



GENERAL SERVICES ADMINISTRATION  
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: <http://www.GSAAdvantage.gov>.

**SCHEDULE NUMBER** MAS

**SCHEDULE NAME** MULTIPLE AWARD SCHEDULE

**LARGE CATEGORY** INFORMATION TECHNOLOGY

**SUBCATEGORY** IT SERVICES  
IT TRAINING

**SIN(s):** 54151HACS Highly Adaptive Cybersecurity Services (HACS)  
54151S Information Technology Professional Services  
611420 Information Technology Training  
OLM Order-Level Materials

**FCS/PCS CODES** D399 OTHER COMPUTER SERVICES  
U012 ADP SOFTWARE, EQUIPMENT, AND TELECOMMUNICATIONS TRAINING

**CONTRACT NUMBER:** 47QTCA19D0001

**CONTRACT PERIOD:** OCTOBER 2, 2018 – OCTOBER 1, 2023  
PRICELIST CURRENT THROUGH MODIFICATION #0005, 27 APRIL 2020

**CONTRACTOR:** BlackHorse Solutions, Inc  
13461 Sunrise Valley Drive Suite 400  
Herndon, VA 20171  
Office: 571-424-0603  
Email: [gsa@blackhorsesolutions.com](mailto:gsa@blackhorsesolutions.com)  
Fax: 571-970-1471

**Point of Contact:** Lisa Reigel, Contracts Director  
BlackHorse Solutions, Inc  
13461 Sunrise Valley Drive Suite 400  
Herndon, VA 20171  
Office: 571-424-0603  
Email: [lisa.reigel@blackhorsesolutions.com](mailto:lisa.reigel@blackhorsesolutions.com)  
Fax: 571-970-1471

**Business Size:** Small



CUSTOMER INFORMATION

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- |    |  |   |
|----|--|---|
| 1a | Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).  | 54151HACS Highly Adaptive Cybersecurity Services (HACS)<br>54151S Information Technology Professional Services<br>611420 Information Technology Training<br>OLM Order-Level Materials |
| 1b | 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 | See <a href="#">pricelist</a>   |
| 1c | 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 <a href="#">labor category descriptions</a>   |
| 2  | Maximum Order  | SIN 611420: \$25,000; SINS 54151HACS and 54151S: \$500,000  |
| 3  | Minimum Order:   | \$100.00  |
| 4  | Geographic Coverage (delivery area):   | Domestic and Overseas delivery  |
| 5  | Point(s) of production (city, county, and State or foreign country).   | Contact GSA Schedule Contractor.  |
| 6  | Discount from list prices or statement of net price:   | See attached <a href="#">pricelist</a> . Prices shown are net of discount.  |
| 7  | Quantity/Volume Discounts:   | 1% for single task orders with an initial value exceeding \$500,000   |
| 8  | Prompt payment terms.  | 0% Net 30 days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.                       |
| 9a | Notification that Government purchase cards are accepted at or below the micro-purchase threshold  | Government Purchase Cards are accepted at or below the micro-purchase threshold.  |
| 9b | Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold.  | Contractor <b>will</b> accept the Government Purchase Card above the micro-purchase threshold.  |



10	Foreign Items (list items by country of origin).	N/A
11a	Time of Delivery:	30 days ARO or Negotiable
11b	Expedited Delivery	Negotiable
11c	Overnight & 2-day delivery	Negotiable
11d	Urgent Requirements	Negotiable
12	FOB Point(s)	Destination
13a	Ordering Address:	13461 Sunrise Valley Drive Suite 400, Herndon. VA 20171
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:	13461 Sunrise Valley Drive Suite 400, Herndon. VA 20171
15	Warranty Provision:	N/A
16	Export packing charges, if applicable:	N/A
17	Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Contractor agrees to terms and conditions.	
18	Terms and conditions of rental, maintenance, and repair (if applicable): 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): Contact GSA Schedule Contractor.	
22	List of participating dealers (if applicable): None.	
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 for EIT: <a href="http://www.blackhorsesolutions.com">www.blackhorsesolutions.com</a>	
25	Data Universal Number System (DUNS) number	82-651-8255
26	Notification regarding registration in SAM database	BlackHorse Solutions is registered.



**TERMS AND CONDITIONS APPLICABLE TO HIGHLY ADAPTIVE CYBERSECURITY SERVICES (HACS) (SPECIAL ITEM NUMBERS 54151HACS)**

Vendor suitability for offering services through the Highly Adaptive Cybersecurity Services (HACS) SINs must be in accordance with the following laws and standards when applicable to the specific task orders, including but not limited to:

- Federal Acquisition Regulation (FAR) Part 52.204-21
- OMB Memorandum M-06-19 - Reporting Incidents Involving Personally Identifiable Information and Incorporating the Cost for Security in Agency Information Technology Investments
- OMB Memorandum M-07-16 - Safeguarding Against and Responding to the Breach of Personally Identifiable Information
- OMB Memorandum M-16-03 - Fiscal Year 2015-2016 Guidance on Federal Information Security and Privacy Management Requirements
- OMB Memorandum M-16-04 - Cybersecurity Implementation Plan (CSIP) for Federal Civilian Government
- The Cybersecurity National Action Plan (CNAP)
- NIST SP 800-14 - Generally Accepted Principles and Practices for Securing Information Technology Systems
- NIST SP 800-27A - Engineering Principles for Information Technology Security (A Baseline for Achieving Security)
- NIST SP 800-30 - Guide for Conducting Risk Assessments
- NIST SP 800-35 - Guide to Information Technology Security Services
- NIST SP 800-37 - Guide for Applying the Risk Management Framework to Federal Information Systems: A Security Life Cycle Approach
- NIST SP 800-39 - Managing Information Security Risk: Organization, Mission, and Information System View
- NIST SP 800-44 - Guidelines on Securing Public Web Servers
- NIST SP 800-48 - Guide to Securing Legacy IEEE 802.11 Wireless Networks
- NIST SP 800-53 - Security and Privacy Controls for Federal Information Systems and Organizations
- NIST SP 800-61 - Computer Security Incident Handling Guide
- NIST SP 800-64 - Security Considerations in the System Development Life Cycle
- NIST SP 800-82 - Guide to Industrial Control Systems (ICS) Security
- NIST SP 800-86 - Guide to Integrating Forensic Techniques into Incident Response
- NIST SP 800-115 - Technical Guide to Information Security Testing and Assessment
- NIST SP 800-128 - Guide for Security-Focused Configuration Management of Information Systems
- NIST SP 800-137 - Information Security Continuous Monitoring (ISCM) for Federal Information Systems and Organizations
- NIST SP 800-153 - Guidelines for Securing Wireless Local Area Networks (WLANs)
- NIST SP 800-171 - Protecting Controlled Unclassified Information in non-federal Information Systems and Organizations

**1. SCOPE**

- a. The labor categories, prices, terms and conditions stated under Special Item Numbers 54151HACS High Adaptive Cybersecurity Services apply exclusively to High Adaptive Cybersecurity Services within the scope of this Information Technology Schedule.
- b. Services under these SINs are limited to Highly Adaptive Cybersecurity Services only. Software and hardware products are under different Special Item Numbers on MAS Schedule, and may be quoted along with services to provide a total solution.
- c. These SINs provide ordering activities with access to Highly Adaptive Cybersecurity services only.
- d. Highly Adaptive Cybersecurity Services provided under these SINs shall comply with all Cybersecurity certifications and industry standards as applicable pertaining to the type of services as specified by ordering agency.
- e. The Contractor shall provide services at the Contractor's facility and/or at the ordering activity location, as agreed to by the Contractor and the ordering activity.

**2. ORDER**

- a. Agencies may use written orders, Electronic Data Interchange (EDI) orders, Blanket Purchase Agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of



the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.

b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

### 3. PERFORMANCE OF SERVICES

a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity. All Contracts will be fully funded.

b. The Contractor agrees to render services during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.

c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.

d. Any Contractor travel required in the performance of Highly Adaptive Cybersecurity Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts. All travel will be agreed upon with the client prior to the Contractor's travel.

### 4. INSPECTION OF SERVICES

In accordance with 552.212-4 CONTRACT TERMS AND CONDITIONS–COMMERCIAL ITEMS (JAN 2017) (DEVIATION – FEB 2007)(DEVIATION - FEB 2018) for Firm-Fixed Price orders; or GSAR 552.212-4 CONTRACT TERMS AND CONDITIONS-COMMERCIAL ITEMS (JAN 2017) (DEVIATION - FEB 2018) (ALTERNATE I - JAN 2017) (DEVIATION - FEB 2007) for Time-and-Materials and Labor-Hour Contracts orders placed under this contract.

### 5. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (MAY 2014) Rights in Data – General, may apply.

The Contractor shall comply with contract clause (52.204-21) to the Federal Acquisition Regulation (FAR) for the basic safeguarding of contractor information systems that process, store, or transmit Federal data received by the contract in performance of the contract. This includes contract documents and all information generated in the performance of the contract.

### 6. RESPONSIBILITIES OF THE ORDERING ACTIVITY

Subject to the ordering activity's security regulations, the ordering activity shall permit Contractor access to all facilities necessary to perform the requisite Highly Adaptive Cybersecurity Services.

### 7. INDEPENDENT CONTRACTOR

All Highly Adaptive Cybersecurity 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.

### 8. ORGANIZATIONAL CONFLICTS OF INTEREST

a. Definitions.

"Contractor" means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.

"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.

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.



9. INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for Highly Adaptive Cybersecurity Services. Progress payments may be authorized by the ordering activity on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

10. RESUMES

Resumes shall be provided to the GSA Contracting Officer or the user ordering activity upon request.

11. APPROVAL OF SUBCONTRACTS

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

12. DESCRIPTION OF HIGHLY ADAPTIVE CYBERSECURITY SERVICES AND PRICING

Refer to [GSA Pricing Section](#)



**TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY TRAINING  
SPECIAL ITEM NUMBER 611420**

1. SCOPE

a. The Contractor shall provide training courses normally available to commercial customers, which will permit ordering activity users to make full, efficient use of general purpose commercial IT products. Training is restricted to training courses for those products within the scope of this solicitation.

b. The Contractor shall provide training at the Contractor's facility and/or at the ordering activity's location, as agreed to by the Contractor and the ordering activity.

2. ORDER

Written orders, EDI orders (GSA Advantage! and FACNET), credit card orders, and orders placed under blanket purchase agreements (BPAs) shall be the basis for the purchase of training courses in accordance with the terms of this contract. Orders shall include the student's name, course title, course date and time, and contracted dollar amount of the course.

3. TIME OF DELIVERY

The Contractor shall conduct training on the date (time, day, month, and year) agreed to by the Contractor and the ordering activity.

4. CANCELLATION AND RESCHEDULING

a. The ordering activity will notify the Contractor at least seventy-two (72) hours before the scheduled training date, if a student will be unable to attend. The Contractor will then permit the ordering activity to either cancel the order or reschedule the training at no additional charge. In the event the training class is rescheduled, the ordering activity will modify its original training order to specify the time and date of the rescheduled training class.

b. In the event the ordering activity fails to cancel or reschedule a training course within the time frame specified in paragraph a, above, the ordering activity will be liable for the contracted dollar amount of the training course. The Contractor agrees to permit the ordering activity to reschedule a student who fails to attend a training class within ninety (90) days from the original course date, at no additional charge.

c. The ordering activity reserves the right to substitute one student for another up to the first day of class.

d. In the event the Contractor is unable to conduct training on the date agreed to by the Contractor and the ordering activity, the Contractor must notify the ordering activity at least seventy-two (72) hours before the scheduled training date.

5. FOLLOW-UP SUPPORT

The Contractor agrees to provide each student with unlimited telephone support or online support for a period of one (1) year from the completion of the training course. During this period, the student may contact the Contractor's instructors for refresher assistance and answers to related course curriculum questions.

6. PRICE FOR TRAINING

The price that the ordering activity will be charged will be the ordering activity training price in effect at the time of order placement, or the ordering activity price in effect at the time the training course is conducted, whichever is less.

7. INVOICES AND PAYMENT

Invoices for training shall be submitted by the Contractor after ordering activity completion of the training course. Charges for training must be paid in arrears (31 U.S.C. 3324). PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

8. FORMAT AND CONTENT OF TRAINING

a. The Contractor shall provide written materials (i.e., manuals, handbooks, texts, etc.) normally provided with course offerings, printed and copied two-sided on paper containing 30% postconsumer materials (fiber). Such documentation will become the property of the student upon completion of the training class.

b. **\*\*If applicable\*\*** For hands-on training courses, there must be a one-to-one assignment of IT equipment to students.

c. The Contractor shall provide each student with a Certificate of Training at the completion of each training course.



d. The Contractor shall provide the following information for each training course offered:

- (1) The course title and a brief description of the course content, to include the course format (e.g., lecture, discussion, hands-on training);
- (2) The length of the course;
- (3) Mandatory and desirable prerequisites for student enrollment;
- (4) The minimum and maximum number of students per class;
- (5) The locations where the course is offered;
- (6) Class schedules; and
- (7) Price (per student, per class (if applicable)).

e. For those courses conducted at the ordering activity's location, instructor travel charges (if applicable), including mileage and daily living expenses (e.g., per diem charges) are governed by Pub. L. 99-234 and FAR Part 31.205-46, and are reimbursable by the ordering activity on orders placed under the Multiple Award Schedule, as applicable, in effect on the date(s) the travel is performed. Contractors cannot use GSA city pair contracts. The Industrial Funding Fee does NOT apply to travel and per diem charges.

f. For Online Training Courses, a copy of all training material must be available for electronic download by the students.

9. "NO CHARGE" TRAINING

The Contractor shall describe any training provided with equipment and/or software provided under this contract, free of charge, in the space provided below: Not applicable.





**TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT)  
PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 54151S)**

1. SCOPE
  - a. The prices, terms and conditions stated under Special Item Number 54151S Information Technology Professional Services apply exclusively to IT/IAM Professional Services within the scope of this Information Technology Schedule.
  - b. The Contractor shall provide services at the Contractor's facility and/or at the ordering activity location, as agreed to by the Contractor and the ordering activity.
2. PERFORMANCE INCENTIVES I-FSS-60 Performance Incentives (April 2000)
  - a. Performance incentives may be agreed upon between the Contractor and the ordering activity on individual fixed price orders or Blanket Purchase Agreements under this contract.
  - b. The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
  - c. Incentives should be designed to relate results achieved by the contractor to specified targets. To the maximum extent practicable, ordering activities shall consider establishing incentives where performance is critical to the ordering activity's mission and incentives are likely to motivate the contractor. Incentives shall be based on objectively measurable tasks.
3. ORDER
  - a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.
  - b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.
4. PERFORMANCE OF SERVICES
  - a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
  - b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.
  - c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
  - d. Any Contractor travel required in the performance of IT/IAM Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.
5. STOP-WORK ORDER (FAR 52.242-15) (AUG 1989)
  - a. The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically identified as a stop-work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either:
    - (1) Cancel the stop-work order; or
    - (2) Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.
  - b. If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if:
    - (1) The stop-work order results in an increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of this contract; and
    - (2) The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.
  - c. If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.



d. If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.

6. INSPECTION OF SERVICES

In accordance with FAR 52.212-4 CONTRACT TERMS AND CONDITIONS--COMMERCIAL

ITEMS (MAR 2009) (DEVIATION I - FEB 2007) for Firm-Fixed Price orders and FAR 52.212-4 CONTRACT TERMS AND CONDITIONS

COMMERCIAL ITEMS (MAR 2009)

(ALTERNATE I OCT 2008) (DEVIATION I – FEB 2007) applies to Time-and-Materials and Labor-Hour Contracts orders placed under this contract.

7. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (Dec 2007) Rights in Data – General, may apply.

8. RESPONSIBILITIES OF THE ORDERING ACTIVITY

Subject to security regulations, the ordering activity shall permit Contractor access to all facilities necessary to perform the requisite IT/IAM Professional Services.

9. INDEPENDENT CONTRACTOR

All IT/IAM Professional 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.

10. ORGANIZATIONAL CONFLICTS OF INTEREST

a. Definitions.

"Contractor" means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.

"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.

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.

11. INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for IT/IAM Professional services. Progress payments may be authorized by the ordering activity on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

12. PAYMENTS

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor- Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I –FEB 2007) applies to labor-hour orders placed under this contract. 52.216-31(Feb 2007) Time-and Materials/Labor-Hour Proposal Requirements—Commercial Item Acquisition. As prescribed in 16.601(e)(3), insert the following provision:

a. The Government contemplates award of a Time-and-Materials or Labor-Hour type of contract resulting from this solicitation.

b. The offeror must specify fixed hourly rates in its offer that include wages, overhead, general and administrative expenses, and profit. The offeror must specify whether the fixed hourly rate for each labor category applies to labor performed by—

(1) The offeror;

(2) Subcontractors; and/or

(3) Divisions, subsidiaries, or affiliates of the offeror under a common control.

13. RESUMES

Resumes shall be provided to the GSA Contracting Officer or the user ordering activity upon request.

14. INCIDENTAL SUPPORT COSTS

Incidental support costs are available outside the scope of this contract. The costs will be negotiated separately with the ordering activity in accordance with the guidelines set forth in the FAR.



15. APPROVAL OF SUBCONTRACTS

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

16. DESCRIPTION OF IT/IAM PROFESSIONAL SERVICES AND PRICING

Refer to [GSA Pricing Section](#)

**TERMS AND CONDITIONS APPLICABLE TO ORDER-LEVEL MATERIALS (OLMs) -  
SUBJECT TO COOPERATIVE PURCHASING (SPECIAL ITEM NUMBER OLM)**

Order-Level Materials (OLMs) are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Federal Supply Schedule (FSS) contract or FSS blanket purchase agreement (BPA). OLMs are not defined, priced, or awarded at the FSS contract level. They are unknown before a task or delivery order is placed against the FSS contract or FSS BPA. OLMs are only authorized for inclusion at the order level under a Time-and-Materials (T&M) or Labor-Hour (LH) Contract Line Item Number (CLIN) and are subject to a Not To Exceed (NTE) ceiling price. OLMs include direct materials, subcontracts for supplies and incidental services for which there is not a labor category specified in the FSS contract, other direct costs (separate from those under ODC SINS), and indirect costs. OLMs are purchased under the authority of the FSS Program and are not "open market items."

Items awarded under ancillary supplies/services or other direct cost (ODC) SINS are not OLMs. These items are defined, priced, and awarded at the FSS contract level, whereas OLMs are unknown before an order is placed. Ancillary supplies/services and ODC SINS are for use under all order type CLINs (Fixed-Price (FP), T&M, and LH), whereas the Order-Level Materials SIN is only authorized for use under T&M and LH order CLINs.

The Order-Level Materials SIN is only authorized for use in direct support of another awarded SIN. Price analysis for OLMs is not conducted when awarding the FSS contract or FSS BPA; therefore, GSAR 538.270 and 538.271 do not apply to OLMs. OLMs are defined and priced at the ordering activity level in accordance with GSAR clause 552.238-82 Special Ordering Procedures for the Acquisition of Order-Level Materials. Prices for items provided under the Order-Level Materials SIN must be inclusive of the Industrial Funding Fee (IFF). The value of OLMs in a task or delivery order, or the cumulative value of OLMs in orders against an FSS BPA awarded under an FSS contract, cannot exceed 33.33%.



**USA COMMITMENT TO PROMOTE  
SMALL BUSINESS PARTICIPATION  
PROCUREMENT PROGRAMS**

**PREAMBLE**

**BlackHorse Solutions, Inc.** provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

**COMMITMENT**

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact:

Lisa Reigel, Contracts Director  
BlackHorse Solutions, Inc  
13461 Sunrise Valley Drive Suite 400, Herndon, VA 20171  
Office: 571-424-0603  
Email: [lisa.reigel@blackhorsesolutions.com](mailto:lisa.reigel@blackhorsesolutions.com)  
Fax: 571-970-1471





BPA NUMBER \_\_\_\_\_

(CUSTOMER NAME)
BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Supply Schedule Contract Number(s) \_\_\_\_\_, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (ordering activity):

(1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

Table with 2 columns: MODEL NUMBER/PART NUMBER, \*SPECIAL BPA DISCOUNT/PRICE. Includes three rows of blank lines for data entry.

(2) Delivery:

Table with 2 columns: DESTINATION, DELIVERY SCHEDULES / DATES. Includes three rows of blank lines for data entry.

(3) The ordering activity estimates, but does not guarantee, that the volume of purchases through this agreement will be \_\_\_\_\_.

(4) This BPA does not obligate any funds.

(5) This BPA expires on \_\_\_\_\_ or at the end of the contract period, whichever is earlier.

(6) The following office(s) is hereby authorized to place orders under this BPA:

Table with 2 columns: OFFICE, POINT OF CONTACT. Includes three rows of blank lines for data entry.

(7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

(8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

- (a) Name of Contractor;
(b) Contract Number;
(c) BPA Number;
(d) Model Number or National Stock Number (NSN);
(e) Purchase Order Number;
(f) Date of Purchase;
(g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
(h) Date of Shipment.

(9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.

(10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.



### BASIC GUIDELINES FOR USING "CONTRACTOR TEAM ARRANGEMENTS"

Federal Supply Schedule Contractors may use "Contractor Team Arrangements" (see FAR 9.6) to provide solutions when responding to an ordering activity requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions of the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule Contractors may individually meet the customer's needs, or -
- Federal Supply Schedule Contractors may individually submit a Schedules "Team Solution" to meet the customer's requirement.
- Customers make a best value selection.



**GSA PRICE LIST**

**611420 Information Technology Training**

No	Course Title	Course Description	Course Length	Pre-Requisites	Minimum Participants	Maximum Participants	Locations Offered	Class Schedule	GSA Price (with IFF)
1	CASO Open Enrollment	The CASO Open Enrollment course is a great option for organizations who just want to send a few of their personnel to get trained. Curriculum mirrors CASO courses but the course is priced on a per seat basis, rather than per course.	2 weeks (10 business days/80 hours)	None	1	20	Offered in Herndon, Virginia and Fayetteville, North Carolina	Contact BlackHorse Solutions	\$5,863.98  Per Student / Per Seat
2	Senior Leader Seminar (SLS)	Senior Leader Seminars brings leadership and workforce together to develop a common understanding of the emerging cyber threat landscape. The overall learning objective for this seminar is to equip students with a greater understanding of and ability to act upon the nuances of the cyber security domain. Seminars arm participants with the knowledge to recognize the latest threats in the digital world with an emphasis on monitoring and mitigation. Different focus topics may be customized based on the customer objectives, the size of the class, and the learning needs of the participants. Example seminar topics of concern include authorities, policies, mission applicability and use cases.	1 day (8 hours)	None	1	40	Offered in CONUS	Contact BlackHorse Solutions	\$4,837.78  Per Course





No	Course Title	Course Description	Course Length	Pre-Requisites	Minimum Participants	Maximum Participants	Locations Offered	Class Schedule	GSA Price (with IFF)
3	CASO	<p>CASO courses provides students with advanced techniques, tradecraft, and augmenting tools for understanding and managing information within the cyber domain. CASO is a holistic, tool-agnostic cyber training program that enables organizations to execute missions successfully and with confidence. CASO courses equip students with the skills to safely and effectively research and understand social data and publicly available information in support of influence, targeting, operations, and analysis requirements. Within the courses, students gained basic-to-advanced social media and digital knowledge for Force Protection (FORCEPRO), Open Source Research and Analysis (OPSEC) and Digital Identity Management (D-IDM) requirements.</p> <p>CASO features a variety of lecture, discussion, practical exercise, and hands-on training.</p>	2 weeks (10 business days/80 hours)	None	1	20	Offered in CONUS	Contact BlackHorse Solutions	\$68,413.10 Per Course



No	Course Title	Course Description	Course Length	Pre-Requisites	Minimum Participants	Maximum Participants	Locations Offered	Class Schedule	GSA Price (with IFF)
4	CASO Specialty	<p>CASO Specialty courses focus on taking the trained CASO graduate to the next level from passive research to ready-active employment of CASO skills in a digitally real environment. Courses challenge students to recognize spotting, assessment, and other opportunities online and turn those opportunities into recommendations for action, stressing concept of operations development. Different focus topics may be customized based on the customer objectives, the size of the class, and the learning needs of the participants. Example Specialty topics include advanced deep and dark web analysis and advanced employment of social engineering and behavior influence.</p> <p>CASO Specialty features a variety of lecture, discussion, practical exercise, and hands-on training.</p>	1 week (5 business days/40 hours)	None	1	20	Offered in CONUS	Contact BlackHorse Solutions	\$48,866.50 Per Course



No	Course Title	Course Description	Course Length	Pre-Requisites	Minimum Participants	Maximum Participants	Locations Offered	Class Schedule	GSA Price (with IFF)
5	Commercial Signature Reduction (CSR)	<p>CSR courses provides students with advanced commercial best practices for Digital Data Protection techniques used to facilitate safe virtual on-line operations. Within the courses, students gained basic-to-advanced knowledge for Electronic Security (ES), Signature Reduction (SIGREDUX), Digital Identity Management (D-IDM) and Digital-Operational Preparation of the Environment (D-OPE) requirements. Training utilizes expert tactics, techniques and procedures (TTPs) and technology-agnostic methodology, giving students exposure to a wide variety of tools and technologies.</p> <p>CSR features a variety of lecture, discussion, practical exercise, and hands-on training.</p>	1 week (5 business days/40 hours)	None	1	15	Offered in CONUS	Contact BlackHorse Solutions	\$27,365.24 Per Course



No	Course Title	Course Description	Course Length	Pre-Requisites	Minimum Participants	Maximum Participants	Locations Offered	Class Schedule	GSA Price (with IFF)
6	Digital Signature Training (DST)	<p>DST courses provides students with advanced techniques, tradecraft, and augmenting tools for understanding and managing information within the cyber domain. DST is a holistic, tool-agnostic cyber training program that enables organizations to execute missions successfully and with confidence. DST courses combine curriculum from 2-week CASO course and 1-week CSR course to form a 3-week training program. DST courses equip students with the skills to safely and effectively research and understand social data and publicly available information in support of influence, targeting, operations, and analysis requirements. Within the courses, students gained basic-to-advanced social media and digital knowledge for Force Protection (FORCEPRO), Open Source Research and Analysis (OPSEC), Signature Reduction (SIGREDUX), Digital Identity Management (D-IDM) and Digital-Operational Preparation of the Environment (D-OPE) requirements.</p> <p>DST features a variety of lecture, discussion, practical exercise, and hands-on training.</p>	3 weeks (15 business days/120 hours)	None	1	20	Offered in CONUS	Contact BlackHorse Solutions	\$102,619.65 Per Course



**SINs 54151HACS Highly Adaptive Cybersecurity Services (HACS) and 54151S IT Professional Services**

Item	SIN(s)	Labor Category	Minimum Education	Minimum Years of Experience	Labor Category Description
1	54151S, 54151HACS	Subject Matter Expert (SME)	Bachelors	7	Applies experience, skills, and expert knowledge within a discipline to complex assignments to provide technical, managerial, and/or administrative direction for problem definition, analysis, requirements development, implementation, penetration testing, incident response, cyber hunt, assessing threats and vulnerabilities, assessing level of risk, in addition to protection of information, systems, and processes for complex to extremely complex systems in the information technology and cybersecurity subject matter area. Generates unique concepts as evidenced by synthesis of new products or processes. Makes recommendations and advises on system improvements, optimization or maintenance efforts.
2	54151S, 54151HACS	Senior Subject Matter Expert (SME)	Bachelors	10	Applies experience, skills, and expert knowledge within a discipline to complex assignments to provide technical, managerial, and/or administrative direction for problem definition, analysis, requirements development, implementation, penetration testing, incident response, cyber hunt, assessing threats and vulnerabilities, assessing level of risk, in addition to protection of information, systems, and processes for complex to extremely complex systems in the information technology and cybersecurity subject matter area. Generates unique concepts as evidenced by synthesis of new products or processes. Makes recommendations and advises on system improvements, optimization or maintenance efforts. Provides leadership for activities related to subject matter area.
3	54151S, 54151HACS	Principal Manager	Bachelors	11	Applies management skills to ensure the timely delivery of products and services in the information technology and cybersecurity discipline area. Plans and executes projects from inception to delivery and may also provide post-delivery support. The Principal Manager is responsible for all aspects of project performance and directs project activities and personnel. Areas of responsibility may include planning, managing, and overseeing work efforts of project team members, determining and monitoring project schedules and budgets, and/or ensuring compliance along with the protection of



Item	SIN(s)	Labor Category	Minimum Education	Minimum Years of Experience	Labor Category Description
					information, systems, and processes in order to comply with all contract and project requirements and quality standards.
4	54151S, 54151HACS	Program Manager	Bachelors	12	Responsible for all aspects of program management and task order execution. Accountable by the Government for the technical quality, schedule, content, costs, and results of all projects. Directs, oversees, and controls a team of multi-disciplined personnel to accomplish the overall management of the contracts.
5	54151S, 54151HACS	Senior Technician	Bachelors	5	Independently applies experience, skills, and expert knowledge within a discipline to technical, functional, or administrative assignments to provide technical, managerial, and/or administrative services for problem definition, analysis, requirements development, policy and governance, vulnerability assessments, penetration testing, implementation, development, assessing threats and level of risk, risk mitigation, incident response, protection of information systems, technical writing, training, and processes the maintenance and operations of hardware and/or software applications for information technology systems. May provide expertise in the areas of Electronic or Electrical Engineering services, Software Development or Engineering, Software Systems Analysis, Enterprise Architecture, or Information Security.
6	54151S, 54151HACS	Technician	Associates	2	With minimal oversight, applies experience, skills, and knowledge within a discipline to technical, functional, or administrative assignments to provide technical, managerial, and/or administrative services for problem definition, analysis, requirements development, policy and governance, vulnerability assessments, penetration testing, implementation, development, assessing threats and level of risk, risk mitigation, incident response, technical writing, training, and processes the maintenance and operations of hardware and/or software applications for information technology systems.



Item	SIN(s)	Labor Category	Minimum Education	Minimum Years of Experience	Labor Category Description
7	54151S, 54151HACS	Jr. Technician	Associates	0	With moderate oversight, applies experience, skills, and knowledge within a discipline to technical, functional, or administrative assignments to provide technical, managerial, and/or administrative services for problem definition, analysis, requirements development, policy and governance, vulnerability assessments, penetration testing, implementation, development, assessing threats and level of risk, risk mitigation, incident response, technical writing, training, and processes the maintenance and operations of hardware and/or software applications for information technology systems.

**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. 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 per the approval of the federal agency acquiring the service.

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. 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.

**Degree / Experience Equivalence**

Bachelors: Associate Degree + 2 years relevant experience, or 4 years relevant experience

Masters: Bachelors + 2 years relevant experience, Associates + 4 years relevant experience; or 6 years relevant experience



No.	SIN	SERVICES	YEAR 1 : October 2, 2018 - October 1, 2019	YEAR 2 : October 2, 2019 - October 1, 2020	YEAR 3 : October 2, 2020 - October 1, 2021	YEAR 4 : October 2, 2021 - October 1, 2022	YEAR 5 : October 2, 2022 - October 1, 2023
			GSA rate (w/IFF)	GSA rate (w/IFF)	GSA rate (w/IFF)	GSA rate (w/IFF)	GSA rate (w/IFF)
1	54151S, 54151HACS	Subject Matter Expert (SME)	\$ 152.71	\$157.29	\$162.01	\$166.86	\$171.87
2	54151S, 54151HACS	Senior Subject Matter Expert (SME)	\$ 167.12	\$172.14	\$177.31	\$182.63	\$188.11
3	54151S, 54151HACS	Principal Manager	\$ 195.47	\$201.33	\$207.37	\$213.58	\$219.99
4	54151S, 54151HACS	Program Manager	-	\$ 239.87	\$ 239.87	\$247.06	\$254.48
5	54151S, 54151HACS	Senior Technician	-	\$ 121.88	\$ 121.88	\$125.54	\$129.31
6	54151S, 54151HACS	Technician	-	\$ 86.34	\$ 86.34	\$88.93	\$91.60
7	54151S, 54151HACS	Jr. Technician	-	\$ 66.02	\$ 66.02	\$68.00	\$70.04

**ANNUAL ESCALATION AT 3.00%**