



General Services Administration
CORPORATE SCHEDULE
Authorized Federal Supply Schedule Price List

CONTRACT NUMBER: GS-00F-0001N
CONTACT PERIOD: OCTOBER 1, 2002 TO JUNE 13, 2009

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!TM, a menu-driven database system. The Internet address for GSA Advantage!TM is www.GSAAdvantage.gov.

CONTRACTOR CONTACT INFORMATION

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Richard S. Carson & Associates, Inc. ... a team of highly motivated, experienced professionals dedicated to applying proven business methodology, practices and advanced technology to provide cost-effective strategies and solutions for industry and government.

Carson Associates is an Equal Opportunity Employer

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MANAGEMENT, ORGANIZATION, AND BUSINESS IMPROVEMENT SERVICES (MOBIS) CUSTOMER INFORMATION

Business Size	Large
1a. Special item numbers.	CR 499
1b. Lowest price.	All prices listed reflect the government discount price with all applicable discounts.
2. Maximum Order.	\$1,000,000
3. Minimum Order.	\$300
4. Geographic Delivery Area.	Continental United States
5. Point of Production.	Bethesda, Montgomery County, Maryland
6. Statement of net price.	All prices herein are net (discount deducted) to the contracted agency.
7. Quantity discounts.	None
8. Prompt payment terms.	None
9a. Government Commercial Credit Card Acceptance.	Government VISA/MasterCard Accepted
9b. Discount for payment by Government commercial credit card.	None
10. Foreign Items.	None
11a. Time of Delivery.	As agreed with each order
11b. Expedited Delivery.	Listed items annotated with an asterisk (*) are available for expedited delivery.
11c. Overnight/2-day delivery.	Overnight and 2-day delivery is available as negotiated on each delivery order.
11d. Urgent Requirements.	Not applicable
12. F.O.B. point.	Destination
13. Ordering address.	Richard S. Carson & Associates, Inc. 4720 Montgomery Lane, Suite 800 Bethesda, Maryland 20814
14. Payment address.	Richard S. Carson & Associates, Inc. 4410 Prince Road Rockville, Maryland 20853
15. Warranty provision.	Not applicable
16. Export packing Charges.	Not applicable
17. Terms and Conditions of Government commercial credit card acceptance.	None
18. Data Universal Numbering System	09-240-2544
19. Central Contractor Registration.	Contractor is registered in CCR.

MOBIS PRICE LIST

Approved by the General Services Administration

Richard S. Carson & Associates, Inc. (Carson Associates) is pleased to offer the following management, organizational and business improvement services (MOBIS) in response to the Government's need to enable federal agencies to improve performance, quality, timeliness, and efficiencies throughout their organizations. Through our recent and long-term experience providing business solutions to Government agencies, Carson Associates has gained a firm understanding of the *dynamic, evolutionary influences and mandates* which affect an organization's structure and performance.

The following prices reflect net cost to all government agencies for Management, Organization, and Business Improvement Services (MOBIS) provided by Richard S. Carson & Associates, Inc.

SIN 1. Consultation Services

Carson Associates provides expert advice, assistance, guidance and/or counseling in support of federal agencies' management, organizational, and business improvement efforts. Toward real, immediate, enduring business improvements, Carson Associates has extensive experience providing MOBIS products and services including:

October 1, 2002 – June 14, 2004

Labor Category		Hourly Rate	Daily Rate
Principal Consultant	*	\$ 175.84	\$ 1,406.72
Executive Consultant	*	\$ 150.89	\$ 1,207.12
Senior Consultant	*	\$ 116.71	\$ 933.68
Consultant	*	\$ 91.76	\$ 734.08
Team Leader	*	\$ 73.43	\$ 587.44

- **Strategic, Business, and Action Planning**
- **Cycle Time**
- **Leadership Systems**
- **Process and Productivity Improvement**
- **Organizational Assessments, Program Audits, and Evaluations**
- **Systems Alignment**
- **High Performance Work**
- **Performance Measures and Indicators**
- **Process Modeling and Simulation**

* Indicates items available for expedited delivery.

SIN 2. Facilitation Services

Carson Associates provides facilitation and related decision support services to federal agencies as they engage in collaboration efforts, working groups, integrated product, process, or self-directed teams. In providing Facilitation Services, Carson Associates acts as a neutral party bringing together groups with both common and diverse interests.

Utilizing a variety of technical and functional experts, automated facilitation tools, and problem solving methods, Carson Associates facilitators expertly brings diverse viewpoints together in a single forum, breaking out the positive and productive attributes of each viewpoint, and molding these viewpoints into an integrated approach to resolve common problems or to improve current practices highlights the benefit of collaborative efforts. Carson Associates' facilitation services gain benefits for the client in several areas:

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Consultant	*	\$ 91.76	\$ 734.08
Team Leader	*	\$ 73.43	\$ 587.44

- **Electronic Meeting Facilitation**
- **Team Development**
- **Knowledge Generation & Communication**
- **Process/System Design**

* Indicates items available for expedited delivery.

LABOR CATEGORY DESCRIPTIONS, EDUCATION AND EXPERIENCE GUIDELINES FOR MOBIS CATEGORIES

LABOR CATEGORY DESCRIPTIONS

Principal Consultant:

Top level senior staff member who works independently and interfaces with highest level customer personnel. General requirements call for a minimum of a high school diploma and 20 or more years of experience.

Executive Consultant:

High level senior staff member, may report directly to the Principal Consultant or top level customer personnel. General experience required is 10 to 15 years experience, with a high school diploma.

Senior Consultant:

Works as an experienced staff member on projects, follows project plans and complex directions, may work independently or as a team. Experience requirements vary from 5-10 years, with a high school diploma.

Consultant:

Mid level project staff, may report to Senior Consultant, works on projects of medium complexity. Requires 1-5 years experience and a high school diploma.

Team Leader:

Junior level to mid level staff members, may require direct supervision, works on tasks of lesser complexity. Requires 1-2 years experience and a high school diploma.

Production assistant:

Provides production support for contract deliverables, including assembling of deliverables, compilation and collection of data. Requires 0-1 years experience.

Graphics Illustrator:

Provides minor graphics support as required. Requires 0-1 years experience.

Word Processor:

PROVIDES BASIC WORD PROCESSING FUNCTIONS. REQUIRES 0-1 YEARS EXPERIENCE.

INFORMATION TECHNOLOGY SERVICES

PRICE LIST

Note: All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchased separately.

INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES

FPDS Code D301	IT Facility Operation and Maintenance
FPDS Code D302	IT Systems Development Services
FPDS Code D306	IT Systems Analysis Services
FPDS Code D307	Automated Information Systems Design and Integration Services
FPDS Code D308	Programming Services
FPDS Code D308	Millennium Conversion Services (Y2K)
FPDS Code D310	IT Backup and Security Services
FPDS Code D316	IT Network Management Services
FPDS Code D399	Other Information Technology Services, Not Elsewhere Classified

INFORMATION FOR ORDERING OFFICES

SPECIAL NOTICE TO AGENCIES

SMALL BUSINESS PARTICIPATION

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micropurchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage!™ on-line shopping service (www.GSAAdvantage.gov). The catalogs/pricelists, GSA Advantage!™ and the Federal Supply Service Home Page (www.GSAAdvantage.gov) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micropurchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

1. Geographic Scope of Contract: All 48 contiguous states and the District of Columbia, Alaska, Hawaii, and Puerto Rico.

2. Contractor's Ordering Address and Payment Information:

Ordering: Richard S. Carson & Associates, Inc.
4720 Montgomery Lane, Suite 800
Bethesda, MD 20814-3444

Payment: Richard S. Carson & Associates, Inc.
4410 Prince Road
Rockville, MD 20853-1303

Contractors are required to accept the Government purchase card for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Government purchase cards will be acceptable for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

The following telephone number can be used by ordering agencies to obtain technical and/or ordering assistance:
(301) 656-4565 extension 0081

3. Liability for Injury or Damage

The Contractor shall not be liable for any injury to Government personnel or damage to Government property arising from the use of equipment maintained by the Contractor, unless such injury or damage is due to the fault or negligence of the Contractor.

4. Statistical Data for Government Ordering Office Completion of Standard Form 279:

Block 9: G. Order/Modification Under Federal Schedule
Block 16: Data Universal Numbering System (DUNS) Number: 09-240-2544

Block 30: Type of Contractor - B. Other Small Business
Block 31: Woman-Owned Small Business - NO
Block 36: Contractor's Taxpayer Identification Number (TIN) 52-1152599

- 4a. CAGE Code: 8M394
- 4b. Contractor has registered with the Central Contractor Registration Database.

5. FOB Destination

6. Delivery Schedule

- a. **TIME OF DELIVERY:** The Contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below:

DELIVERY TIME (Days ARO)
As negotiated

- b. **URGENT REQUIREMENTS:** When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

7. Discounts: All prices are net.

- a. Government educational institutions receive the same discounts as all other government customers.

8. Trade Agreements Act of 1979, as amended:

All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.

9. Statement Concerning Availability of Export Packing: Not available.

10. Small Requirements: The minimum dollar value of orders to be issued is \$100.

11. Maximum Order: (All dollar amounts are exclusive of any discount for prompt payment.)

- g. All Special Item Numbers - Information Technology (IT) Professional Services

The maximum dollar value per order for all IT Professional services will be \$500,000.

12. USE OF FEDERAL SUPPLY SERVICE INFORMATION TECHNOLOGY SCHEDULE CONTRACTS. In accordance with FAR 8.404:

Orders placed pursuant to a Multiple Award Schedule (MAS), using the procedures in FAR 8.404, are considered to be issued pursuant to full and open competition. Therefore, when placing orders under Federal Supply Schedules, ordering offices need not seek further competition, synopsise the requirement, make a separate determination of fair and reasonable pricing, or consider small business set-asides in accordance with subpart 19.5. GSA has already determined the prices of items under schedule contracts to be fair and reasonable. By placing an order against a schedule using the procedures outlined below, the ordering office has concluded that the order represents the best

value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the Government's needs.

a. Orders placed at or below the micro-purchase threshold. Ordering offices can place orders at or below the micro-purchase threshold with any Federal Supply Schedule Contractor.

b. Orders exceeding the micro-purchase threshold but not exceeding the maximum order threshold. Orders should be placed with the Schedule Contractor that can provide the supply or service that represents the best value. Before placing an order, ordering offices should consider reasonably available information about the supply or service offered under MAS contracts by using the "GSA Advantage!" on-line shopping service, or by reviewing the catalogs/pricelists of at least three Schedule Contractors and selecting the delivery and other options available under the schedule that meets the agency's needs. In selecting the supply or service representing the best value, the ordering office may consider –

- (1) Special features of the supply or service that are required in effective program performance and that are not provided by a comparable supply or service;
- (2) Trade-in considerations;
- (3) Probable life of the item selected as compared with that of a comparable item;
- (4) Warranty considerations;
- (5) Maintenance availability;
- (6) Past performance; and
- (7) Environmental and energy efficiency considerations.

c. Orders exceeding the maximum order threshold. Each schedule contract has an established maximum order threshold. This threshold represents the point where it is advantageous for the ordering office to seek a price reduction. In addition to following the procedures in paragraph b, above, and before placing an order that exceeds the maximum order threshold, ordering offices shall –

- (1) Review additional Schedule Contractors' catalogs/pricelists or use the "GSA Advantage!" on-line shopping service;
- (2) Based upon the initial evaluation, generally seek price reductions from the Schedule Contractor(s) appearing to provide the best value (considering price and other factors); and
- (3) After price reductions have been sought, place the order with the Schedule Contractor that provides the best value and results in the lowest overall cost alternative. If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

NOTE: For orders exceeding the maximum order threshold, the Contractor may:

- (1) Offer a new lower price for this requirement (the Price Reductions clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations);
- (2) Offer the lowest price available under the contract; or
- (3) Decline the order (orders must be returned in accordance with FAR 52.216-19).

d. Blanket Purchase Agreements (BPAs). The establishment of Federal Supply Schedule BPAs is permitted when following the ordering procedures in FAR 8.404. All schedule contracts contain BPA provisions. Ordering

offices may use BPAs to establish accounts with Contractors to fill recurring requirements. BPAs should address the frequency of ordering and invoicing, discounts, and delivery locations and times.

e. Price reductions. In addition to the circumstances outlined in paragraph c, above, there may be instances when ordering offices will find it advantageous to request a price reduction. For example, when the ordering office finds a schedule supply or service elsewhere at a lower price or when a BPA is being established to fill recurring requirements, requesting a price reduction could be advantageous. The potential volume of orders under these agreements, regardless of the size of the individual order, may offer the ordering office the opportunity to secure greater discounts. Schedule Contractors are not required to pass on to all schedule users a price reduction extended only to an individual agency for a specific order.

f. Small business. For orders exceeding the micro-purchase threshold, ordering offices should give preference to the items of small business concerns when two or more items at the same delivered price will satisfy the requirement.

g. Documentation. Orders should be documented, at a minimum, by identifying the Contractor the item was purchased from, the item purchased, and the amount paid. If an agency requirement in excess of the micro-purchase threshold is defined so as to require a particular brand name, product, or feature of a product peculiar to one manufacturer, thereby precluding consideration of a product manufactured by another company, the ordering office shall include an explanation in the file as to why the particular brand name, product, or feature is essential to satisfy the agency's needs.

13. Federal Information Technology/Telecommunication Standards Requirements: Federal departments and agencies acquiring products from this Schedule must comply with the provisions of the Federal Standards Program, as appropriate (reference: NIST Federal Standards Index). Inquiries to determine whether or not specific products listed herein comply with Federal Information Processing Standards (FIPS) or Federal Telecommunication Standards (FED-STDS), which are cited by ordering offices, shall be responded to promptly by the Contractor.

13.1 Federal Information Processing Standards Publications (FIPS PUBS): Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650.

13.2 Federal Telecommunication Standards (FED-STDS): Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDS) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD." Federal Telecommunication Standards are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDS should be obtained from the GSA, Federal Supply Service, Specification Section, 470 East L'Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number (202) 619-8925. Please include a self-addressed mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number (301) 975-2833.

14. Security Requirements. In the event security requirements are necessary, the ordering activities may incorporate, in their delivery orders, a security clause in accordance with current laws, regulations, and individual agency policy; however, the burden of administering the security requirements shall be with the ordering agency. If any costs are incurred as a result of the inclusion of security requirements, such costs will not exceed ten percent (10%) or \$100,000, of the total dollar value of the order, whichever is less.

15. CONTRACT ADMINISTRATION FOR ORDERING OFFICES: Any ordering office, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA

Contracting Officer under provisions of FAR 52.212-4, paragraphs (l) Termination for the Government's convenience, and (m) Termination for Cause (See C.1.)

16. GSA Advantage!

GSA *Advantage!* is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. GSA *Advantage!* will allow the user to perform various searches across all contracts including, but not limited to:

- (1) Manufacturer;
- (2) Manufacturer's Part Number; and
- (3) Product categories.

Agencies can browse GSA Advantage! by accessing the Internet World Wide Web utilizing a browser (ex.: Netscape). The Internet address is <http://www.GSAAdvantage.gov>.

17. PURCHASE OF INCIDENTAL, NON-SCHEDULE ITEMS

For administrative convenience, open market (non-contract) items may be added to a Federal Supply Schedule Blanket Purchase Agreement (BPA) or an individual order, provided that the items are clearly labeled as such on the order, all applicable regulations have been followed, and price reasonableness has been determined by the ordering activity for the open market (non-contract) items.

18. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS

a. For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:

- (1) Time of delivery/installation quotations for individual orders;
- (2) Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/ service/software package submitted in response to requirements which result in orders under this schedule contract.
- (3) Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the Contractor.

b. The above is not intended to encompass items not currently covered by the GSA Schedule contract.

19. OVERSEAS ACTIVITIES

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelist outside the 48 contiguous states and the District of Columbia, except as indicated below:

No exceptions.

Upon request of the Contractor, the Government may provide the Contractor with logistics support, as available, in accordance with all applicable Government regulations. Such Government support will be provided on a reimbursable basis, and will only be provided to the Contractor's technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.

20. YEAR 2000 WARRANTY — COMMERCIAL SUPPLY ITEMS

- (a) As used in this clause, “Year 2000 compliant” means, with respect to information technology, that the information technology accurately processes date/time data (including, but not limited to, calculating, comparing and sequencing) from, into, and between the twentieth and twenty-first centuries, and the years 1999 and 2000, and leap year calculations, to the extent that other information technology used in combination with the information technology being acquired, properly exchanges date/time data with it.
- (b) The Contractor shall warrant that each hardware, software, and firmware product delivered under this contract shall be able to accurately process date time data (including, but not limited to, calculating, comparing and sequencing) from, into, and between the twentieth and twenty-first centuries, including leap year calculations, when used in accordance with the product documentation provided by the Contractor, provided that all products (e.g., hardware, software, firmware) used in combination with products properly exchange date time data with it. If the contract requires that specific listed products must perform as a system in accordance with the foregoing warranty, then that warranty shall apply to those products as a system. The duration of this warranty and the remedies available under this warranty shall include repair or replacement of any product whose non-compliance is discovered and made known to the Contractor in writing within ninety (90) days after acceptance (installation is considered acceptance). The Contractor may offer an extended warranty to the Government to include repair or replacement of any product whose non-compliance is discovered and made known to the Contractor in writing at any time prior to June 1, 2000, or for a period of 6 months following acceptance (installation is considered acceptance) whichever is later. Nothing in this warranty shall be construed to limit any rights or remedies the Government may otherwise have under this contract with respect to defects other than Year 2000 performance.

21. BLANKET PURCHASE AGREEMENTS (BPAs)

Federal Acquisition Regulation (FAR) 13.201(a) defines Blanket Purchase Agreements (BPAs) as “...a simplified method of filling anticipated repetitive needs for supplies or services by establishing ‘charge accounts’ with qualified sources of supply.” The use of Blanket Purchase Agreements under the Federal Supply Schedule Program is authorized in accordance with FAR 13.202(c)(3), which reads, in part, as follows:

“BPAs may be established with Federal Supply Schedule Contractors, if not inconsistent with the terms of the applicable schedule contract.”

Federal Supply Schedule contracts contain BPA provisions to enable schedule users to maximize their administrative and purchasing savings. This feature permits schedule users to set up “accounts” with Schedule Contractors to fill recurring requirements. These accounts establish a period for the BPA and generally address issues such as the frequency of ordering and invoicing, authorized callers, discounts, delivery locations and times. Agencies may qualify for the best quantity/volume discounts available under the contract, based on the potential volume of business that may be generated through such an agreement, regardless of the size of the individual orders. In addition, agencies may be able to secure a discount higher than that available in the contract based on the aggregate volume of business possible under a BPA. Finally, Contractors may be open to a progressive type of discounting where the discount would increase once the sales accumulated under the BPA reach certain prescribed levels. Use of a BPA may be particularly useful with the new Maximum Order feature. See the Suggested Format, contained in this Schedule Pricelist, for customers to consider when using this purchasing tool.

22. CONTRACTOR TEAM ARRANGEMENTS

Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to a customer agency requirements. The policy and procedures outlined in this part will provide more flexibility and allow innovative acquisition methods when using the Federal Supply Schedules. See the additional information regarding Contractor Team Arrangements in this Schedule Pricelist.

TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES

1. SCOPE

a. The prices, terms and conditions stated under Information Technology Professional Services apply exclusively to IT Services within the scope of this Information Technology Schedule.

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

2. ORDERING PROCEDURES

a. Procedures for IT professional services priced on GSA schedule at hourly rates.

(1) FAR 8.402 contemplates that GSA may occasionally find it necessary to establish special ordering procedures for individual Federal Supply Schedules or for some Special Item Numbers (SINs) within a Schedule. GSA has established special ordering procedures for IT professional services (SIN 132-51) that are priced on schedule at hourly rates. These special ordering procedures which are outlined herein take precedence over the procedures in FAR 8.404.

(2) The GSA has determined that the rates for IT professional services contained in this pricelist are fair and reasonable. However, the ordering office using this contract is responsible for considering the level of effort and mix of labor proposed to perform a specific task being ordered and for making a determination that the total firm-fixed price or ceiling price is fair and reasonable.

(3) When ordering IT professional services ordering offices shall –

(i) Prepare a Request for Proposal:

(A) A performance-based statement of work that outlines, at a minimum, the work to be performed, location of work, period of performance, deliverable schedule, applicable standards, acceptance criteria, and any special requirements (i.e., security clearances, travel, special knowledge, etc.) should be prepared.

(B) A request for proposal should be prepared which includes the performance-based statement of work and requests the contractors submit either a firm-fixed price or a ceiling price to provide the services outlined in the statement of work. A firm-fixed price order shall be requested, unless the ordering office makes a determination that it is not possible at the time of placing the order to estimate accurately the extent or duration of the work or to anticipate cost with any reasonable degree of confidence. When such a determination is made, a labor hour or time-and-materials proposal may be requested. The firm-fixed price shall be based on the hourly rates in the schedule contract and shall consider the mix of labor categories and level of effort required to perform the services described in the statement of work. The firm-fixed price of the order should also include any travel costs or other incidental costs related to performance of the services ordered, unless the order provides for reimbursement of travel costs at the rates provided in the Federal Travel or Joint Travel Regulations. A ceiling price must be established for labor hour and time and material orders.

(C) The request for proposal may request the contractors, if necessary or appropriate, submit a project plan for performing the task and information on the contractor's experience and/or past performance performing similar tasks.

(D) The request for proposal shall notify the contractors what basis will be used for selecting the contractor to receive the order. The notice shall include the basis for determining whether the contractors are technically qualified and provide an explanation regarding the intended use of any experience and/or past performance information in determining technical acceptability of responses. If consideration will be limited to schedule contractors who are small business concerns as permitted by paragraph (ii)(A) below, the request for proposals shall notify the contractors that will be the case.

(ii) Transmit the Request for Proposal to Contractors:

(A) Based upon an initial evaluation of catalogs and pricelists, the ordering office should identify the contractors that appear to offer the best value (considering the scope of services offered, hourly rates and other factors such as contractors' locations, as appropriate). When buying IT professional services under SIN 132-51 ONLY, the ordering office, at its discretion, may limit consideration to those schedule contractors that are small business concerns. This limitation is not applicable when buying supplies and/or services under other SINs as well as SIN 132-51. The limitation may only be used when at least three (3) small businesses that appear to offer services that will meet the agency's needs are available, if the order is estimated to exceed the micro-purchase threshold.

(B) The request for proposal should be to three (3) contractors if the proposed order is estimated to exceed the micro-purchase threshold, but not to exceed the maximum order threshold. For proposed orders exceeding the maximum order threshold, the request for proposal should be provided to additional contractors that offer services that will meet the agency's needs. Ordering offices should strive to minimize the contractors' costs associated with responding to requests for proposals for specific orders. Requests should be tailored to the minimum level necessary for adequate evaluation and selection for order placement.

(iii) Evaluate proposals and select the contractor to receive the order:

After responses have been evaluated against the factors identified in the request for proposal, the order should be placed with the schedule contractor that represents the best value and results in the lowest overall cost alternative (considering price, special qualifications, administrative costs, etc.) to meet the Government's needs.

(4) The establishment of Federal Supply Schedule Blanket Purchase Agreements (BPAs) for recurring services is permitted when the procedures outlined herein are followed. All BPAs for services must define the services that may be ordered under the BPA, along with delivery or performance time frames, billing procedures, etc. The potential volume of orders under BPAs, regardless of the size of individual orders, may offer the ordering office the opportunity to secure volume discounts. When establishing BPAs ordering offices shall –

(i) Inform contractors in the request for proposal (based on the agency's requirement) if a single BPA or multiple BPAs will be established, and indicate the basis that will be used for selecting the contractors to be awarded the BPAs.

(A) SINGLE BPA: Generally, a single BPA should be established when the ordering office can define the tasks to be ordered under the BPA and establish a firm-fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for service arises. The schedule contractor that represents the best value and results in the lowest overall cost alternative to meet the agency's needs should be awarded the BPA.

(B) MULTIPLE BPAs: When the ordering office determines multiple BPAs are needed to meet its requirements, the ordering office should determine which contractors can meet any technical qualifications before establishing the BPAs. When multiple BPAs are established, the authorized users must follow the procedure in (3)(ii)(B) above, and then place the order with the schedule contractor that represents the best value and results in the lowest overall cost alternative to meet the agency's needs.

(ii) Review BPAs periodically. Such reviews shall be conducted at least annually. The purpose of the review is to determine whether the BPA still represents the best value (considering price, special qualifications, etc.) and results in the lowest overall cost alternative to meet the agency's needs.

(5) The ordering office should give preference to small business concerns when two or more contractors can provide the services at the same firm-fixed price or ceiling price.

(6) When the ordering office's requirement involves both products as well as IT professional services, the ordering office should total the prices for the products and the firm-fixed price for the services and select the contractor that represents the greatest value in terms of meeting the agency's total needs.

(7) The ordering office, at a minimum, should document orders by identifying the contractor the services were purchased from, the services purchased, and the amount paid. If other than a firm-fixed price order is placed, such documentation should include the basis for the determination to use a labor-hour or time-and-materials order. For agency requirements in excess of the micro-purchase threshold, the order file should document the evaluation of schedule contractors' proposals that formed the basis for the selection of the contractor that received the order and the rationale for any trade-offs made in making the selection.

b. Ordering Procedures for other services available on schedule at fixed prices for specifically defined services or tasks.

Orders placed pursuant to a Multiple Award Schedule (MAS), using the procedures in FAR 8.404, are considered to be issued pursuant to full and open competition. Therefore, when placing orders under Federal Supply Schedules, ordering offices need not seek further competition, synopsise the requirement, make a separate determination of fair and reasonable pricing, or consider small business set-asides in accordance with subpart 19.5. GSA has already determined the prices of items under schedule contracts to be fair and reasonable. By placing an order against a schedule using the procedures outlined below, the ordering office has concluded that the order represents the best value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the Government's needs.

(1) Orders placed at or below the micro-purchase threshold. Ordering offices can place orders at or below the micro-purchase threshold with any Federal Supply Schedule Contractor.

(2) Orders exceeding the micro-purchase threshold but not exceeding the maximum order threshold. Orders should be placed with the Schedule Contractor that can provide the supply or service that represents the best value. Before placing an order, ordering offices should consider reasonably available information about the service offered under MAS contracts by using the "GSA Advantage!" on-line shopping service, or by reviewing the catalogs/pricelists of at least three Schedule Contractors and selecting the delivery and other options available under the schedule that meets the agency's needs. In selecting the service representing the best value, the ordering office may consider— (i) special features of the service that are required in effective program performance and that are not provided by a comparable service; and (ii) past performance.

(3) Orders exceeding the maximum order threshold. Each schedule contract has an established maximum order threshold. This threshold represents the point where it is advantageous for the ordering office to seek a price reduction. In addition to following the procedures in paragraph b, above, and before placing an order that exceeds the maximum order threshold, ordering offices shall--

(i) Review additional Schedule Contractors' catalogs/pricelists or use the "GSA Advantage!" on-line shopping service;

(ii) Based upon the initial evaluation, generally seek price reductions from the Schedule Contractor(s) appearing to provide the best value (considering price and other factors); and

(iii) After price reductions have been sought, place the order with the Schedule Contractor that provides the best value and results in the lowest overall cost alternative. If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

NOTE: For orders exceeding the maximum order threshold, the Contractor may:

(A) Offer a new lower price for this requirement (the Price Reductions clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations);

(B) Offer the lowest price available under the contract; or

(C) Decline the order (orders must be returned in accordance with FAR 52.216-19).

(4) Blanket purchase agreements (BPAs). The establishment of Federal Supply Schedule BPAs is permitted when following the ordering procedures in FAR 8.404. All schedule contracts contain BPA provisions. Ordering offices may use BPAs to establish accounts with Contractors to fill recurring requirements. BPAs should address the frequency of ordering and invoicing, discounts, and delivery locations and times.

(5) Price reductions. In addition to the circumstances outlined in paragraph (3), above, there may be instances when ordering offices will find it advantageous to request a price reduction. For example, when the ordering office finds a schedule service elsewhere at a lower price or when a BPA is being established to fill recurring requirements, requesting a price reduction could be advantageous. The potential volume of orders under these agreements, regardless of the size of the individual order, may offer the ordering office the opportunity to secure greater discounts. Schedule Contractors are not required to pass on to all schedule users a price reduction extended only to an individual agency for a specific order.

(6) Small business. For orders exceeding the micro-purchase threshold, ordering offices should give preference to the items of small business concerns when two or more items at the same delivered price will satisfy the requirement.

(7) Documentation. Orders should be documented, at a minimum, by identifying the Contractor the item was purchased from, the item purchased, and the amount paid. If an agency requirement in excess of the micro-purchase threshold is defined so as to require a particular brand name, product, or feature of a product peculiar to one manufacturer, thereby precluding consideration of a product manufactured by another company, the ordering office shall include an explanation in the file as to why the particular brand name, product, or feature is essential to satisfy the agency's needs.

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 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 office.

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

c. The Agency 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 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. INSPECTION OF SERVICES

The Inspection of Services–Fixed Price (AUG 1996) clause at FAR 52.246-4 applies to firm-fixed price orders placed under this contract. The Inspection–Time-and-Materials and Labor-Hour (JAN 1986) clause at FAR 52.246-6 applies to time-and-materials and labor-hour orders placed under this contract.

6. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character.

7. RESPONSIBILITIES OF THE GOVERNMENT

Subject to security regulations, the ordering office shall permit Contractor access to all facilities necessary to perform the requisite IT Services.

8. INDEPENDENT CONTRACTOR

All IT 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 Government.

9. 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 Government contract, without some restriction on 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 Government, ordering offices 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.

10. INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for IT services. Progress payments may be authorized by the ordering office 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.

11. PAYMENTS

For firm-fixed price orders the Government 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 (Alternate I (APR 1984)) at FAR 52.232-7 apply to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts (FEB 1997) (Alternate II (JAN 1986)) at FAR 52.232-7 applies to labor-hour orders placed under this contract.

12. RESUMES

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

13. INCIDENTAL SUPPORT COSTS

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

14. 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.

15. DESCRIPTION OF IT SERVICES AND PRICING

Job Title:	Information Security Expert	Level I – \$203.87 Level II – \$163.37 Level III – \$140.04 Level IV – \$114.37 Level V – \$105.49 Level VI – \$83.54
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Minimum/General Experience: Progressive technical experience in the area of Information Systems security, with at least 1-year specialization in the area of security.

Functional Responsibility: Analyzes and establishes processes and technologies to ensure comprehensive protection exists on computer systems to prevent unauthorized entry to computer systems or compromise of data integrity or secrecy. Security development for computer systems includes designing, prototyping, implementing, conducting independent verification and validation, and maintaining security for enterprise systems. Performs certification and accreditation of systems, security audits (i.e., FISMA), risk assessments, security plans, and system test and evaluation reviews and develops security policies and procedures. Provides up-to-date working knowledge in areas such as computer viruses, intrusion detection systems, encryption systems, firewalls, access and authentication technologies, etc. May be responsible for penetration testing, survivability and vulnerability analysis, and contingency/disaster recovery planning and testing.

Minimum Education: Bachelor's Degree in Computer Science, Information Systems, Electrical Engineering, or other related scientific or technical discipline.

Education Substitution: Four years of experience in related field.

- Level 1: 9 years or more of experience
- Level 2: 7-9 years of experience
- Level 3: 5-7 years of experience
- Level 4: 5 years of experience
- Level 5: 3-5 years of experience
- Level 6: 0-3 years of experience

Job Title: **Project Manager I** **\$131.02**

Minimum/General Experience:

Five (5) years experience

Functional Responsibility:

Responsible for oversight of entire contract. Serves as corporate representative to government and is the primary interface with the client. Oversees various systems projects of a highly complex nature. Responsible for assembling project team, assigning individual responsibilities, identifying appropriate resources needed, and developing schedule to ensure timely completion of project and meeting deadlines of project. Must be familiar with the system scope and project objectives, as well as the role and function of each team member in order to effectively coordinate the activities of the team.

Minimum Education:

Master's Degree

Education Substitution:

Bachelor's Degree and two (2) years experience

Job Title: **Project Manager II** **\$116.97**

Minimum/General Experience:

Seven (7) years experience

Functional Responsibility:

Reports directly to Project Manager I on highly complex contract project matters and oversees multiple task orders on a contract. Responsible for management of projects that are moderately complex. Participates directly in the project tasks involving development of ADP applications. Plans project activities that may include but are not limited to network and client/server systems design and development. Maintains day-to-day interface with customer personnel.

Minimum Education:

Bachelor's Degree

Education Substitution:

High school diploma or equivalent and four (4) years experience.

Job Title: **Supervisor** **\$105.50**

Minimum/General Experience:

Nine (9) years experience

Functional Responsibility:

Reports directly to Project Manager II and is responsible for supervising individual task orders. Manages discreet tasks and project teams that are part of a larger project. Experience shall have included daily interaction with all technical staff. Areas of expertise may include but are not limited to communications, databases, operating systems, and 4GL and object-oriented programming. Responsible for the overall technical direction of task or tasks.

Minimum Education:

Bachelor's Degree

Education Substitution:

High school diploma or equivalent and four (4) years experience.

Job Title: **Primary Functional Specialist** **\$137.24**

Minimum/General Experience:

Twenty-Five (25) years experience

Functional Responsibility:

Responsible for ensuring that the functional requirements of the customer are satisfied by project. Ensures compatibility between existing systems and systems under development. Works independently as a high level technical and/or functional expert. Gives guidance and direction to all levels of staff reflecting detailed expert knowledge of a highly specialized area or function related to IT systems. Maintains currency in applications expertise. Recommends future directions or projects to clients. Develops IT systems for application areas that may include but is not limited to Logistics Management, Health Care Management, Budget systems, Nuclear Command and Control, and Mission Critical systems.

Minimum Education:

Master's Degree

Education Substitution:

Bachelor's Degree and two (2) years experience

Job Title: **Functional Specialist** **\$112.32**

Minimum/General Experience: Twenty (20) years experience

Functional Responsibility: Works as a member of the project team providing knowledge of a highly specialized area or function related to IT systems. Ensure compatibility between existing systems and systems under development. Maintains currency in applications expertise. Validates that customer requirements are being accurately reflected in systems design. Maintains close liaison with end user community to ensure system functional requirements are achieved and training objectives are successfully accomplished. Expertise in application areas may include but is not limited to Logistics Management, Health Care Management, Budget Information, Nuclear Command and Control, and Mission Critical systems. Reports directly to Senior Functional Specialist.

Minimum Education: Bachelor's Degree

Education Substitution: High school diploma or equivalent and four (4) years experience.

Job Title: **Technical Specialist I** **\$94.49**

Minimum/General Experience: Nine (9) years experience

Functional Responsibility: Responsible for overall systems architecture to include hardware components and COTS packages. Responsible for high-level technical systems analysis, design and integration and implementation for a group or section. Responsible for feasibility studies, time cost estimates, and development of technical solutions. Provides expert advice on system integration, compatibility and multiple platforms. Prepares activity reports on technical projects and provides technical briefing to customers. Technical areas of expertise may include but are not limited to document management, workflow, imaging, and client/server and open systems architecture.

Minimum Education: Master's Degree

Education Substitution: Bachelor's Degree and two (2) years experience

Job Title: **Technical Specialist II** **\$87.18**

Minimum/General Experience:

Three (3) years experience

Functional Responsibility:

Responsible for overall systems architecture to include hardware components and COTS packages. Supervises technical activities including systems analysis, design, implementation, and integration. Assists in projection of software/hardware requirements. Assigns personnel technical projects and directs their activities. Directs priority and methods for solving technical problems. Responsible for quality review. Technical areas of expertise may include but are not limited to document management, workflow, imaging, and client/server and open systems architecture.

Minimum Education:

Master's Degree

Education Substitution:

Bachelor's Degree and two (2) years experience

Job Title: **Technical Specialist III** **\$80.45**

Minimum/General Experience:

Nine (9) years experience

Functional Responsibility:

Responsible for overall systems architecture to include hardware components and COTS packages. Has full technical knowledge to perform specialized technical functions related to systems analysis, design, implementation, and integration. Formulates/defines technical scope and objective for assigned projects. Devises procedures to solve complex technical problems considering computer equipment capacity, operation time and form of desired results. Prepares detailed technical specifications. Responsible for directing work of team members. Responsible for project completion. Technical areas of expertise may include but are not limited to document management, workflow, imaging, and client/server and open systems architecture.

Minimum Education:

Bachelor's Degree

Education Substitution:

High school diploma or equivalent and four (4) years experience

Job Title: **Technical Specialist V** **\$69.92**

Minimum/General Experience:

One (1) year experience

Functional Responsibility:

Responsible for overall systems architecture to include hardware components and COTS packages. Under immediate supervision, assists in performing technical functions related to software development as assigned. Specialized experience includes developing applications that integrate multiple IT operating systems and programming languages. Operating systems may include but are not limited to Windows and UNIX.

Minimum Education:

Bachelor's Degree

Education Substitution:

High school diploma or equivalent and four (4) years experience

Job Title: **Analyst I** **\$69.42**

Minimum/General Experience:

Three (3) years experience.

Functional Responsibility:

Responsible for data modeling, data structures, and software engineering. Leads team in systems analysis and design, requirement development, software engineering, and application development for complex software systems. Addresses problem of system integration from a software perspective. Works independently in applying higher level analysis principles and analytical model development methodology to technical problems. Areas of expertise may include but are not limited to systems analysis, structure design methodology, data structures and modeling, and workflow analysis.

Minimum Education:

Bachelor's Degree

Education Substitution:

A high school diploma or equivalent and four (4) years experience

Job Title: **Analyst II** **\$63.68**

Minimum/General Experience:

Zero (0) years experience

Functional Responsibility:

Responsible for data modeling, data structures, and software engineering. Member of team providing systems analysis and design, requirements development, software engineering, and application development as related to simple to complex software systems. Responsible for completing work assigned in deliverable format. Areas of expertise may include but are not limited to systems analysis, structure design methodology, data structures, and workflow analysis.

Minimum Education:

Bachelor's Degree

Education Substitution:

High school diploma or equivalent and four (4) years experience

Job Title: **Programmer I** **\$53.82**

Minimum/General Experience:

Six (6) years experience

Functional Responsibility:

Lead project programmer with experience in commercial 3GL and 4GL programming. Responsible for program design, coding, testing, debugging and documentation. Has technical knowledge of all phases of applications programming. Responsible for directing and monitoring the work of team members. Responsible for program completion and user satisfaction. Uses structured methodology and programming languages that may include but are not limited to Visual Basic, SQL, Sybase, Oracle, HTML, and Perl.

Minimum Education:

Bachelor's Degree

Education Substitution:

High school diploma or equivalent and four (4) years experience

Job Title: **Programmer III** **\$44.65**

Minimum/General Experience: Two (2) years experience

Functional Responsibility: Under general supervision, performs assigned programming tasks. Develops code program subroutines in accordance with detailed program specifications. Uses structured methodology and programming languages that may include but are not limited to Visual Basic, SQL, Sybase, Oracle, HTML, and Perl.

Minimum Education: Bachelor's Degree

Education Substitution: High school diploma or equivalent and four (4) years experience

Job Title: **Typist *** **\$26.56**

Minimum/General Experience: One (1) year experience

Functional Responsibility: Performs a variety of assigned word processing functions

Minimum Education: High school diploma or equivalent

Education Substitution: None

** This labor category is to be used to support the professional labor categories contained in this contract and cannot be purchased separately.*

Job Title: **Technical Editor *** **\$44.64**

Minimum/General Experience: Two (2) year experience

Functional Responsibility: Responsible for content of technical documentation. Checks author's document for spelling, grammar and other editorial problems. Ensures that documents follow the style laid out in the company's style guide. Suggests revisions to the style guide as appropriate.

Minimum Education: Bachelor's Degree

Education Substitution: None

**This labor category is to be used to support the professional labor categories contained in this contract and cannot be purchased separately.*

SAINT® NETWORK VULNERABILITY SCANNER

PRODUCT LIST

	<p>SAINT® Scanner (Perpetual & Subscription License) – SAINT vulnerability scanner software is delivered in a downloadable format for Linux, Unix, BSD, or Mac OS X. The user interface and reports can be operated from any browser once SAINT is configured (i.e., Windows Internet Explorer, Mosaic, Safari, Netscape, etc.). With the perpetual license, the purchaser owns the software and pays an annual maintenance fee that includes all product updates and technical support. With the subscription license, the purchaser rents the rights to use the software with a one- or two-year option. Maintenance is included with the subscription that includes product updates and technical support.</p>
	<p>SAINTexploit™ (Perpetual & Subscription License) – SAINTexploit penetration testing software is delivered in a downloadable format for Linux, Unix, BSD, or Mac OS X. The user interface and reports can be operated from any browser once SAINT is configured (i.e., Windows Internet Explorer, Mosaic, Safari, Netscape, etc.). With the perpetual license, the purchaser owns the software and pays an annual maintenance fee that includes all product updates and technical support. With the subscription license, the purchaser rents the rights to use the software with a one- or two-year option. Maintenance is included with the subscription that includes product updates and technical support.</p>
	<p>SAINTbox™ – This integrated plug-n-play appliance comes with the SAINT vulnerability scanner and SAINTexploit penetration testing software installed. The user interface and reports can be operated from any browser once the SAINTbox™ is configured (i.e., Windows Internet Explorer, Mosaic, Safari, Netscape, etc.). Under this perpetual license, the purchaser owns the software and appliance and pays an annual maintenance fee that includes all product updates and technical support. The SAINTbox is available either as a desktop or rack mounted appliance.</p>
	<p>WebSAINT® – This is an online vulnerability scanning service where the SAINT scanner at SAINT’s corporate headquarters is providing the vulnerability scanning. A WebSAINT user interface is provided to the user for scheduling scans and viewing the vulnerability reports. Please note that SAINT is recommended over WebSAINT when addresses are using NAT (Network Address Translation).</p>
	<p>SAINTmanager™ – This software is for managing multiple SAINT scanners from one centralized management console. This is a separate installation from the SAINT scanner. The method of licensing is based on the number of scanners that are to be managed.</p>
	<p>SAINT Scanner (Audit License) – This license is for SAINT software delivered in a downloadable format for Linux, Unix, BSD, or Mac OS X. The user interface and reports can be operated from any browser once SAINT is configured (i.e. Windows Internet Explorer, Mosaic, Safari, Netscape, etc.). This license is for traveling consultants that need to audit different locations. For small assessments, the licensing can be done by IP address; for medium size assessments a Class C or B license can be purchased; and for large assessments an unlimited license allows the user to scan any number of IP addresses on an infinite number of scans. All licenses are based on a time-period subscription with the exception of the unlimited perpetual audit license, which is a lifetime key for SAINT with an annual maintenance fee. This license is to be used solely by consulting and integration firms.</p>

	<p>SAINTwriter® – SAINTwriter is the reporting tool that is integrated with all SAINT products. SAINTwriter includes an HTML interface and is customizable with drop menus and radio buttons. SAINTwriter also supports the following data outputs: HTML, Simple HTML, XML, PDF, CSV, and plain text. There is no charge for SAINTwriter.</p>
	<p>SAINTexpress® – SAINTexpress is the updating component for all SAINT products. This includes new vulnerability checks, exploits, and product enhancements/updates. SAINTexpress is included for all perpetual license customers who have paid for maintenance. In addition, SAINTexpress is included for all subscription customers since maintenance is included with subscription licenses.</p>

For pricing information on SAINT® products, please refer to <http://www.GSAAdvantage.gov>.

USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS

PREAMBLE

Richard. Carson & Associates, Inc. provides commercial products and services to the Federal Government. 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 Federal Government contracts. To accelerate potential opportunities please contact Donna Ruginski, Senior Vice President by phone (301) 656-4565 ext., by fax (301) 656-4806, or email ruginskd@carsoninc.com.

BEST VALUE BLANKET PURCHASE AGREEMENT FEDERAL SUPPLY SCHEDULE

(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act

_____(Agency)_____ and _____(Contractor)_____ enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract(s)

_____.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The end result is to create a purchasing mechanism for the **Government that works better and costs less.**

Signatures

AGENCY

DATE

CONTRACTOR

DATE

**(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 Agency):

(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:

MODEL NUMBER/PART NUMBER	*SPECIAL BPA DISCOUNT/PRICE
_____	_____
_____	_____

(2) Delivery:

DESTINATION	DELIVERY SCHEDULE/DATES
_____	_____
_____	_____

(3) The Government 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:

OFFICE	POINT OF CONTACT
_____	_____
_____	_____

(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 a customer agency 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 or 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 customers 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.