GENERAL SERVICES ADMINISTRATION
FEDERAL ACQUISITION SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE CATALOG/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 is available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! is http://www.gsaadvantage.gov

Schedule Title: Multiple Award Schedule
FSC Group: D304
Contract Number: 47QTCA20D003Q
Contract Period: December 27, 2019 to December 26, 2024

For more information on ordering from Federal Supply Schedules click on the GSA Schedules link at www.gsa.gov

Contractor:
The Institute for Applied Network Security, LLC
DBA IANS
2 CENTER PLZ STE 500
BOSTON, MA, 02108
Phone Number: 617-948-5767
Fax Number: 617-399-8101
www.iansresearch.com

Contractor’s Administration Source:
Austin Brock
abrock@iansresearch.com

Business Size:
Small Business
Veteran Owned Business

Who is IANS?

For the security practitioner caught between rapidly evolving threats and demanding executives, IANS Research is a clear-headed resource for decision-making and articulating risk. We provide experience-based security insights for Chief Information Security Officers and their teams. The core of our value comes from the IANS Faculty, a network of seasoned practitioners. We support client decisions and executive communications with Ask-an-Expert inquiries, our peer community, deployment-focused reports, tools and templates, and consulting.
CUSTOMER INFORMATION:

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

<table>
<thead>
<tr>
<th>SIN</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151ECOM</td>
<td>Electronic Commerce and Subscription Services</td>
</tr>
</tbody>
</table>

1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN: Not Applicable

1c. HOURLY & SERVICE RATES:

<table>
<thead>
<tr>
<th>SIN(s)</th>
<th>Service</th>
<th>Unit Of Issue</th>
<th>GSA Price w/ IFF</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151ECOM</td>
<td>Corporate Decision Support</td>
<td>12 months</td>
<td>$56,294.21</td>
</tr>
<tr>
<td>54151ECOM</td>
<td>Team Decision Support</td>
<td>12 months</td>
<td>$40,852.39</td>
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<tr>
<td>54151ECOM</td>
<td>Individual Decision Support</td>
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<tr>
<td>54151ECOM</td>
<td>Lead - Full Credential</td>
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<td>$7,329.97</td>
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<tr>
<td>54151ECOM</td>
<td>Full Credential</td>
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<td>$1,465.99</td>
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<tr>
<td>54151ECOM</td>
<td>Reader Credential</td>
<td>12 months</td>
<td>$488.66</td>
</tr>
<tr>
<td>54151ECOM</td>
<td>Tools &amp; Templates</td>
<td>12 months</td>
<td>$2,931.99</td>
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<tr>
<td>54151ECOM</td>
<td>Executive Communications</td>
<td>12 months</td>
<td>$4,886.65</td>
</tr>
<tr>
<td>54151ECOM</td>
<td>Each Additional Executive Communications</td>
<td>12 months</td>
<td>$488.66</td>
</tr>
<tr>
<td>54151ECOM</td>
<td>Content Aggregator</td>
<td>12 months</td>
<td>$9,773.30</td>
</tr>
<tr>
<td>54151ECOM</td>
<td>Each Additional Content Aggregator</td>
<td>12 months</td>
<td>$977.33</td>
</tr>
</tbody>
</table>

2. MAXIMUM ORDER*: $500,000

*Ordering activities may request a price reduction at any time before placing an order, establishing a BPA, or in conjunction with the annual BPA review. However, the ordering activity shall seek a price reduction when the order or BPA exceeds the simplified acquisition threshold. Schedule contractors are not required to pass on to all schedule users a price reduction extended only to an individual ordering activity for a specific order or BPA.

3. MINIMUM ORDER: Not Applicable

4. GEOGRAPHIC COVERAGE: 48 contiguous states, Washington D.C.
5. **POINT(S) OF PRODUCTION:**

   2 CENTER PLZ STE 500
   BOSTON, MA, 02108

6. **DISCOUNT FROM LIST PRICES:** Prices shown are GSA net, discount deducted

7. **QUANTITY/VOLUME DISCOUNT(S):**

   New Business (no payment up front)
   Contracts under $30,000 average annual subscription list price
   - 2 year service period: 8%
   - 3 year service period: 15%
   Contracts over $30,000 average annual subscription list price
   - 2 year service period: 10%
   - 3 year service period: 20%

   **Client Renewal**
   2 year service period: 8% discount
   3 year service period: 15% discount

8. **PROMPT PAYMENT TERMS:** Net 30 Days

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

9b. **Government Purchase Cards are accepted above the micro-purchase threshold.**

10. **FOREIGN ITEMS:** Not Applicable

11a. **TIME OF DELIVERY:** Determined on task order level

11b. **EXPEDITED DELIVERY:** Contact contractor

11c. **OVERNIGHT AND 2-DAY DELIVERY:** Contact contractor

11d. **URGENT REQUIREMENTS:** Agencies can contact the Contractor’s representative to affect a faster delivery. Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.

12. **FOB POINT:** Destination

13a. **ORDERING ADDRESS:**

   2 CENTER PLZ STE 500
   BOSTON, MA, 02108-1921
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:**

2 CENTER PLZ STE 500  
BOSTON, MA, 02108-1921

15. **WARRANTY PROVISION:** Not Applicable

16. **EXPORT PACKING CHARGES:** N/A

17. **TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:** N/A

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 AVAILABLE):** 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 for EIT:** N/A

25. **DUNS NUMBER:** 121710995

26. Contractor has an active registration in the SAM database.
Guidance from Practitioners. Real Ones.

Security professionals today have responsibilities that go far beyond simply securing a network. Their influence and expertise cross all functional areas in an organization, including IT and application security, third-party risk, infrastructure, physical security, and cloud environments. Possessing in-house experience on all of these challenges is rare, and the increasing rate of change can quickly render expertise obsolete.

Our Decision Support offering provides your team on-demand access to our Faculty of over 60 security experts. IANS Faculty members are practitioners, not analysts. They spend their days solving security and business problems at some of the world’s most complex organizations, while also guiding start-ups through their initial security policies and programs. They understand your challenges and can help balance the need for security with your operational budgets, appetite for risk, and organizational skill sets.

Better Informed Decisions

IANS Decision Support is a trusted resource for decision making and articulating risk. Our Faculty experts act as an extension of your team to define short-term and long-term objectives. They provide real-world insights and practical actionable advice that isn’t driven by vendor dollars. By focusing on skills transfer, our Faculty members help you improve your internal capabilities and mature your security programs.

IANS Decision Support provides you with several methods for gathering advice and information:

- **Ask-An-Expert (AAE)** – Phone calls, written opinions, and Faculty polls on the security challenges you face
- **Peer Community Events** – Expert-led Forums, CISO Roundtables, Symposiums, and Webinars
- **Insights Portal** – Our always-on content hub including Faculty Reports and case studies organized by taxonomy, as well as templates, checklists, presentation materials, data slides, and more
Faculty of Industry Experts

The IANS Faculty are at the core of our Decision Support service. This group of over 60 hands-on practitioners understands the key issues you face and delivers actionable recommendations, research, and step-by-step guidance on achieving fast and successful results. Our collection of independent experts spans nearly every field, and our existing clients differentiate us by the breadth of knowledge we’re able to supply to companies of any industry and size. No matter who you are or what security problem you’re trying to solve, IANS can connect you with someone who’s “in the trenches.”

Ask-An-Expert (AAE)

IANS Ask-An-Expert allows unlimited requests to our team of over 60 Faculty members. Whether your request is strategic or a tactical “how to” question, IANS will match you with the appropriate expert. They’ll help inform your strategy or provide feedback on specific technologies and solutions, offer recommendations, and help you come to a decision. AAE assistance is available in 3 ways:

• **Phone Call** – Up to a 60-minute call with an IANS Faculty member to discuss a specific topic or question.
• **Written Report** – An IANS Faculty member provides you with a 500–1,000-word response.
• **Faculty Poll** – For questions where you need different perspectives, 3–5 IANS Faculty members present you with short, concise written responses.

IANS Peer Community Events

IANS Decision Support clients automatically gain access to the IANS Peer Community, providing candid settings with security professionals from a wide range of job functions and organizations. These regional and virtual educational events are led by IANS Faculty. Earn CPE credits by attending events in any format:

• **CISO Roundtables** – Renew your strategic focus at these one-day, closed-door, leadership-only discussions.
• **Forums** – Build internal skills and bring your team to these two-day events with keynotes, IANS Faculty breakout sessions, and technology presentations.
• **Symposiums** – Participate in virtual and in-person deep dives on technical and operational topics.
• **Webinars** – Stay informed on leading issues through monthly hour-long sessions led by IANS Faculty.

“...I like helping organizations, I like getting down in the weeds, and I like helping people solve problems when they don’t have enough time or expertise in their own day-to-day environments.”

- Dave Shackleford, IANS Faculty
IANS Insights Portal

Decision Support clients receive access to the IANS Insight Portal, a continuously growing online resource that includes thousands of documents, reports, anonymized case studies and educational material, such as:

- **Ask-An-Expert Writeups** – Access to hundreds of AAE reports from our Faculty of security experts. These 2-3 page reports cover security challenges in cloud computing, application development, data protection, governance and compliance, incident response, managing security budgets, and other topics.
- **Faculty Reports** – In-depth research by IANS Faculty members on topical issues including regulatory matters, security strategies and frameworks, as well as our quarterly Cloud Security Updates and Vulnerability and Breach Updates.
- **Podcasts** – Keynotes and Executive Interviews from regional IANS Forums, condensed into audio recordings featuring highlights from the presentations.
- **Topic Guides** – Each guide contains a collection of IANS portal content addressing a single information security issue. The guides are organized into planning, deployment, and maintenance requirements.
- **Webinar Replays** – On-demand access to past webinars led by IANS Faculty.

### Content Aggregator

IANS digests and summarizes security topics in reusable slides. This slideware provides vetted source material coupled with professionally formatted visuals suitable for presenting to senior leadership.

- **Single Slides** in PowerPoint format including speaker notes you can use to build presentations to the C-suite and lines of business, or to your team internally.
- **Compilations** of single Content Aggregator slides on specific information security topics.
- **Executive Briefings** incorporate topical slides with an added viewpoint or “IANS Perspective” from the IANS Faculty to support more comprehensive story telling.
- **Icon Library** of cybersecurity themed icons ready to use in your slideshows.

### Executive Communications

Our Executive Communications service covers significant InfoSec events using business language for you to brief the C-suite and key internal stakeholders.

- **Daily Dive Emails** – A daily round-up of security news from major media sources, delivered at 9:00 AM Eastern. It includes a summary of each story, key points to know, and what to communicate to your executive team.
- **Incident Faculty Briefings** – A same-day IANS Faculty-led conference call when a major incident occurs.
- **Quarterly Faculty Briefings and Q&A** – An IANS Faculty-led conference call discussing the most important stories and developments from the quarter.
- **Faculty Briefing Notes** – Summaries of notes from the Incident Faculty Briefings and Quarterly Faculty Briefings.

### Tools and Templates

Developed and used by industry experts, these materials offer step-by-step guidance on approaching and completing security-specific tasks. This includes:

- **Checklists** for security and business tasks including perimeter security, AWS security, and penetration test preparation.
- **Templates** for various security policies and requirements including privacy policies, security awareness templates, Vulnerability Management Process Workflow, and security job descriptions.
- **Tools** for threat modeling, risk registers, workflows, and reference architecture.
# Research Taxonomy

**Application Development**
- AppDev Frameworks
- Application Development & Testing
- DevOps Organization & Strategy
- Software Development Lifecycle (SDLC)

**Cloud Security**
- Cloud Access Security Brokers
- Cloud Application & Data Controls
- Cloud Network & Host Controls
- Cloud Services Contracts & SLAs
- Private Cloud Infrastructure

**Data Protection**
- Big Data
- Data Classification
- Data Loss Prevention (DLP)
- Encryption, Digital Signatures, Certificates, Tokenization
- Fraud Detection
- IT Asset Disposal (ITAD)

**Enterprise Software**
- Business Productivity
- Databases
- ERP / CRM / SCM
- Patch Management

**GRC**
- Auditing
- Enterprise & IT Compliance Management
- IT Service Management
- Privacy
- Regulations & Legislation
- Risk Management

**Identity & Access Management**
- Account Provisioning
- Authentication
- Directory Services
- Password Management
- Privileged Access Management
- Single Sign On

**Incident Response & Recovery**
- Business Continuity & Disaster Recovery (BCDR)
- Cybersecurity Insurance
- Data Breaches
- Incident Investigations, Handling & Tracking
- Incident Response Planning
- IT Forensics

**Infrastructure**
- Converged Infrastructure
- Desktop Virtualization (VDI)
- Embedded Systems & Internet of Things
- Endpoints
- High-performance Computing (HPC)
- Mainframe & Legacy Systems
- Peripherals
- Server Virtualization
- Servers
- Software-Defined Storage
- Storage

**Management & Leadership**
- Board Communications
- Budgeting
- Certifications & Training
- Recruiting, Hiring & Retention
- Security Policies & Strategy
- Team Structure & Management

**Mobility**
- BYOD
- Mobile Access & Device Management
- Mobile Client Devices
- Unified Communication & Collaboration (UCC)
- Voice over IP (VOIP)

**Networking**
- Architecture, Configuration & Segmentation
- Firewalls, NGFW
- Industrial Control Systems, SCADA
- Intrusion Prevention/Detection (IPS/IDS)
- Network Access Controls (NAC)
- Networking & Network Devices
- Software-Defined Networking
- Virtual Private Networks
- Wireless Networks

**Security Operations**
- Asset Discovery & Inventory
- Configuration & Change Management
- Metrics & Reporting
- Security Analytics & Visualization
- Security Information & Event Management (SIEM) & Log Management
- Security Operations Centers (SOCs)

**Threats & Vulnerabilities**
- Insider Threats
- Malware & Advanced Threats
- Penetration Testing & Red Teaming
- Security Awareness, Phishing, Social Engineering
- Threat Detection & Hunt Teaming
- Threat Intelligence & Modeling
- Unified Threat Management (UTM)
- Vulnerability Assessment & Management

**Vendor & Third-Party Management**
- Consulting & Professional Services
- Managed Security Services
- Supply Chain Security
- Vendor & Partner Management

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### The IANS Difference

**We focus exclusively on security.** Security is all we do, and it always has been. What matters to the CISO and team matters to us. We specialize in providing in-depth knowledge and practical insights you can use both with your team and when interacting with the C-suite.

**Our Faculty are in the trenches.** IANS Faculty members are expert information security practitioners. No theories, no ivory towers. Their insights are based on real-world experiences.

**We’re wired into the security community.** With close to 100 end-user security events annually, we are unmatched in the level of peer-to-peer interaction we offer our clients. We provide a safe environment to network, share experiences and discuss challenges.