GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

MAS Schedule

Contract Number:
47QSWA19D007N

Period Covered by Contract:
June 12, 2019 - June 11, 2024
Effective as of Mod: PS-0007 & PA-0008
7/15/2022 & 07/26/2022

5836 Richard Street
Jacksonville, FL, 32216
Phone: 904-260-0024
https://www.hsjtech.com/
E-Mail: Matt@hsjtech.com
Business Size: Small Business
SAM UEI: G91AQS3W5UK5

Online 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: GSAAAdvantage.gov. For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov
1a. **Authorized Special Item Numbers (SINs):**

541330L (Security System Integration, Design, Management, and Life Cycle Support); 334512 (Total Solution Support Products for Facility Management); OLM (Order Level Materials)

1b. **Lowest priced model number and lowest unit price for that model for each SIN awarded in the contract:** n/a – Services only

1c. **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:** See attached pricing.

2. **Maximum order:** $250,000

3. **Minimum order:** $100

4. **Geographic coverage (delivery area):** Domestic

5. **Points of production:** United States

6. **Discount from list prices or statement of net price:** Government net prices

7. **Quantity discounts:** 1% for single purchase order at or above $200,000

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:** Not Applicable

10a. **Time of delivery:** As negotiated at Task Order Level

10b. **Items available for expedited delivery:** The Contractor shall deliver or perform services in accordance with the terms negotiated with the Ordering Activity.

10c. **Overnight and 2-day delivery:** The Contractor shall deliver or perform services in accordance with the terms negotiated with the Ordering Activity.

10d. **Urgent Requirements:** Contact Contractor

11. **F.O.B. Point:** Not Applicable

12a. **Ordering address:** H. Stephen Jones & Associates, Inc. 5836 Richard Street Jacksonville, FL 32216

12b. **Ordering Procedures:** For supplies and services, the ordering procedures, and information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.
13. **Payment address:** Same as ordering address

14. **Warranty provision:** Not Applicable

15. **Export packing charges:** Not Applicable

16. **Terms and conditions of rental, maintenance, and repair:** Not Applicable

17. **Terms and conditions of installation:** Not Applicable

18a. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:** Not Applicable

18b. **Terms and conditions for any other services:** Not Applicable

19. **List of service and distribution points:** Not Applicable

20. **List of participating dealers:** Not Applicable

21. **Preventive maintenance:** Not Applicable

22a. **Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** Not Applicable

22b. **Section 508 compliance:** n/a

23. **Unique Entity Identifier (UEI) number:** G91AQS3W5UK5

### AUTHORIZED GSA SCHEDULE CONTRACT PRICING

<table>
<thead>
<tr>
<th>SIN</th>
<th>Labor Category</th>
<th>GSA Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>334512</td>
<td>Principal</td>
<td>$240.39</td>
</tr>
<tr>
<td>541330L</td>
<td></td>
<td></td>
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<tr>
<td>334512</td>
<td>Sr. Engineer</td>
<td>$221.66</td>
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<td>541330L</td>
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<tr>
<td>334512</td>
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<tr>
<td>334512</td>
<td>Assistant Engineer</td>
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<td>541330L</td>
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<tr>
<td>334512</td>
<td>BIM Manager/ Lead Draftsman</td>
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<tr>
<td>541330L</td>
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<tr>
<td>334512</td>
<td>Administrative**</td>
<td>$63.64</td>
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<tr>
<td>541330L</td>
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</tbody>
</table>

### SCLA Matrix

<table>
<thead>
<tr>
<th>SCLA Eligible Contract Labor Category</th>
<th>SCLA Equivalent Code</th>
<th>WD Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative</td>
<td>01020 - Administrative Assistant</td>
<td>2015-4539</td>
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</tbody>
</table>

The Service Contract Labor Standards, formerly the Service Contract Act (SCA), apply to this contract and it includes SCLS appliable labor categories. Labor categories and fixed price services marked with a (**) in this price list are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS/SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e., nationwide).
Principal

- General oversight of all company operations and direction.
- Develops and refines new directives and techniques to enhance quality and productivity.
- Establishes company performance guidelines and expectations.
- Directs in growth and new efforts to enhance the overall customer experience and satisfaction.
- Develops and maintains relationships with key suppliers, architects, owners, and customers.
- Leads and coordinates complex task/project teams.
- Develops and applies methods, theories, and research techniques in the investigation and solution of complex and advanced systems requiring the expert application of 30 years of acquired knowledge and experience.
- Reviews standards, codes, literature, patents, and current practices relevant to the projects.
- Recommends corrections in technical applications and analyses.
- Evaluates vendor capabilities to provide required products or services.
- Provides technical consultation to other organizations, agencies, and publications.
- Possess various industry certifications lending to the credibility and reliability of the company.

Minimum Education: Bachelor's Degree
Minimum Experience: 10 years

Sr. Engineer

- Provides research, design, cost estimation, development and testing of integrated security systems.
- Manages multiple simultaneous projects.
- Meets with stakeholders, analyzes customer information, required formats, cost constraints and security needs to determine best solution to meet their needs.
- Makes recommendations concerning existing systems and equipment and its reuse where applicable as well as designing new integrated security systems that work seamlessly together.
- Develops documentation packages and partners with operations to plan and support system installation. Directs, reviews, and approves product design and changes.
- Provides budget cost estimates for customer for specified systems and Engineered design drawings for project proposals.
- Provides technical expertise in the development of procedures to monitor the functionality of the system ensuring that it operates in conformance with specifications.
- Consults with Managerial Team on project status, proposals, and technical issues such as software design and maintenance.
- Prepares reports and correspondence concerning project specifications, activities, and status updates. Confers with customer representatives, vendors, company management and staff to establish technical specifications and to determine subject material to be developed for publication.

Minimum Education: Bachelor's Degree
Minimum Experience: 10 years
**Assistant Engineer**
- Assist the Sr. Engineer in providing research, design, budget cost estimation, and development integrated security systems.
- Assist in managing multiple simultaneous projects.
- Analyzes customer information, required formats, cost constraints and security needs and offers additional input to determine best solution for their applications.
- Adds an extra layer of support and makes recommendations when required in assistance of the Design Engineer and Sr. Engineer.
- Consults with Managerial Team on project status, proposals, and technical issues such as software design and maintenance.
- Prepares reports and correspondence concerning project specifications, activities, and status updates. Confers with company management and staff to establish technical specifications as directed in order to determine subject material to be developed for publication.

Minimum Education: Bachelor's Degree
Minimum Experience: 3 years

**BIM Manager/Lead Draftsman**
- Part of the design team responsible for drafting plans in AutoCad and BIM360
- Responsible for quality control of all documents before they are submitted and published as deliverable to the client.
- Manages all design documents for all projects. Must keep accurate record of all files and drawing revisions.
- Responsible for maintaining timely drafts that meet the clients schedule.

Minimum Education: Bachelor's Degree
Minimum Experience: 8 years

**Project Manager**
- Responsible for the management of assigned projects and jobs
- Responsible in assisting Principal with the development of the Scope of Work, and then writes and submits project proposals.
- Responsible for maintaining project schedule from inception to completion.
- Develops quality control procedures and schedule at various levels of completion.
- Point of Contact for the client and provides regular project updates, as well as performing project site surveys.
- Quick to identify concerns or issues that may arise, works diligently to help provide solutions to solve problems.
- Supervises all project personnel throughout the lifecycle of the project.
- Responsible for final testing and commissioning of the systems.
- Responsible for documentation close out and submission of final checklist and warranty.

Minimum Education: Bachelor's Degree
Minimum Experience: 8 years
**Administrative**

- The Administrative Support individual directly supports the Program Manager or Project Manager by maintaining personnel and other files.
- Prepares correspondence and schedules, and coordinates travel.
- Prepares presentations, graphics and reports, as well as supporting the development of contract deliverables.
- The Administrative Support individual performs high level secretarial work under the general supervision of the Principal.
- Prepares monthly invoicing and directs daily bookkeeping.
- He/she types and proofreads correspondence, reports, and documentation, and maintains the filing system for the department.
- The Administrative Support individual answers telephones, responds to routine questions/requests, greets visitors, schedules meetings, distributes mail, and makes travel arrangements.

Minimum Education: Associates Degree
Minimum Experience: 3 years