General Services Administration
Federal Supply Service

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 for GSA Advantage
is: gsaadvantage.gov.

Schedule Title: Multiple Award Schedule (MAS)
Industrial Group: Professional Services
Price List current as of Modification #PS-A812 effective April 28, 2020

Product Service Code T006
For more information on ordering from Federal Supply Service Schedules go to the GSA Schedules Page at GSA.gov.

Contract Period: September 19, 2016 – September 18, 2021

Contract Number: GS-00F-283DA

Business Size: Veteran Owned Small Business

Cocklins Film & Video, Inc.
15660 Lancaster Farm Road
Newburg, MD 20664
(301)259-2468
http://www.cocklinsdigital.com

Contract Administrator
Anne Cocklin
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Table of Contents

Company Information..................3
Information Page..........................5
Service Contract
Labor Standards..........................6
Award Contract Price List..............7
Company Information

Cocklins Film & Video, Inc., certified as a Veteran Owned Small Business (VOSB), has been serving clients in the Mid-Atlantic region since 1993. Our full service video production company is owned by a U.S. Army Veteran and internationally recognized national Emmy Award Winning Director of Photography, Steve Cocklin. The company has the resources to manage and implement all phases of the video production process from script to screen with outstanding results and extremely competitive pricing.

High quality standards are inherent throughout the production process and rooted in our management approach. From pre-production to writing, scheduling, filming, producing on location, editing and graphics we conduct ourselves as professionals. For both long and short term projects we provide the best service to our clients keeping production on time and on budget. Our clients rated us at 96% for overall performance, reliability, quality of our products and personnel, customer support, cost and responsiveness. We are successful because our professional and courteous manner has earned the trust and respect of our clients who depend on us for our opinions and advice.

Working in network television for more than 30 years we learned from the best of the best. We apply those skills to make successful videos for government agencies and corporate clients. Our very diverse client base (government, documentary, corporate, educational) has taken us all over the world, from war zones to the Vatican to the corporate boardroom. See the diversity of our work at http://cocklinsdigital.com/portfolio/our-reel/

As a full-service provider our company utilizes the most up-to-date HD equipment and computers. As professionals we own the latest HD cameras, lighting, audio and edit equipment. Cocklins’ in-house Avid edit facilities use Avid Media Composer, the gold standard for editing software.

The company has consistently won awards for Excellence in Video Production, Cinematography, Editing, Outstanding Individual Achievement, Directing, Scriptwriting, use of HD and more from our peers. See our awards at http://cocklinsdigital.com/about-us/

Our clients include:

**Major Corporations:** Rand Corporation, Grant Thornton, Western Union, Sheehy Auto Stores, Kearney & Company

**Educational Organizations:** Ken Burns’ Florentine Films, WETA, National Geographic, The Discovery Channel, PBS, CBS 60 Minutes, RAINN

**Government Agencies:** Chemical Safety Board, DC Superior Court, Federal Motor Carrier Safety Administration, Export-Import Bank, PBGC, US Holocaust Memorial Museum

Visit our website http://cocklinsdigital.com to learn more about our company and professional team members.
1a. SINs | SIN Title
---|---
512110 | Video/Film Production
OLM | Order-Level Materials (OLM’s)

1b. **Lowest price** model number not applicable.
1c. **Hourly Rates** not applicable
2. **Maximum order:** $1,000,000
3. **Minimum order:** $100.00
4. **Geographic coverage:** Domestic and Overseas
5. **Point of production:** Newburg, MD
6. **GSA prices are net.**
7. **Volume Discounts:** 3% for sales exceeding $50,000
8. **Prompt Payment Terms:** 1%-15 Day; Net 30 Days. **Information for Ordering Offices:** Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.
9. **Foreign items:** None
10a. **Time of Delivery:** To be negotiated at the task order level
10b. **Expedited delivery:** To be negotiated at the task order level
10c. **Overnight and 2-day delivery:** To be negotiated at the task order level
10d. **Urgent Requirements:** To be negotiated at the task order level
11. **F.O.B. point:** Destination
12a. **Ordering Address:**
Cocklins Film & Video, Inc.
15660 Lancaster Farm Road
Newburg, MD 20664
12b. **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.
13. **Payment address:**
Cocklins Film & Video, Inc.
15660 Lancaster Farm Road
Newburg, MD 20664
14. **Warranty Provision:** Standard commercial warranty.
After his service as a U.S. Army Veteran Steve Cocklin became a professional, National Emmy award winning Director of Photography. His work alongside the military includes:

- Coverage of the breach with the 2nd Marine Division during Desert Storm (ABC)
- Coverage of the liberation of the cities of Kuwait, Kabul and Baghdad (ABC, National Geographic, PBS)
- With Special Ops searching for WMD in Baghdad (National Geographic, PBS)
- In Afghanistan as US troops arrive and with the Mujahedin fighting the Taliban prior to U.S. involvement (ABC, National Geographic, PBS)
- Aboard over 40 U.S. Navy ships in the Persian Gulf as the Pentagon pool camera crew. (ABC, NBC, CBS and CNN)
- Coverage of the Marine forces deployed in Beirut. (ABC, CBS, NBC)
15. Export packing charges: Not applicable
16. Terms and conditions of rental, maintenance and repair: Not applicable
17. Terms and conditions of installation: Not applicable
18a. Terms and conditions of repair parts: Not applicable
18b. Terms and conditions for any other services: Not applicable
19. List of services and distribution points: Not applicable
20. List of participating dealers: Not applicable
21. Preventive maintenance: Not applicable
22a. Environmental attributes: Not applicable
22b. Section 508 compliance: Not applicable
23. Data Universal Number System (DUNS) number: 011193625
24. System for Awards Management (SAM): Cocklins Film & Video, Inc. is currently registered and up-to-date with information in SAM.

**Service Contract Labor Standards (SCLS):** Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCLS eligible labor categories. If and/or when the contractor adds SCLS labor categories/employees to the contract through the modification process the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.
# Awarded Contract Price List

## 512110 Video Production  

Price List current as of Modification #PS-A812 effective April 28, 2020

<table>
<thead>
<tr>
<th>Item</th>
<th>SIN</th>
<th>Labor Categories</th>
<th>GSA Awarded Rates</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>512110</td>
<td>Director of Photography (Person 1 of 2-Person Crew)</td>
<td>$74.81/hr.</td>
</tr>
<tr>
<td>2</td>
<td>512110</td>
<td>Audio Recordist (Person 2 of 2-Person Crew)</td>
<td>$59.85/hr.</td>
</tr>
<tr>
<td>3</td>
<td>512110</td>
<td>Editor/Avid Editing</td>
<td>$125.78/hr.</td>
</tr>
</tbody>
</table>

## Labor Category Descriptions

**Director of Photography:** The Director of Photography (DP) expertise lies in high-quality film-style field or studio shoots. The DP is responsible for planning and executing all videography, in consultation with, and under the direction of the Producer and/or Director. The DP is responsible for the overall look, composition, lighting and production of shooting, and is responsible for HD camera type and set-up (codec, gamma, frame rate, format). The DP selects lenses and works with tripods, dollies, sliders, glidecams or other special equipment. Requires 8 years of experience in the field as camera operator and director; Associates Degree; or 8+ years of relevant work experience.

**Audio Recordist:** The Audio Recordist is responsible for capturing the sound that goes with the images on camera. The sound recordist must be experienced in recording in all environments from the studio to on-location and have expert knowledge of all the audio equipment. Operates audio mixers, holds boom, understands microphone types and does mic placement on talent. Records under a variety of conditions including ENG type settings, studio. Handles multiple simultaneous camera inputs, transcription recordings. Requires an Associates Degree or 5+ years of relevant work experience.

**Editor/Avid Editing:** Editor is responsible for providing a full range of services as an Avid editor: digitizing and logging footage, assembling the footage into a rough cut, fine cut and master cut that follows the script and the director’s vision. The Editor must have a thorough technical understanding of all sources of material and how to incorporate those materials into the cut. The Editor works using AVID Media Composter system incorporating graphic and music elements that require special skills and experience. Proficient in Media Composer, Adobe After Effects, Adobe PhotoShop and other software. Requires an Associates Degree or 15+ years of relevant work experience.
Support Services Pricing

<table>
<thead>
<tr>
<th>Item</th>
<th>SIN</th>
<th>Support Item</th>
<th>Price (including IFF)</th>
<th>Unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>512110</td>
<td>*HD Camera Kit</td>
<td>$598.49</td>
<td>Daily</td>
</tr>
<tr>
<td>2</td>
<td>512110</td>
<td>*Teleprompter</td>
<td>$342.07</td>
<td>Daily</td>
</tr>
<tr>
<td>3</td>
<td>512110</td>
<td>*Apple MacBook Pro Computer for digital file transfers</td>
<td>$73.30</td>
<td>Daily</td>
</tr>
<tr>
<td>4</td>
<td>512110</td>
<td>*Slider</td>
<td>$94.21</td>
<td>Daily</td>
</tr>
<tr>
<td>5</td>
<td>512110</td>
<td>2-Person Crew with HD Camera Kit</td>
<td>$1,945.09</td>
<td>Daily</td>
</tr>
</tbody>
</table>

Crew Staffing
A 2-person crew is provided at all times with the Cocklins as Director of Photography and Audio Recordist. The Cocklin crew uses the HD Camera Kit listed on this Support Pricing page. Items with * must be supported by 2 Cocklin crew members. Labor costs for the Cocklin crew are an additional cost and are quoted with a daily rate of 10-hours portal to portal with a meal break to be determined by production schedule. Time over 10-hours is time and one half. Half day rate (5-hour minimum for 2-person crew) also available. HD equipment at daily rate.

1. **HD Camera Kit** (DP & Audio Recordist support crew are an additional cost).
   - Includes the camera, support, lighting, monitor, audio equipment and accessories.
   - **Camera**
     - Sony PXW-FX9 HD camera formats include 1080, 2K, 4K, 6K Sony XAVC and SR codecs
   - **Support**
     - Canon Cinema Prime Lens Set, Sony G Master Auto Focus Zoom Lens
     - Sachtler Tripod/wheels
     - Matte box
Lighting
Quasar Science 4 foot 6 bank LED light; Lupo LED, Astras LED, Kino Flo LED Celeb; Florescent Barflys, Divas; Moles, lighting instruments, light stands, grip equipment
Monitor
Flanders Scientific 17” HD Monitor
Audio
5 Channel Sound Devices mixer
Boom, lavaliere mics, Lectrosonics wirelesses
Accessories
Batteries, power supply, flags, scrims, silks, audio cables, splitters, BNCs, backup hard drive, stingers, etc. included.

2. Teleprompter
Prompter People Teleprompter
Item must be supported by 2 Cocklin crew members as DP and Audio Recordist. Labor costs for operators of the equipment (Cocklins as DP & Audio) are additional.

3. Apple MacBook Pro Computer
The Apple MacBook Pro Computer is used to transfer the digital files from the SxS cards to the hard drive.
Item must be supported by 2 Cocklin crew members as DP and Audio Recordist. Labor costs for operators of the equipment (Cocklins as DP & Audio) are additional.

4. Slider
A camera slider (or glide track) is used to capture horizontally-moving shots that would otherwise require a small jib. The 4-foot slider mounts to the tripod.
Item must be supported by 2 Cocklin crew members as DP and Audio Recordist. Labor costs for operators of the equipment (Cocklins as DP & Audio) are additional.

5. 2-Person Crew with HD Camera Kit
Director of Photography (Person 1): The Director of Photography (DP) expertise lies in high-quality film-style field or studio shoots. The DP is responsible for planning and executing all videography, in consultation with, and under the direction of the Producer and/or Director. The DP is responsible for the overall look, composition, lighting and production of shooting, and is responsible for HD camera type and set-up (codec, gamma, frame rate, format). The DP selects lenses and works with tripods, dollies, sliders, glidecams or other special equipment. Requires 8 years of experience in the field as camera operator and director; Associates Degree or 8+ years of relevant work experience.
**Audio Recordist (Person 2):** The Audio Recordist is responsible for capturing the sound that goes with the images on camera. The sound recordist must be experienced in recording in all environments from the studio to on-location and have expert knowledge of all the audio equipment. Operates audio mixers, holds boom, understands microphone types and does mic placement on talent. Records under a variety of conditions including ENG type settings, studio. Handles multiple simultaneous camera inputs, transcription recordings. Requires Associates Degree or 5+ years of relevant work experience.

**HD Camera Kit** (DP & Audio Recordist support crew are an additional cost). Includes the camera, support, lighting, monitor, audio equipment and accessories.

**Camera**
- Sony PMW F9 HD camera formats include 1080, 2K, 4K, Sony XAVC and SR codecs

**Support**
- Prime lenses
- Sachtler Tripod/wheels
- Matte box

**Lighting**
- Quasar Science 4 foot 6 bank LED light; Kino Flo LED Celeb; Florescent Barflys, Divas; Moles, lighting instruments, light stands, grip equipment

**Monitor**
- Flanders Scientific 17” HD Monitor

**Audio**
- 5 Channel Sound Devices mixer
- Boom, lavaliere mics, Lectrosonics wirelesses

**Accessories**
- Batteries, power supply, flags, scrims, silks, audio cables, splitters, BNCs, back-up hard drive, stingers, etc. included.