individual directly for any urgent requirements.

12: FOB Points
Destination.

13A. Ordering Procedures
For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules) and in Federal Acquisition Regulation (FAR) 8.405-3.
14: Payment Addresses
M.C. Dean, Inc.
P.O. Box 532232
Atlanta, GA 30353-2232

15: Warranty Provision
Not applicable.

16: Export Packing Charges
Not applicable.

17: Terms and Conditions of Government Purchase Card Acceptance
M.C. Dean will accept Government Purchase Cards at all levels.

18: Terms and Conditions of Rental, Maintenance, and Repair
Not applicable.

19: Terms and Conditions of Installation
Not applicable.

20: Terms and Conditions of Repair Parts
Not applicable.

20A: Terms and Conditions for Any Other Services
Not applicable.

21: List of Service and Distribution Points
Not applicable.

22: List of Participating Dealers
Not applicable.

23: Preventive Maintenance
Not applicable.

24A: Special Attributes
ISO 9001:2008 Certified
CMMI Level 3 Certified
LEED Certified
EPA EnergyStar Partner
Department of Energy (DOE) Energy Service Company
Designated one of “America’s Safest Companies” (EHS Today, 2017)

24B: Section 508A Compliance
Not applicable.

25: Data Universal Number System (DUNs) Number
04-3203249

26: Notification Regarding Registration in Central Contractor Registration (CCR) Database
M.C. Dean maintains an active SAM registration; CAGE code 3K773.
APPENDIX A: HOURLY RATE INFORMATION

<table>
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GSA Schedule 84

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Price list valid through 01/16/2024

OCONUS LOCATION PRICING:

For any OCONUS locations, M.C. Dean will use the Department of State's Standardized Regulations (DSSR) as referenced at: https://aoprals.state.gov/Web920/default.asp?menu_id=95 to adjust our CONUS labor rates for OCONUS locations. Our labor rates would be multiplied by the cost factor based on the location of the service.
APPENDIX B: M.C. DEAN, INC. LABOR CATEGORIES

Program Manager

Responsible for large projects or a significant segment of a large complex program. Translates customer requirements into formal agreements and plans that culminate in customer acceptance of results while meeting business objectives. Works with customer to identify business requirements and develops the proposed solution. Subsequently leads a team in initiating, planning, controlling, executing, and closing tasks of a project or segment of a project to produce the delivered solution. Executes a wide range of process activities beginning with the initial technical response to an order through development, test and final delivery. Formulates partnerships between customer, suppliers, and staff. Anticipates potential project related problems. Uses refined techniques for identifying, eliminating, or mitigating solution, project, and business risks. Understands customer, industry, and business trends. Applies this understanding to meet project objectives. As appropriate, challenges the validity of given procedures and processes to enhance or improve them. Analyzes information and situations and implements actions, independently or through the management team, to ensure project objectives are met. Analyzes new and complex project related problems and creates innovative solutions involving finance, scheduling, technology, methodology, tools, and solution components.

*Educational Requirements:* A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field.

*Experience Requirements:* Ten years of intensive and progressive experience in the project management discipline. An additional five years of experience managing technical, scientific, or engineering projects may be substituted for a Bachelor’s degree.

Project Manager 3

Responsible for medium to large projects. Translates customer requirements into formal agreements and plans that culminate in customer acceptance of results while meeting business objectives. Works with customer to identify business requirements and develops the proposed solution. Subsequently leads a team in initiating, planning, controlling, executing, and closing tasks of a project or segment of a project to produce the delivered solution. Executes a wide range of process activities beginning with the initial technical response to an order through development, test and final delivery. Formulates partnerships between customer, suppliers, and staff. Anticipates potential project related problems. Uses refined techniques for identifying, eliminating, or mitigating solution, project, and business risks. Understands customer, industry, and business trends. Applies this understanding to meet project objectives. As appropriate, challenges the validity of given procedures and processes to enhance or improve them. Analyzes information and situations and implements actions, independently or through the management team, to ensure project objectives are met. Analyzes new and complex project related problems and creates innovative solutions involving finance, scheduling, technology, methodology, tools, and solution components.
**Educational Requirements:** A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field.

**Experience Requirements:** Six years of intensive and progressive experience in the project management discipline. An additional three years of experience managing technical, scientific, or engineering projects may be substituted for a Bachelor’s degree.

**Project Manager 2**

Responsible for small to medium size projects. Translates customer requirements into formal agreements and plans that culminate in customer acceptance of results while meeting business objectives. Works with customer to identify business requirements and develops the proposed solution. Subsequently leads a team in initiating, planning, controlling, executing, and closing tasks of a project or segment of a project to produce the delivered solution. Executes a wide range of process activities beginning with the initial technical response to an order through development, test and final delivery. Formulates partnerships between customer, suppliers, and staff. Anticipates potential project related problems. Uses refined techniques for identifying, eliminating, or mitigating solution, project, and business risks. Understands customer, industry, and business trends. Applies this understanding to meet project objectives. As appropriate, challenges the validity of given procedures and processes to enhance or improve them. Analyzes information and situations and implements actions, independently or through the management team, to ensure project objectives are met. Analyzes new and complex project related problems and creates innovative solutions involving finance, scheduling, technology, methodology, tools, and solution components.

**Educational Requirements:** A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field.

**Experience Requirements:** Three years of intensive and progressive experience in the project management discipline. An additional two years of experience managing technical, scientific, or engineering projects may be substituted for a Bachelor’s degree.

**Subject Matter Expert (IT)**

Provides technical knowledge and skill in using specialized applications in the areas specified in the order. Experienced in the operational environment and using high-level functional systems analysis, design, integration, documentation, and implementation methodologies on complex problems that require in-depth knowledge of the subject matter for effective implementation. Participates as needed in all phases of engineering design and software development with emphasis on the planning, analysis, testing, integration, documentation and presentation phases. Applies principles, methods and knowledge of the functional area of expertise to specific order requirements and in the process uses advanced mathematical principles and methods to arrive at practical, innovative solutions. Designs and prepares technical reports,
data bases, studies, and related documentation, makes charts and graphs to record results. Prepares and delivers presentations and briefings as required by the order.

**Educational Requirements:** Master’s degree or equivalent in engineering, computer science, or a mathematics, financial or business discipline that provides substantial knowledge and skill in sophisticated technical disciplines that are closely related to the work required by the order.

**Experience Requirements:** Fifteen years of intensive and progressive experience in the last twenty calendar years in the individual’s field of study and specialization. An additional five years of experience in related areas may be substituted for the Master’s degree.

**Systems Architect (IT)**

Provides executive level support to customers in identifying, compiling, and analyzing information transfer requirements and determining how these requirements can best be met. Architects, designs, develops and executes proven approaches to requirements analysis following I.E.E.E. and other applicable specifications, to provide customers with: confluence of understanding between User and Technical communities; bi-directional feedback mechanism for User and Technical personnel discussions and consensus; a framework for early identification and resolution of system design problems; a foundation for qualifying and quantifying system characteristics that meet customer needs; a baseline for comprehensive system capabilities and a basis for determining system completion parameters; a road map for system planning, design and development; and a mechanism for capturing, documenting and auditing requirements changes. Provides top-level briefings, analyses and recommendations to executive decision makers on the structure, format, approach and anticipated results and performance metrics associated with requirements determination processes.

**Educational Requirements:** Master’s degree or equivalent.

**Experience Requirements:** Fifteen years of experience in User requirements gathering, analysis, assessment, and feedback, to include facilitating working requirements sessions and engaging in enterprise-wide requirements determination and documentation initiatives. An additional five years of experience in related areas may be substituted for the Master’s degree.

**Senior Network Engineer (IT)**

Must have proven technical ability in LAN/WAN design and implementation. Excellent understanding of TCP/IP and routing protocols is needed. Attention to detail is required in managing complex changes to customer networks. Act as the technology lead for designing the network and security platforms and technical lead supporting the network. Other responsibilities include security audits, assessments, design, implementation and configuration. Provides leadership, direction and vision in the support and deployment of network and security technologies. Works with project managers, business analysts and contractors on security solutions to address customer’s security requirements. Researches and provides information on
security related solutions. Performs software evaluations and testing of new and existing security solutions.

*Educational Requirements:* A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field. Certification from appropriate training institutions is desirable such as Cisco Certified Internet Expert (CCIE), Cisco Certified Internet Professional (CCIP), or Cisco Certified Network Professional (CCNP).

*Experience Requirements:* This position requires six to ten years’ experience, of which at least four years in the last twelve calendar years must be specialized. Specialized experience may include design of LAN/WANs with a software supplier, systems integrator, engineering consulting firm or an ISP, CLEC, IXC, or a LEC. An additional five years of experience in related areas may be substituted for the Bachelor’s degree.

**Network Engineer (IT)**

Must have proven technical ability in LAN/WAN design and implementation. Excellent understanding of TCP/IP and routing protocols is needed. Attention to detail is required in managing complex changes to customer networks. Responsibilities include security audits, assessments, design, implementation and configuration. Provides support and deployment of network and security technologies. Works with project managers, business analysts and contractors on security solutions to address customer’s security requirements. Researches and provides information on security related solutions. Performs software evaluations and testing of new and existing security solutions.

*Educational Requirements:* A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field. Certification from appropriate training institutions is desirable such as Cisco Certified Internet Expert (CCIE), Cisco Certified Internet Professional (CCIP), or Cisco Certified Network Professional (CCNP).

*Experience Requirements:* This position requires a minimum of three to five years’ experience. An additional five years of experience in related areas may be substituted for the Bachelor’s degree.

**Jr. Network Engineer (IT)**

Must have proven technical ability in LAN/WAN design and implementation. Excellent understanding of TCP/IP and routing protocols is needed. Attention to detail is required in managing complex changes to customer networks. Responsibilities include security audits, assessments, design, implementation and configuration. Provides support and deployment of network and security technologies.

*Educational Requirements:* A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field.
Experience Requirements: This position requires up to three years’ experience. An additional five years of experience in related areas may be substituted for the Bachelor’s degree.

Sr. Design Engineer

Provides expert support, analysis, and oversight in the design, development, deployment and integration of Enterprise Applications and technology solutions. Has broad expertise in hardware, software, and support systems for general and specialized applications, to ensure seamless communication and use of data across legacy systems and different vendor applications. Provides technical analysis and implementation support for products and solutions designs in multi-vendor, heterogeneous environments. Functions as task lead providing guidance and training for less experienced engineers.

Educational Requirements: A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field. Certification from vendor such as Lenel, Hirsch, or Software House.

Experience Requirements: This position requires a minimum of six to ten years’ experience, including one year of specialized design and implementation in hardware, software or systems environments. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

System Engineer 2

Designs, develops, and implements systems engineering solutions that meet the customer’s security requirements. Evaluates existing systems to identify deficiencies and performance issues. Experienced with the systems engineering architectures and planning that must be undertaken to adequately define requirements, acquire, and implement systems, equipment and software. Consults with users, managers, and staff to ensure that deficiencies and alternatives have been fully identified and that the solution meets requirements. May function as task lead providing guidance and training for less experienced engineers.

Educational Requirements: Bachelor’s degree in Engineering, Computer Science, Mathematics, Economics, of other field; Certification from vendor such as Lenel, Hirsch, or Software House.

Experience Requirements: This position requires a minimum of three to five years’ experience, of which at least two years in the last five calendar years must be specialized in the systems engineering field. An additional five years of experience in related areas may be substituted for the Bachelor’s degree.
**System Engineer 1**

Designs, develops, and implements systems engineering solutions that meet the customer’s security requirements. Evaluates existing systems to identify deficiencies and performance issues. Experienced with the systems engineering architectures and planning that must be undertaken to adequately define requirements, acquire, and implement systems, equipment and software. Consults with users, managers, and staff to ensure that deficiencies and alternatives have been fully identified and that the solution meets requirements.

*Educational Requirements:* Bachelor’s degree in Engineering, Computer Science, Mathematics, Economics, of other field; Certification from vendor such as Lenel, Hirsch, or Software House.

*Experience Requirements:* This position requires up to three years’ experience. An additional five years of experience in related areas may be substituted for the Bachelor’s degree.

**Tech Specialist**

An internal consultant on multiple systems and their functioning including system integration, infrastructure, and troubleshooting. Applies advanced principles, and technical insight into usually complex and new to M.C. Dean problems and provides solutions that are state of the art.

*Educational Requirements:* High School Graduate; Vendor certification such as Lenel, Hirsch, or Software House.

*Experience Requirements:* This position requires a ten years’ experience.

**Programmer 3**

Responsible for interfacing with customers to ensure systems are programmed to meet the customer specifications and provide advanced level technical support. Develops programming schemes and planning documentation to ensure all requirements are met. Solves programming and system problems of difficult scope and complexity. Functions as a task lead to provide oversight and training of less experienced programmers.

*Educational Requirements:* High School Graduate; Vendor certification such as Lenel, Hirsch, or Software House.

*Experience Requirements:* This position requires 8-10 years’ experience.
Programmer 2

Responsible for interfacing with customers to ensure systems are programmed to meet the customer specifications and provide advanced level technical support. Solves programming and system problems of moderate scope and complexity.

*Educational Requirements:* High School Graduate; Vendor certification such as Lenel, Hirsch, or Software House.

*Experience Requirements:* This position requires 5-7 years’ experience.

System Admin 2

Responsible for providing initial diagnostic troubleshooting and determining root cause of complex network and systems problems. General use and/or application of basic principles, theories, and concepts. Solves problems of difficult scope and complexity.

*Educational Requirements:* High School Graduate; Vendor certification such as Lenel, Hirsch, or Software House.

*Experience Requirements:* This position requires 3-5 years’ experience.

System Admin 1

Responsible for providing initial diagnostic troubleshooting and determining root cause of simple network and systems problems. Limited use and/or application of basic principles, theories, and concepts. Solves problems of limited to moderate scope and complexity.

*Educational Requirements:* High School Graduate; Vendor certification such as Lenel, Hirsch, or Software House.

*Experience Requirements:* This position requires up to 3 years’ experience.

Technician 3

Monitors and responds to complex hardware, software, and network problems using a variety of hardware and software testing tools and techniques. Provides primary interface with contractor’s technical support groups or provides internal analysis and support to ensure appropriate notification during outages or periods of degraded system performance. Requires extensive knowledge of communications hardware and software in multi-vendor environment. May function as task lead providing guidance and training for less experienced technicians.
Educational Requirements: High School Graduate; Vendor certification such as Lenel, Hirsch, or Software House.

Experience Requirements: This position requires 8-10 years' experience.

Technician 2

Monitors and responds to complex hardware, software, and network problems using a variety of hardware and software testing tools and techniques. Provides primary interface with contractor's technical support groups or provides internal analysis and support to ensure appropriate notification during outages or periods of degraded system performance. Requires extensive knowledge of communications hardware and software in multi-vendor environment. May function as task lead providing guidance and training for less experienced technicians.

Educational Requirements: High School Graduate; Vendor certification such as Lenel, Hirsch, or Software House.

Experience Requirements: This position requires 3-7 years' experience.

Technician 1

Monitors and responds to complex hardware, software, and network problems using a variety of hardware and software testing tools and techniques. Provides primary interface with contractor's technical support groups or provides internal analysis and support to ensure appropriate notification during outages or periods of degraded system performance. Requires knowledge of communications hardware and software in multi-vendor environment.

Educational Requirements: High School Graduate.

Experience Requirements: This position requires up to 3 years' experience.
APPENDIX C: ABOUT M.C. DEAN, INC.

M.C. Dean, Inc. is the nation’s premier electrical design-build and systems integration firm for complex, mission-critical organizations.

M.C. Dean’s capabilities include electrical, electronic security, telecommunications, life-safety, instrumentation and control, and command and control systems.

M.C. Dean, Inc. serves a diverse group of markets including Fortune 1000 corporations; universities; high tech and biotech firms; Federal, state, and local government clients; and other organizations with large scale, complex, and mission-critical infrastructure needs.

Established in 1949, M.C. Dean, Inc. has earned a reputation as an innovator and pioneer. Headquartered in Tysons Corner, Virginia, M.C. Dean, Inc. employs more than 3,500 professionals in offices throughout the Eastern United States, Europe and the Middle East.