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

**SCHEDULE TITLE: Multiple Award Schedule (MAS) – Category Code F, Information Technology (IT) Solutions Subcategory**



Vendor is authorized to sell to state and local governments via Cooperative Purchasing  
State and local governments may procure Disaster Recovery services from this contract

**Special Item Number (SIN) 541370GEO --- Earth Observation Solutions (EOS)**

FSC Classes/Product Codes: FSC/PSC Class D399 IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS

**NAICS:** 541370 Surveying and Mapping (except Geophysical) Services  
**SOLICITATION #:** 47QSMD20R0001

**CONTRACT NUMBER:** 47QTCA18D007M

**CONTRACT PERIOD:** 03/08/18-03/07/23



**CONTRACTOR: Aerial Data Service, Inc. (ADS)**

2448 E. 81st Street, Suite 5000  
Tulsa, Oklahoma 74137  
Phone number: (918) 622-4144  
Toll Free: (800) 888-9163  
Fax number: (918) 622-4119  
E-Mail: [services@aerialdata.com](mailto:services@aerialdata.com)  
Website: [www.aerialdata.com/](http://www.aerialdata.com/)

**CONTRACTOR'S ADMINISTRATION SOURCE:**

Primary POC:  
**Doug Ward, Vice President**  
Phone number: (918) 622-4144  
E-Mail: [dward@aerialdata.com](mailto:dward@aerialdata.com)

Secondary POC:  
**Jim Wright, PMP**  
Phone number: (757) 705-7550  
E-Mail: [jwright@aerialdata.com](mailto:jwright@aerialdata.com)

**BUSINESS SIZE:** Historically Underutilized HUBZone, 100% Women-Owned Small Business

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!**, a menu-driven database system. The INTERNET address for **GSA Advantage!** is: <http://www.gsaadvantage.gov>

*For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov).*

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**CUSTOMER INFORMATION****1a. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs)**

<b>SIN</b>	<b>DESCRIPTION</b>
541370GEO	EARTH OBSERVATION SOLUTIONS (EOS) Information may be found on the GSA eLibrary using the following link: <a href="#">SIN EOS</a>

- Vendor is authorized to sell to state and local governments via Cooperative Purchasing
- State and local governments may procure Disaster Recovery services from this contract

**1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN:** See Price List, page 9.

**1c. HOURLY RATES (Services only):** See Price List, page 9.

<b>2. MAXIMUM ORDER*:</b>	<b><u>SIN</u></b>	<b><u>MAXIMUM ORDER</u></b>
	541370GEO	\$1,000,000 per order

*NOTE TO ORDERING ACTIVITIES: \*If the best value selection places your order over the Maximum Order identified in this pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contactor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the schedule contract in accordance with FAR 8.404.*

**3. MINIMUM ORDER:** \$100.00

**4. GEOGRAPHIC COVERAGE:** Domestic, 48 States and Washington, DC

**5. POINT(S) OF PRODUCTION:** N/A

**6. DISCOUNT FROM LIST PRICES:** GSA Net Prices are shown on the included GSA Pricelist. Negotiated discount has been applied and the IFF has been added. See Price List, page 9.

**7. QUANTITY DISCOUNT(S):** 2%, \$500,000

**8. PROMPT PAYMENT TERMS:** 2%, 15 days  
Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

**9a. Government Purchase Cards will be accepted at or below the micro-purchase threshold.**

**9b. Government purchase cards are not accepted above the micro-purchase threshold.**

**10. FOREIGN ITEMS:** N/A

**11a. TIME OF DELIVERY:** Delivery Schedule shall be specified in each Task Order.

**11b. EXPEDITED DELIVERY:** Contact the contractor for availability.

**11c. OVERNIGHT AND 2-DAY DELIVERY:** Negotiated at Task Order level.

- 11d. **URGENT REQUIREMENTS:** Agencies can contact the Contractor's representative to affect a faster delivery. Customers are encouraged to request accelerated delivery.
12. **FOB POINT:** Destination
- 13a. **ORDERING ADDRESS:** **Aerial Data Service, Inc. (ADS)**  
2448 E. 81st Street, Suite 5000  
Tulsa, Oklahoma 74137  
Attn: **Doug Ward, Vice President**  
Phone number: (918) 622-4144  
Fax number: (918) 622-4119  
E-Mail: [dward@aerialdata.com](mailto:dward@aerialdata.com)  
[services@aerialdata.com](mailto:services@aerialdata.com)
- 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:** Same as Ordering Address
15. **WARRANTY PROVISION:** N/A
16. **EXPORT PACKING CHARGES:** N/A
17. **TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:**  
Government Purchase Cards will be accepted at or below the micro-purchase threshold of \$3500. Agencies that have a need above the micro-purchase threshold, please contact contractor for assistance.
18. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR:** N/A
19. **TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE):** N/A
20. **TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF APPLICABLE):** N/A
- 20a. **TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE):** N/A
21. **LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE):** N/A
22. **LIST OF PARTICIPATING DEALERS (IF APPLICABLE):** N/A
23. **PREVENTIVE MAINTENANCE (IF APPLICABLE):** N/A
- 24a. **SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants):** N/A
- 24b. **SECTION 508 COMPLIANCE: Section 508 Compliance for Electronic and Information Technology (EIT):** Section 508 compliance information on the supplies and services in this contract are available at the following website address (URL): <http://aerialdata.com/section-508>  
The EIT standards can be found at: <https://www.section508.gov/>
25. **DUNS NUMBER:** 06-454-7060                      **CAGE CODE:** 0K804
26. **NOTIFICATION REGARDING REGISTRATION IN SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE:** Contractor has an Active Registration in the SAM database.

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## **TERMS AND CONDITIONS**

<p style="text-align: center;"><b><i>TERMS AND CONDITIONS APPLICABLE TO EARTH OBSERVATION SOLUTIONS (EOS) SIN 541370GEO</i></b></p>
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### **1. ORGANIZATIONAL CONFLICTS OF INTEREST**

- a. Definitions.
  - i. "Contractor" means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.
  - ii. "Contractor and its affiliates" and "Contractor or its affiliates" refers to the Contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the Contractor, any entity into or with which the Contractor subsequently merges or affiliates, or any other successor or assignee of the Contractor.
  - iii. An "Organizational conflict of interest" exists when the nature of the work to be performed under a proposed ordering activity contract, without some restriction on ordering activities by the Contractor and its affiliates, may either (i) result in an unfair competitive advantage to the Contractor or its affiliates or (ii) impair the Contractor's or its affiliates' objectivity in performing contract work.
- b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the ordering activity, ordering activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508

### **2. SERVICES PERFORMED**

- a. All services performed by the Contractor under the terms of this contract shall be as an independent Contractor, and not as an agent or employee of the ordering activity.
- b. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
- c. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.

### **3. TRAVEL**

- a. Any contractor travel required in the performance of services must comply with the Pub. L.99-234 and FAR Part 31.205-46, as applicable, in effect on the date(s) the travel is

performed. Established Federal Government per diem rates will apply to all Contractor travel.

#### **4. WARRANTY**

- a. Unless otherwise specified in this contract, the Contractor's standard commercial warranty as stated in the contract's commercial pricelist will apply to this contract.
- b. The Contractor's commercial guarantee/warranty shall be included in the Commercial Supplier Agreement to include Enterprise User License Agreements or Terms of Service (TOS) agreements, if applicable.
- c. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the ordering activity for consequential damages resulting from any defect or deficiencies in accepted items.

#### **5. OFFERINGS**

Shall comply with cited Department of Defense (DoD) standards, Intelligence Community (IC) standards, Open Geospatial Consortium (OGC) standards (<http://www.opengeospatial.org/standards>), and other standards such as <https://nationalmap.gov/standards> as specified by the ordering activity.

#### **6. INFORMATION ASSURANCE/SECURITY REQUIREMENTS**

- a. Unless otherwise specified in this contract, the Contractor's standard commercial warranty as stated in the contract's commercial pricelist will apply to this contract.
- b. The Contractor's commercial guarantee/warranty shall be included in the Commercial Supplier Agreement to include Enterprise User License Agreements or Terms of Service (TOS) agreements, if applicable.

#### **7. TECHNICAL SUPPORT:**

- a. Without additional charge to the ordering activity, shall provide a hot line technical support number for the purpose of providing user assistance and guidance in the implementation of the software. The technical support number is available shall be available during specified hours.
- b. At the task or delivery order level, provide a telephone number and hours of operation for technical support hotline; indicate applicable time zone for the hours of operation—i.e., Eastern time, Central, Mountain or Pacific time.

#### **8. THE FOLLOWING APPLIES TO ANY IT SOLUTIONS SIN THAT INCLUDES IT PROFESSIONAL SERVICES:**

- a. Only IT Professional Services or Labor Categories shall be offered.
- b. Resumes shall be provided to the GSA contracting officer or the user ordering activity upon request.
- c. The below is a list of Professional Service/Labor Categories being offered: (Please see page 9 of 9 for a list of the pricing):

## **LABOR CATEGORIES**

ADS personnel may be utilized in more than one labor category, depending on the tasks required under contract. In these circumstances, employees may be assigned and charged under labor categories differing from the labor category listed for the employee in the contract schedule or under the company Human Resources position.

Due to the availability or limitation of education, occasionally substitution of experience as referenced below for a professional labor type with additional years of experience will be provided to the Federal Agency when responding to their IT requirements and it is solely the acquiring agency's determination, if the substitution is considered acceptable prior to an award.

### Educational Equivalences:

- Bachelor's Degree (BS) = AS +2yrs experience, HS +4yrs experience
- Associate's Degree (AS) = HS +2yrs experience
- High School Degree (HS) or General Equivalency Diploma (GED) = Must Hold

*Note: MAS Category F, IT Solutions Schedule is not to be used as a means to procure services which fall under the Brooks Act. The services offered under the EOS SIN shall not include construction, alteration of real property or Architect-Engineering (A-E) services as set forth in FAR Part 36. FAR 36.6 distinguishes between mapping services of an A-E nature and mapping services which are not connected nor incidental to the traditionally accepted A-E Services that are allowable on the MAS Category F, IT Solutions Schedule.*

Labor Category	Description
Cartographer/Geospatial Analyst 1	<p>Experience: 3 months-2 years            Education: Bachelor's Degree            Under close supervision performs duties of moderate complexity. Experienced in the capture, spatial control, validation, and finishing of various source information required for cartographic products. Produces and maintains cartographic databases, updates cartographic data from intelligence databases, and produces mission specific data sets (MSDS). May be required to research, collect, analyze, evaluate, integrate and recommend sources for the production of geospatial data and products.</p>
Cartographer/Geospatial Analyst 2	<p>Experience: 2-4 years            Education: Bachelor's Degree            Under general supervision performs duties of moderate to considerable complexity similar to those of the Cartographer/Geospatial Analyst 1.</p>
Cartographer/Geospatial Analyst 3	<p>Experience: 5+ years            Education: Bachelor's Degree            Under minimal supervision performs duties of considerable complexity similar to those of the Cartographer/Geospatial Analyst 1 &amp; 2.</p>
GIS Analyst	<p>Experience: 5+ years            Education: Bachelor's Degree            Experience in the capture, validation, and finishing of remotely sensed data, producing and maintaining cartographic databases, updating cartographic data from intelligence databases, and producing missions specific data sets (MSDS). Plans, develops, enhances and supports GIS software, database and web applications, interfaces, productivity tools, desktop tools and client utilities in the context of production GIS.</p>
GIS Application Engineer	<p>Experience: 5+ years            Education: Bachelor's Degree            GIS professional capable of analyzing functional business applications and design specifications for functional activities. Translates detailed design into computer software. Tests, debugs and refines the computer software to produce the required product.</p>
CADD Technician 1	<p>Experience: 3 months -4 years            Education: Bachelor's Degree            Under close supervision performs duties of moderate complexity. Familiar in CAD software and methodology. Creates and maintains electronic files. Works with engineers to create requested designs. Manages project-related field work. Performs quality assurance and quality control checks on output.</p>
CADD Technician 2	<p>Experience: 4+ years            Education: Bachelor's Degree            Under minimal supervision performs duties of considerable complexity. Proficient in CAD software and methodology. Creates and maintains electronic files. Works with engineers to create requested designs. Manages project-related field work. Performs quality assurance and quality control checks on output.</p>



Stereo Compiler	<p>Experience: 2+ years  Education: Bachelor's Degree  Under general supervision performs duties of moderate complexity. Responsible for making measurements from photographs, especially for extracting the exact positions of surface features.</p>
Aerotriangulation Specialist	<p>Experience: 2+ years  Education: Bachelor's Degree  Under general supervision performs duties of moderate to considerable complexity similar to Stereo Compiler. Responsible for densifying a geodetic network in order to provide photographs with the control points that are necessary for the compilation of topographic maps.</p>
Certified Photogrammetrist	<p>Experience: 5+ years  Education: Bachelor's Degree  Certification: American Society of Photogrammetry and Remote Sensing  Responsible for the supervision and QA/QC of work performed by the Aerotriangulation Specialists and Stereo Compilers.</p>
Image Processor	<p>Experience: 3 months -4 years  Education: Bachelor's Degree  Under general supervision performs duties of moderate to considerable complexity. Experienced in photogrammetric processing techniques on data gathered by various sensor platforms and preparing data for analysis.</p>
Imagery Analyst	<p>Experience: 4+ years  Education: Bachelor's Degree  Under minimal supervision performs duties of considerable complexity. Experienced in photogrammetric interpretation and analysis techniques utilized to develop digital orthophotography.</p>
Aerial Photographer	<p>Experience: 2-5 years  Education: Bachelor's Degree  Assists with digital camera sensor reconnaissance missions, operating and maintaining the camera sensor and navigation system.</p>
Pilot	<p>Experience: 5+ years  Education: Bachelor's Degree  Certified commercial pilot</p>
LiDAR Technician	<p>Experience: 3 months -5 years  Education: Bachelor's Degree  Collects and processes hydrographic/topographic/aerial LiDAR datasets. Processes, manages, manipulates and archives LiDAR Data.</p>
Survey Technician	<p>Experience: 3 months -5 years  Education: Associate or Technology Degree  Performs computations and prepares electronic data for layout work. Performs quality control checks on field data obtained in survey. May prepare plats of surveys for review and sealing by Licensed Surveyor. Appropriate progressive work experience on a survey crew.</p>

Registered Land Surveyor	<p>Experience: 5+ years  Education: Bachelor's Degree  Certification: PLS registration  Responsible for directing multiple projects and/or contracts. Establishes, promotes, and assures quality on all projects and work performed by department staff. Monitors project production and schedules to ensure projects are completed on schedule. Performs technical checking of project documents. Appropriate number of years of relevant progressive experience in all aspects of land surveying.</p>
Production Manager	<p>Experience: 2+ years  Education: Bachelor's Degree  Manager in charge of production processes. Oversees personnel responsible for the production process and serves as the single point of control. Responsible for ensuring compliance with the governing directives of a project. Prepares documentation associated with the production process.</p>
Program Manager	<p>Experience: 5+ years  Education: Bachelor's Degree  Manager who is in overall charge of all production programs. Prepares program plans; manages and organizes personnel assignments for program; leads, plans and organizes schedules and evaluates completed tasks; leads program reviews; insures proper communication with customer representatives and contract personnel; prepares manpower and budget estimates for program; does the final review of all deliverable documents and reports.</p>
Project Manager	<p>Experience: 5+ years  Education: Bachelor's Degree  Manager who is in charge of a single production program. Responsible for all aspects of project performance; manages and supervises personnel; oversees the successful completion of assigned tasks; assists the Program Manager in working with the Government Contracting Officer and COR. Under the guidance of the Program Manager, responsible for the overall management of specific tasks.</p>
Quality Assurance Manager	<p>Experience: 5+ years  Education: Bachelor's Degree  Manager who performs detailed analysis of error propagation and maintain quality assurance statistics. Determines resources required for quality control. Conducts formal and informal reviews.</p>
Quality Assurance Specialist	<p>Experience: 2-5 years  Education: Bachelor's Degree  Reviews work products for correctness, reviews program documentation to assure government standards/requirements are adhered to. Coordinates with the Project Manager and the Quality Assurance Manager to ensure user satisfaction.</p>
Database Developer	<p>Experience: 2-5 years  Education: Bachelor's Degree  Develops database libraries, queries, and Access procedures.</p>

**PRICE LIST****Aerial Data Service, Inc. – Extended Labor Rates (IFF Included)**

Special Item Number (SIN) 541370GEO --- Earth Observation Solutions

<b>Contract Year: From Date: To Date:</b>	1	2	3	4	5
	08-MAR 2018	08-MAR 2019	08-MAR 2020	08-MAR 2021	08-MAR 2022
	07-MAR 2019	07-MAR 2020	07-MAR 2021	07-MAR 2022	07-MAR 2023
<b>Labor Category</b>					
Cartographer/Geospatial Analyst 1	\$40.95	\$41.77	\$42.60	\$43.45	\$44.32
Cartographer/Geospatial Analyst 2	\$57.17	\$58.31	\$59.48	\$60.66	\$61.88
Cartographer/Geospatial Analyst 3	\$73.12	\$74.58	\$76.07	\$77.59	\$79.14
GIS Analyst	\$93.67	\$95.55	\$97.46	\$99.41	\$101.40
GIS Application Engineer	\$98.51	\$100.48	\$102.49	\$104.54	\$106.63
CADD Technician 1	\$56.25	\$57.37	\$58.52	\$59.69	\$60.88
CADD Technician 2	\$69.67	\$71.06	\$72.49	\$73.94	\$75.41
Stereo Compiler	\$56.25	\$57.37	\$58.52	\$59.69	\$60.88
Aerotriangulation Specialist	\$64.54	\$65.83	\$67.14	\$68.49	\$69.86
Certified Photogrammetrist	\$108.07	\$110.23	\$112.43	\$114.68	\$116.98
Image Processor	\$64.88	\$66.17	\$67.50	\$68.85	\$70.22
Imagery Analyst	\$71.38	\$72.81	\$74.26	\$75.75	\$77.26
Aerial Photographer	\$46.40	\$47.33	\$48.27	\$49.24	\$50.23
Pilot	\$81.54	\$83.17	\$84.84	\$86.54	\$88.27
LiDAR Technician	\$64.54	\$65.83	\$67.14	\$68.49	\$69.86
Survey Technician	\$61.86	\$63.10	\$64.36	\$65.65	\$66.96
Registered Land Surveyor	\$114.94	\$117.24	\$119.58	\$121.97	\$124.41
Production Manager	\$93.67	\$95.55	\$97.46	\$99.41	\$101.40
Program Manager	\$135.20	\$137.90	\$140.66	\$143.47	\$146.34
Project Manager	\$113.58	\$115.85	\$118.17	\$120.54	\$122.95
Quality Assurance Manager	\$108.16	\$110.32	\$112.53	\$114.78	\$117.07
Quality Assurance Specialist	\$73.12	\$74.58	\$76.07	\$77.59	\$79.14
Database Developer	\$106.52	\$108.65	\$110.82	\$113.04	\$115.30