



General Services Administration

Authorized Federal Supply Schedule Price List

GSA Multiple Award Schedule

Federal Supply Groups: Professional Services
Security and Protection
Information Technology

GSA Contract Number: GS-00F-301DA

Contract Period: September 22, 2016, through September 21, 2026

Price List current as of Modification # PS-0037, effective November 8, 2022.

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at www.GSA.gov.

Small Business



**COGENT SECURITY
CONSULTING LLC**

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Online 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: www.GSAAdvantage.gov.

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Company Overview

Cogent Security Consulting LLC (Cogent) was founded in 2010 with a single mission: to become the most respected source of objective, independent, interdisciplinary security expertise in the world.

Cogent supports government and private sector customers responsible for protecting some of the world's most critical assets. Cogent has a proven track record of providing objective, critical analysis and custom solutions that improve the effectiveness and efficiency of our clients' protection programs. We specialize in program integration and decision support; information technology systems; risk and vulnerability assessment; guard force operations and training; security engineering; and technical surveillance countermeasures.

Cogent integrates diverse expertise in multiple disciplines, utilizing staff with backgrounds in military special operations, law enforcement, intelligence, risk management, project management, engineering, information technology, and accounting. With personnel located across the United States, Cogent can deploy for both short and longer-term engagements, bringing its unique combination of capabilities together to solve complex security management challenges. Cogent personnel are also highly experienced internationally.

As a small business, Cogent believes in developing and maintaining a deep understanding of customer requirements while being as responsive as possible to changing conditions and needs. Our team delivers client satisfaction on every project through the application of our core operation principles of integrity, value, transparency, efficiency, and discretion. Cogent's goal is to deliver world-class, tailored support services at competitive prices, and we will not rest before meeting all client expectations.

Scope of the Contract

Under our GSA Multiple Award Schedule contract, Cogent Security Consulting can provide a wide range of support for federal agencies. In addition, states and municipalities can use this contract to procure our services to prepare for and recover from major disasters. Our contract includes the following scope of work items, called a “Special Item Numbers” (SINs).

SIN 541330ENG, Engineering Services

Federal agencies and departments can order services from Cogent under SIN 541330ENG. State and local agencies and departments can procure Disaster Recovery services under SIN 541330ENGRC.

Services include applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, processes, and systems. Services may involve any of the following activities: provision of advice, concept development, requirements analysis, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation of engineering projects, and related services.

NOTE: Services under this SIN cannot include architect-engineer services as defined in the Brooks Act and FAR Part 2, or construction services as defined in FAR Parts 2 and 36.

SIN 541330EMI, Engineering Services Related to Military, Aerospace Equipment, Military Weapons, National Energy Policy Act of 1992, Marine Engineering or Naval Architecture

Federal agencies and departments can order services from Cogent under SIN 541330EMI. State and local agencies and departments can procure Disaster Recovery services under SIN 541330EMIRC.

Services include: applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, processes, and systems specifically relating to military aerospace equipment and/or military weapons, and/or engineering services awarded under the National Energy Policy Act of 1992, and/or marine engineering or naval Architecture. Services may involve any of the following activities: provision of advice, concept development, requirements analysis, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation, and related services.

NOTE: The scope of this SIN is limited to services associated with NAICS 541330 Exception 2 "Military and Aerospace Equipment and Military Weapons", NAICS 541330 Exception 3 "Contracts and Subcontracts for Engineering Services Awarded Under the National Energy Policy Act of 1992" and NAICS 541330 Exception 4 "Marine Engineering and Naval Architecture". These NAICS exceptions have a size standard of \$41.5 Million.

SIN 541380, Testing Laboratory Services

Federal agencies and departments can order services from Cogent under SIN 541380. State and local agencies and departments can procure Disaster Recovery services under SIN 541380RC.

Includes testing laboratory services and veterinary, natural, and life sciences; testing services and laboratories; and other professional, scientific, and technical consulting services.

Testing and services include, but are not limited to: physical, chemical, analytical, or other testing services; quality assurance; fire safety inspections; training; safety audits; relying upon experimental, empirical, quantifiable data, relying on the scientific method, and professional services, tasks, and labor categories in the fields of biology, chemistry, physics, earth sciences, atmospheric science, oceanography, materials sciences, mathematics, geology, astronomy, veterinary medicine, statistics, systems science, etc. (excludes social and behavioral sciences).

Examples of labor categories include, but are not limited to, Scientific Researchers, Biologists, Physicists, Mathematicians, Statisticians, Research Engineers, Meteorologists, Lab Technicians, Veterinarians and Veterinary Services, Chemists, Biochemical Engineers, Research Nurses.

SIN 54151S, Information Technology Professional Services

Federal agencies and departments can order services from Cogent under SIN 54151S. State and local agencies and departments can procure services under SIN 54151SSTLOC.

IT Professional Services and/or labor categories for database planning and design; systems analysis, integration, and design; programming, conversion, and implementation support; network services, data/records management, and testing. NOTE: Subject to Cooperative Purchasing.

SIN 541620, Environmental Consulting Services

Federal agencies and departments can order services from Cogent under SIN 541620. State and local agencies and departments can procure Disaster Recovery services under SIN 541620RC.

Services include providing advice and assistance to businesses and other organizations on environmental issues, such as the control of environmental contamination from pollutants, toxic substances, and hazardous materials; Endangered species, wetland, watershed, and other natural resource management plans; Archeological and/or cultural resource management plans. This includes identifying problems (e.g., inspect buildings for hazardous materials), measure and evaluate risks, and recommend solutions. multi-disciplined staff of scientists, engineers, and other technicians with expertise in areas, such as air and water quality, asbestos contamination, remediation, ecological restoration, and environmental law such as Planning and Documentation Services for the development, planning, facilitation, coordination, and documentation of and/or for environmental initiatives (or mandates such as Executive Order 13693 in areas of chemical, radiological, and/or hazardous materials; ISO 14001 Environmental Management System (EMS) and sustainable performance measure development; Environmental Assessment (EA) and Environmental Impact Statement (EIS) preparation under the National Environmental Policy Act (NEPA).

SIN 541611, Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

Federal agencies and departments can order services from Cogent under SIN 541611. State and local agencies and departments can procure Disaster Recovery services under SIN 541611RC.

Provide operating advice and assistance on administrative and management issues. Examples include: strategic and organizational planning, business process improvement, acquisition and grants management support, facilitation, surveys, assessment and improvement of financial management systems, financial reporting and analysis, due diligence in validating an agency's portfolio of assets and related support services, strategic financial planning, financial policy formulation and development, special cost studies, actuarial services, economic and regulatory analysis, benchmarking and program metrics, and business program and project management.

Inherently Governmental services as identified in FAR 7.503 or by the ordering agency are prohibited. It is the responsibility of the Contracting Officer placing the order to make this determination. Ordering activities must require prospective contractors to identify potential conflicts of interest and address those, prior to task order award.

Personal services as defined in FAR 37.104 are prohibited.

SIN 541715, Engineering Research and Development and Strategic Planning

Federal agencies and departments can order services from Cogent under SIN 541715. State and local agencies and departments can procure Disaster Recovery services under SIN 541715RC.

Service includes conducting research and experimental development (except nanotechnology and biotechnology research and experimental development) in the physical, engineering and life sciences such as: agriculture, electronics, environmental, biology, botany, computers, chemistry, food, fisheries, forests, geology, health, mathematics, medicine, oceanography, pharmacy, physics, veterinary and other allied subjects.

Typical tasks include, but are not limited to, analysis of mission, program goals and objectives, program evaluations, analysis of program effectiveness, requirements analysis, organizational performance assessment, special studies and analysis, training, and consulting; requirements analysis, cost/cost performance trade-off analysis, feasibility analysis, developing and completing fire safety evaluation worksheets as they relate to professional engineering services; operation and maintenance, evaluation of inspection, testing, and maintenance program for fire protection and life safety systems, program/project management, technology transfer/insertion, training and consulting.

NOTE: Services cannot include architect-engineer services as defined in the Brooks Act and FAR Part 2 or construction services as defined in the Federal Acquisition Regulation Part 36 and Part 2.

SIN 611430ST, Security Training

Federal agencies and departments can order services from Cogent under SIN 611430ST. State and local agencies and departments can procure Disaster Recovery services under SIN 611430STSTLOC.

611430ST Includes all security training related to law enforcement, security, emergency preparedness and/or first responders. Examples include instructor-led training, web-based training, pre-set courses, training development, etc.

NOTE: Subject to Cooperative Purchasing.

SIN OLM, Order-Level Materials

If any OLMs become part of a task order, they are placed under SIN OLM (for task orders for Federal government agencies and departments) or SIN OLMRC (for Disaster Recovery task orders for state or local agencies).

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

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

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

Advantages of Using a GSA Schedule Contract

Do you need a quick, convenient, and cost-effective way to order services from Cogent? Our GSA Multiple Award Schedule contract provides an excellent solution. It offers the following advantages:

- **Dramatic time savings.** You can typically complete the task order initiation process (as specified in FAR 8.405) very quickly—often in a matter of weeks.
- **Minimal administrative burden.** When you place an order with Cogent through our GSA Contract, the order will be considered to have been placed using “full and open competition.”
 - You are not required to synopsise the requirement ahead of time in FedBizOpps.
 - GSA has already determined that prices offered by GSA contractors are “fair and reasonable.”
 - All applicable federal procurement laws and regulations, including “small business” set-asides and other types of set-asides, already have been applied.
- **No dollar limits** on task orders.
- **Small Business credit.** Your agency will receive Small Business credit for all Task Orders issued to Cogent.
- **Flexibility.** For example, you can set up a “Blanket Purchase Agreement” (BPA) with Cogent, if you do not know the precise amount or types of services that you would like to purchase. You can use the BPA as an ordering device in which all your offices can participate, allowing them to place orders directly with Cogent.
- **Direct relationship** with Cogent.
 - GSA will not get involved in your selection process.
 - Your agency will not have to transfer funds to GSA and will not have to set up an interagency agreement.
 - Cogent will deliver services and submit invoices directly to your agency. You will remit payment directly to Cogent. GSA does not inject itself into the client/contractor relationship.

Prices

The following prices are “net” (prices shown include all applicable discounts and include the 0.75% Industrial Funding Fee).

GSA Awarded Hourly Rates

SINs 541330ENG, 541330EMI, 541380, 54151S, 541611, 541620, 541715, 611430ST

Labor Category	Option Period 1				
	Year 6	Year 7	Year 8	Year 9	Year 10
	9/22/2021 - 9/21/2022	9/22/2022 - 9/21/2023	9/22/2023 - 9/21/2024	9/22/2024 - 9/21/2025	9/22/2025 - 9/21/2026
Principal	\$164.29	\$172.50	\$178.11	\$183.90	\$189.87
Managing Partner	\$158.70	\$166.63	\$172.05	\$177.64	\$183.41
Program Manager	\$163.95	\$172.15	\$177.74	\$183.52	\$189.48
Program Manager II	\$177.94	\$186.84	\$192.91	\$199.18	\$205.65
Project Management Specialist	\$156.17	\$163.97	\$169.30	\$174.81	\$180.49
Project Management Specialist II	\$197.95	\$207.85	\$214.60	\$221.58	\$228.78
Subject Matter Expert I	\$153.38	\$161.05	\$166.28	\$171.69	\$177.27
Subject Matter Expert II	\$175.28	\$184.04	\$190.02	\$196.20	\$202.58
Subject Matter Expert III	\$224.26	\$235.47	\$243.12	\$251.03	\$259.18
Subject Matter Expert IV	\$241.00	\$253.05	\$261.28	\$269.77	\$278.54
Functional Specialist	\$133.71	\$140.39	\$144.95	\$149.67	\$154.53
Senior Functional Specialist	\$150.61	\$158.15	\$163.28	\$168.59	\$174.07
Senior Functional Specialist II	\$158.38	\$166.30	\$171.70	\$177.28	\$183.05
Senior Functional Specialist III	\$192.61	\$202.24	\$208.82	\$215.60	\$222.61
Senior Risk Management Specialist	\$150.61	\$158.15	\$163.28	\$168.59	\$174.07
Senior Risk Management Specialist II	\$159.57	\$167.55	\$173.00	\$178.62	\$184.43
Senior Training Specialist	\$142.42	\$149.54	\$154.40	\$159.42	\$164.60
Senior Training Specialist II	\$156.17	\$163.97	\$169.30	\$174.81	\$180.49
Senior Training Specialist III	\$170.73	\$179.27	\$185.09	\$191.11	\$197.32
Consultant	\$133.31	\$139.98	\$144.53	\$149.23	\$154.08
Consultant II	\$141.11	\$148.17	\$152.98	\$157.96	\$163.09
Senior Consultant	\$153.38	\$161.05	\$166.28	\$171.69	\$177.27
Senior Consultant II	\$175.28	\$184.04	\$190.02	\$196.20	\$202.58

	Option Period 1				
	Year 6	Year 7	Year 8	Year 9	Year 10
Junior Security Analyst	\$67.40	\$70.77	\$73.07	\$75.44	\$77.90
Security Analyst	\$100.06	\$105.06	\$108.47	\$112.00	\$115.64
Program Analyst	\$97.08	\$101.94	\$105.25	\$108.67	\$112.20
Program Analyst II	\$125.02	\$131.28	\$135.54	\$139.95	\$144.50
Program Analyst III	\$148.62	\$156.06	\$161.13	\$166.36	\$171.77
Intelligence Analyst	\$127.77	\$134.16	\$138.52	\$143.02	\$147.67
Operations Analyst	\$148.68	\$156.12	\$161.19	\$166.43	\$171.84
Technical Assistant**	\$113.42	\$119.09	\$122.97	\$126.96	\$131.09
Technician	\$127.77	\$134.16	\$138.52	\$143.02	\$147.67
Senior Technician	\$134.35	\$141.07	\$145.65	\$150.39	\$155.27
Technical Manager	\$148.68	\$156.12	\$161.19	\$166.43	\$171.84
Engineering Specialist III	\$193.17	\$202.82	\$209.42	\$216.22	\$223.25
Security Supervisor	\$92.67	\$97.30	\$100.46	\$103.73	\$107.10
Security Manager	\$141.53	\$148.61	\$153.44	\$158.43	\$163.57
Administrative Specialist**	\$60.66	\$63.69	\$65.76	\$67.90	\$70.10

** Service Contract Labor Standards (SCLS) eligible.

Quantity/Volume Discount

For any individual GSA task order in excess of \$8 million in labor per year, Quantity Discounts are as follows: Principal: 13.3%, Managing Partner: 20.2%, Program Analyst: None, Subject Matter Expert I: 5%, Subject Matter Expert II: 5%, Subject Matter Expert IV: 5%, Senior Consultant I: 5%, Senior Consultant II: 5%, Senior Training Specialist: 5%.

In the event that a GSA Task Order initially is too small to qualify for these Discounts and is subsequently amended to a value of more than the \$8 million threshold, Cogent will apply the applicable Discount on invoices as soon as administratively practicable thereafter, and in all cases starting no later than the first full month after the amendment has taken effect. Cogent will not apply any Quantity/Volume Discount retroactively, and will not provide retroactive refunds.

Service Contract Labor Standards

SCLS Eligible Contract Labor Category	SCLS Equivalent Code, Title	Wage Determination Number
Administrative Specialist	0111, General Clerk I	2015-4281
Technical Assistant	0112, General Clerk II	2015-4281

The Service Contract Labor Standards, formerly the Service Contract Act (SCA), apply to this contract and it includes SCLS applicable labor categories. Labor categories and fixed price services marked with a (**) in this pricelist are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS/SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e., nationwide).

Position Descriptions

Principal

Functional Responsibilities:

Has overall accountability for management and strategy consulting, training, information technology, and business solutions programs undertaken by the firm. Experienced in directing large efforts as well as supervising senior managers of numerous concurrent smaller efforts. Provides overall management and direction to the technical, financial, and administrative aspects of the firm's services. Performs independent quality assurance reviews of program performance and deliverables to ensure that contractual obligations are being met. Provides leadership in the areas of business process redesign, business architectures, organizational change.

Minimum Years of Experience: 10

Educational/Degree Requirements: Master's Degree

Training or Certification Requirements: None

Substitution Factors: None

Managing Partner

Functional Responsibilities:

For one or more projects or work programs, is responsible for staffing, project planning, project financials, and staff direction and oversight. Takes a hands-on role in performing especially complex tasks and provides technical leadership and expertise to project staff members. May act as principal technical spokesperson for Cogent with one or more clients and represents company capabilities in marketing for future efforts. Exhibits a high degree of ingenuity, creativity, resourcefulness, and technical expertise in problem-solving. Achieves objectives and solves problems in creative and innovative ways. Advises clients of technical developments and anticipates technical needs to influence outcomes.

Minimum Years of Experience: 12

Minimum Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: None

Program Manager

Functional Responsibilities:

Serves as the project director for task order contracts. Responsible for management, operation, cost, scheduling, technical performance, and adherence to administrative requirements (e.g., invoicing and progress reporting at the task order and contract level) on all task orders. Applies experience as a senior management consultant, security systems engineer, or other senior level manager. Applies extensive experience and expertise in total quality management principles

and practices including, but not limited to, a demonstrated ability to provide guidance, direction, and supervision in all required areas.

Minimum Years of Experience: 10

Minimum Educational/Degree Requirements: Master's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification can substitute for a Master's Degree. A Doctorate can substitute for 4 years of experience.

Program Manager II

Functional Responsibilities:

Serves as the project director for one large or particularly complex task order contract, or two more less complex contracts. Responsible for management, operation, cost, scheduling, technical performance, and adherence to administrative requirements (e.g., invoicing and progress reporting at the task order and contract level) on all task orders. Applies experience as a senior management consultant, security systems engineer, or other senior level manager. Applies extensive experience and expertise in total quality management principles and practices including, but not limited to, a demonstrated ability to provide guidance, direction, and supervision in all required areas.

Minimum Years of Experience: 14

Educational/Degree Requirements: Master's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification can substitute for a Master's Degree. A Doctorate can substitute for 4 years of experience.

Project Management Specialist

Functional Responsibilities:

Provides day-to-day management of projects. Works with senior firm management to select project team staffing. Drafts project plans, schedules, and budgets, and adjusts them in response to feedback from senior management. Supervises project staff, administers the project budget and schedule, and directly performs some of the more complex tasks as time permits. Reviews interim and final deliverables and arranges for independent quality assurance/quality control as appropriate. Maintains ongoing contact with clients.

Minimum Years of Experience: 10

Minimum Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Project Management Specialist II

Functional Responsibilities:

Provides day-to-day management of a complex projects or of several projects of at least an intermediate level of complexity. Works with senior firm management to select project team staffing. Drafts project plans, schedules, and budgets, and adjusts them in response to feedback from senior management and helps guide more junior project management specialists. Supervises project staff, administers the project budget and schedule, and directly performs some of the more complex tasks as time permits. Reviews interim and final deliverables and arranges for independent quality assurance/quality control as appropriate. Maintains ongoing contact with clients.

Minimum Years of Experience: 14

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Subject Matter Expert I

Functional Responsibilities:

Expert in single or multiple disciplines providing expert knowledge and insight into specific areas of policy, business process reengineering, strategy, information technology, or organizational design. Contributes to thought leadership on engagement teams in developing creative solutions to client business problems. Guides the development and application of this knowledge to the project. Independently performs tasks where subject matter expertise is required.

Minimum Years of Experience: 10

Minimum Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience can substitute for a Bachelor's Degree.

Subject Matter Expert II

Functional Responsibilities:

Expert in single or multiple disciplines providing expert knowledge and insight into complex issues or areas of policy, business process reengineering, strategy, information technology, or organizational design. Coordinates, manages, and develops thought leadership for the engagement team. Develops new and creative solutions to client business problems. Guides the development and application of this knowledge to the project. Independently performs tasks where subject matter expertise is required.

Minimum Years of Experience: 16 Years

Minimum Educational/Degree Requirements: Master's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification (e.g., Certified Public Accountant, Project Management Institute certifications, etc.) can substitute for a Master's Degree.

Subject Matter Expert III

Functional Responsibilities:

Expert in single or multiple disciplines providing expert knowledge and insight into complex issues or areas of policy, business process improvement, strategy, technology, information technology, or engineering. Coordinates, manages, and develops thought leadership for the engagement team. Develops new and creative solutions to client business problems. Guides the development and application of this knowledge to the project. Independently performs tasks where subject matter expertise is required.

Minimum Years of Experience: 20

Minimum Educational/Degree Requirements: Master's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification can substitute for a Master's Degree. A Doctorate can substitute for 4 years of experience.

Subject Matter Expert IV

Functional Responsibilities:

Expert in single or multiple disciplines providing expert knowledge and insight into extremely complex areas of policy, business process reengineering, strategy, information technology, or organizational design. Provides technical, managerial, and administrative direction for problem definition, analysis, requirements development and implementation. Makes recommendations and advises on organization-wide improvements, business optimization, or leadership improvement efforts in integrated systems, management processes, or policies and procedures. Leads thought leadership on engagement teams in developing innovative solutions to client business problems. Guides the development and application of this knowledge to the project. Independently performs tasks where subject matter expertise is required. Possesses a highly technical skill set and/or has significant experience serving senior executives, international clients, and addressing highly complex policy issues, or other similar multifaceted strategic matters.

Minimum Years of Experience: 25 Years

Minimum Educational/Degree Requirements: Master's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification (e.g., Certified Public Accountant, Project Management Institute certifications, etc.) can substitute for a Master's Degree.

Functional Specialist

Functional Responsibilities:

Possesses knowledge in designated field or discipline. Supports assessments of client's engineering, technology, information technology, and other challenges using specialized skills and knowledge. Contributes to the execution of projects or task plans and helps assess the impact of industry trends, policy or implementation of new methodologies and designs. Conducts activities in support of the project team's objectives. Works closely with subject matter experts and Senior Functional Specialists.

Minimum Years of Experience: 6 years

Minimum Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Senior Functional Specialist

Functional Responsibilities:

Possesses advanced knowledge in designated field or discipline. Leads assessments of client's engineering, technology, information technology, and other challenges using specialized skills and knowledge. Contributes to the execution of projects or task plans and helps lead subsections of projects. Leads activities in support of the project team's objectives. Works closely with subject matter experts and Program Managers.

Minimum Years of Experience: 8 years

Minimum Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Senior Functional Specialist II

Functional Responsibilities:

Possesses advanced knowledge in designated field or discipline. Leads assessments of client's engineering, technology, information technology, and other challenges using specialized skills and knowledge. Leads functional specialists in the execution of projects or task plans. Independently leads activities in support of the project team's objectives. Works closely with subject matter experts and Program Managers.

Minimum Years of Experience: 10 years

Minimum Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification can

substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Senior Functional Specialist III

Functional Responsibilities:

Possesses advanced knowledge in designated field or discipline and develops new methods. Leads assessments of client's engineering, technology, information technology, and other challenges for particularly complex projects, using specialized skills and knowledge. Leads functional specialists in the execution of projects or task plans. Independently leads activities in support of the project team's objectives. Works closely with Subject Matter Experts and Program Managers.

Minimum Years of Experience: 14

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Senior Risk Management Specialist

Functional Responsibilities:

Analyzes risk management issues by identifying, measuring, and recommending decisions on operational and engineering risks associated with technology projects, for client organizations. Performs testing and evaluation, validation and verification, simulation and modeling, and concept development tasks. Helps develop technology concepts and plans or business processes, identify the risks associated with those technologies or business processes, and develop technical or managerial solutions.

Minimum Years of Experience: 10

Minimum Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Senior Risk Management Specialist II

Functional Responsibilities:

Analyzes risk management issues by identifying, measuring, and making decisions on operational and engineering risks associated with technology projects, or enterprise risks for client organizations. Tasks often involve applying various techniques to test and evaluate whether a technology performs in accordance with its design objectives; performing independent verification and validation studies; and, where physical testing is impractical, performing simulation and modeling (to test the feasibility of a design concept). Provides senior leadership on projects for understanding a client's technology plans or business processes,

identifying the risks associated with those technologies or business processes, and developing alternative technical concepts as the basis for final engineering design, or managerial solutions.

Minimum Years of Experience: 15

Minimum Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Senior Training Specialist

Functional Responsibilities:

Develops standards, methodologies, policies, processes, and procedures for improving the effectiveness and efficiency of client training programs. Possesses firsthand experience with curriculum development, training planning, operations, and instruction. Supports and advises on training program implementation, either independently or part of a team.

Minimum Years of Experience: 5 Years

Minimum Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification (e.g., instructor certifications, Master Trainer, Certified Professional in Training Management, etc.) can substitute for a Bachelor's Degree.

Senior Training Specialist II

Functional Responsibilities:

Develops new standards and methodologies as needed to address specialized training challenges. Develops policies, processes, and procedures for improving the effectiveness and efficiency of client training programs. Possesses firsthand experience with curriculum development, training planning, operations, and instruction. Supports and advises on training program implementation, either independently or as part of a team. Provides senior leadership to less senior training specialists.

Minimum Years of Experience: 10

Minimum Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Senior Training Specialist III

Functional Responsibilities:

Develops complex new standards and methodologies as needed to address specialized training challenges. Develops policies, processes, and procedures for improving the effectiveness and

efficiency of highly complex client training programs. Possesses firsthand experience with curriculum development, development of innovative new training methods, training planning, operations, and instruction. Manages training program implementation, either independently or as part of a team. Provides senior leadership to less senior training specialists.

Minimum Years of Experience: 14

Educational/Degree Requirements: Master's Degree

Training or Certification Requirements: None

Substitution Factors: A Bachelor's Degree and 4 additional years of experience can substitute for a Master's Degree. A Bachelor's Degree and a specialized field certification can substitute for a Master's Degree.

Consultant

Functional Responsibilities:

Executes engagement work streams under direction of more senior staff members. Responsibilities include quantitative and qualitative analyses, industry research, evaluations, studies, scenarios/simulations, business reporting, business policy development assistance, development of client deliverables, and strategy formulation. Contributes to the analysis of client issues and assists in developing solutions; and interacts with more senior consultants and managers on client and engagement activities.

Minimum Years of Experience: 6

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Consultant II

Functional Responsibilities:

Executes engagement work streams under general direction of more senior staff members. Responsibilities include complex quantitative and qualitative analyses, industry research, evaluations, studies, scenarios/simulations, business reporting, business policy development assistance, development of client deliverables, and strategy formulation. Contributes to the analysis of client issues and assists in developing solutions; provides leadership for less experienced consultants; and interacts with more senior consultants and managers on client and engagement activities.

Minimum Years of Experience: 8

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Senior Consultant

Functional Responsibilities:

Executes engagement work streams. Responsibilities include quantitative and qualitative analyses, industry research, evaluations, studies, scenarios/simulations, business reporting, business policy development assistance, development of client deliverables, and strategy formulation. May work directly with clients, analyzing client issues and developing solutions; reviews work to assure quality; and interacts with more senior consultants and managers on client and engagement activities.

Minimum Years of Experience: 10

Minimum Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience can substitute for a Bachelor's Degree.

Senior Consultant II

Functional Responsibilities:

Provides execution and oversight of engagement work streams. Responsibilities include advanced quantitative and qualitative analyses, in-depth industry research, evaluations, studies, scenarios/simulations, business reporting, business policy development assistance, development and presentation of client deliverables, and strategy formulation. Works directly with clients, identifying and analyzing client issues and developing solutions; reviews work to assure quality; plans engagements and delegates work to junior staff; assists with strengthening existing client relationships; and may interact directly with Partners and leadership on client and engagement management.

Minimum Years of Experience: 15

Minimum Educational/Degree Requirements: Master's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification (e.g., Certified Public Accountant, Project Management Institute certifications, etc.) can substitute for a Master's Degree.

Junior Security Analyst

Functional Responsibilities:

Performs research in support of the development of security training and assists in consulting related to law enforcement, security, emergency preparedness and/or first responders. Analyzes security issues by identifying, formulating, and recommending decisions on security measures for client organizations. Helps develop security concepts, plans, and procedures. Identifies risks associated with those concepts, plans or procedures, and develops technical or managerial solutions. Performs other tasks as directed. Works under the supervision of a security analyst, security supervisor, security manager or program manager.

Minimum Years of Experience: 0

Educational/Degree Requirements: Associate Degree

Training or Certification Requirements: None

Substitution Factors: 2 years of experience can substitute for an Associate Degree.

Security Analyst

Functional Responsibilities:

Develops security training and assists in consulting related to law enforcement, security, emergency preparedness and/or first responders. Analyzes security issues by identifying, formulating, and recommending decisions on security measures for client organizations. Helps develop security concepts, plans, and procedures. Identifies risks associated with those concepts, plans or procedures, and develops technical or managerial solutions. Performs other tasks as directed. Works under the supervision of a security manager or program manager.

Minimum Years of Experience: 5

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 2 years of experience can substitute for a Bachelor's Degree.

Program Analyst

Functional Responsibilities:

With direction from project leaders, perform tasks, such as: collect quantitative and qualitative data from public sources, experts, and other sources; analyze and assess qualitative and quantitative data; document methods, approaches, summaries, evaluations, and results; research relevant topics to support the services being provided; develop custom software to support analyses; help prepare presentations. May assist in organizing sub-task approaches and schedules.

Minimum Years of Experience: 10

Minimum Educational/Degree Requirements: Associate Degree

Training or Certification Requirements: None

Substitution Factors: A Bachelor's Degree can substitute for 6 years of experience.

Program Analyst II

Functional Responsibilities:

With direction from project leaders, performs moderately complex tasks, such as: collect complex quantitative and qualitative data from public sources, experts, and other sources; analyze and assess qualitative and quantitative data using statistical or other techniques; document methods, approaches, summaries, evaluations, and results; perform complex research relevant topics to support the services being provided; develops custom software to

support analyses; helps prepare presentations. May assist in organizing or overseeing sub-task approaches and schedules.

Minimum Years of Experience: 12

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Program Analyst III

Functional Responsibilities:

Performs or leads highly complex tasks, such as: collects highly complex quantitative and qualitative data from public sources, experts, and other sources; analyzes and assess qualitative and quantitative data using advanced statistical or other quantitative analysis techniques; develops or documents methods, approaches, summaries, evaluations, and results; perform complex research relevant topics to support the services being provided; develops custom software to support analyses; helps prepare presentations. May assist in organizing or overseeing major portions of projects.

Minimum Years of Experience: 16

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Intelligence Analyst

Functional Responsibilities:

Manages and provides specialized intelligence and threat analysis and production support. Accesses and performs research on designated intelligence databases for the purpose of identifying information of interest for projects. Provides intelligence and threat analysis of the information that is tailored to the needs of a project. Applies the principles and techniques of inductive and deductive reasoning, and a subject-matter knowledge of either a geographical area or a functional area to the production of finished intelligence reports or other project deliverables.

Minimum Years of Experience: 7

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Operations Analyst

Functional Responsibilities:

Performs research and prepares technical reports for use by engineering, scientific, information technology, operational, or management personnel. Compares alternatives, recommends actions, and prepares specifications. Helps allocate resources, measures performance, designs systems, manages supply chains, and analyzes large databases. Works closely with senior managers to identify and solve a variety of problems; develops custom software to support analyses; determines the most appropriate analytical technique. Based on the results of the analysis, presents recommendations to managers. Works with others in the organization to ensure the plan's successful implementation.

Minimum Years of Experience: 7

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a Project Management Professional certification can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Technical Assistant

Functional Responsibilities:

Performs technical and administrative tasks in support of management and technical personnel. Duties may include but are not limited to program/project administration, accounting, documentation planning, basic research, field observations, data collection, and reference compilation. Prepares calculations and drawings for routine tasks that serve as a baseline for project development. For information technology development projects, develops pseudo-code, and writes production code for less complex programs. Develops documents in word processing and design drawing related software, performs basic data manipulation using analytical software. Assists with development of designs, plans, research, assessments, and studies.

Minimum Years of Experience: 3

Educational/Degree Requirements: High School Diploma or Equivalent

Training or Certification Requirements: None

Substitution Factors: An Associate Degree or higher can substitute for 3 years of experience.

Technician

Functional Responsibilities:

Works under supervision to perform a variety of engineering, information technology, and security analysis tasks that are concerned with design and implementation, including support facilities and/or equipment. Supports the planning and performance of engineering and customer specifications. Supports technical, engineering, and software development activities related to the development and integration of testing for projects assigned to higher-level

engineers or other staff members. Works under the supervision of a technical manager, senior technician, senior engineer, security analyst, information technology specialist, or project manager. May perform other duties as assigned.

Minimum Years of Experience: 5

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: Accredited certification in relevant technical field.

Substitution Factors: 2 additional years of experience can substitute for an Associate Degree. A Bachelor's Degree or higher can substitute for 4 years of experience.

Senior Technician

Functional Responsibilities:

Performs as a supporting member of a team requiring expertise in the application of specific technology or information technology solutions to meet requirements of a project. Applies engineering or information technology systems development principles to define specifications and shape the development of tools and methods for performing operations associated with a concept, program, or project. Supports technical and engineering activities related to the development and integration of testing for projects assigned to higher-level engineers or other staff members. Writes and tests code for software development projects. Works under the supervision of a technical manager, senior engineer, security analyst, information technology specialist, or project manager. May perform other duties as assigned.

Minimum Years of Experience: 12

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: Accredited certification in relevant technical field.

Substitution Factors: 4 additional years of experience can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Technical Manager

Functional Responsibilities:

Directs security assessment projects, information technology projects, and other technical projects in his or her area of expertise. Evaluates program milestones and ensures the appropriate resources are applied to technical and developmental issues. Directs and evaluates cost/schedule/performance of complex technical efforts. Develops and presents briefings to senior customer personnel.

Minimum Years of Experience: 12

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: Accredited certification in relevant technical field.

Substitution Factors: 4 additional years of experience or Project Management Professional certification can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Engineering Specialist III

Functional Responsibilities:

Performs one or more of the following: implement systems engineering in a phased approach of requirements analysis through testing; perform systems requirements analyses; present systems engineering analyses for user approval at formal reviews; assess issues related to technology life-cycle support, including maintenance, acquisition, construction management, administration, and management. Provides solutions to identified engineering problems.

Minimum Years of Experience: 15

Minimum Educational/Degree Requirements: Master's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a specialized field certification can substitute for a Master's Degree. A Doctorate can substitute for 4 years of experience.

Security Supervisor

Functional Responsibilities:

Helps design and deliver security training and consulting related to law enforcement, security, emergency preparedness and/or first responders. Supervises one or more security functions at a location or facility under government oversight. Works under the supervision of a security manager or program manager. Implements security policies, regulations, rules, and norms, and ensures a safe and secure environment for staff and visitors. Oversees team of more junior staff.

Minimum Years of Experience: 4

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of post-secondary education or experience can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Security Manager

Functional Responsibilities:

Designs and delivers security training and consulting related to law enforcement, security, emergency preparedness and/or first responders. Serves as the overall manager for one or more security functions at a location or facility under government oversight. Implements security policies, regulations, rules, and norms and ensures a safe and secure environment for staff and visitors. Oversees team of security supervisors and more junior staff. Responsible for hiring and delegating tasks.

Minimum Years of Experience: 10

Educational/Degree Requirements: Bachelor's Degree

Training or Certification Requirements: None

Substitution Factors: 4 additional years of experience or a Project Management Professional

certification can substitute for a Bachelor's Degree. A Master's Degree can substitute for 4 years of experience.

Administrative Specialist

Functional Responsibilities:

Provides administrative support to technical and management-level personnel. This includes, but is not limited to, documentation planning and support, project administration, program management support, meeting planning and administration, office relocation planning, mail services, records, data input and other office administration functions. Applies intermediate level of expertise in developing and editing presentations (e.g., PowerPoint). May perform other duties as assigned.

Minimum Years of Experience: 4

Educational/Degree Requirements: High School Diploma or equivalent.

Training or Certification Requirements: None

Substitution Factors: An Associate Degree or higher can substitute for 2 years of experience. A Bachelor's Degree can substitute for 4 years of experience.

Customer Information

1a. Awarded Special Item Numbers (SINs) under the GSA Multiple Award Schedule contract:

SINs	Recovery	SIN Title
541330ENG	541330ENGRC	Engineering Services
541330EMI	541330EMIRC	Engineering Services Related to Military, Aerospace Equipment, Military Weapons, National Energy Policy Act of 1992, Marine Engineering or Naval Architecture
541380	541380RC	Testing Laboratory Services
54151S	54151SRC <i>Note: 54151SSTLOC for Cooperative Purchasing</i>	Information Technology Professional Services
541611	541611RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
541620	541620RC	Environmental Consulting Services
541715	541715RC	Engineering Research and Development and Strategic Planning
611430ST	611430STRC	Security Training
OLM	OLMRC <i>Note: OLMSTLOC for Cooperative Purchasing</i>	Order-Level Materials

1b. Prices: See “Prices” section, above.

1c. Labor Category Descriptions: See “Position Descriptions” section, above.

2. Maximum Order: SINs 541330ENG, 541330EMI, 541611, 541620, 541715, and 611430ST: \$1 million; SIN 54151S: \$500,000; SINs 541380 and OLM: \$250,000.

Note: The amount shown for each SIN is not a limit on the size of any task order. The contractor may honor orders exceeding the maximum in accordance with Clause 52.216-19.

3. Minimum Order: \$100

4. Geographic Coverage: Domestic.

5. Points of Production: Same as company address.

6. Discount from List Prices or Statement of Net Price: Government net prices (discounts already deducted).

7. Quantity/Volume Discounts:

For any individual GSA task order in excess of \$8 million in labor per year, Quantity Discounts are as follows: Principal: 13.3%, Managing Partner: 20.2%, Program Analyst: None, Subject Matter Expert I: 5%, Subject Matter Expert II: 5%, Subject Matter Expert IV: 5%, Senior Consultant I: 5%, Senior Consultant II: 5%, Senior Training Specialist: 5%.

In the event that a GSA Task Order initially is too small to qualify for these Discounts and is subsequently amended to a value of more than the \$8 million threshold, Cogent will apply the applicable Discount on invoices as soon as administratively practicable thereafter, and in all cases starting no later than the first full month after the amendment has taken effect. Cogent will not apply any Quantity/Volume Discount retroactively, and will not provide retroactive refunds.

8. Prompt Payment Terms: 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: As specified in Task Orders.

10b. Expedited Delivery: Contact Cogent.

10c. Overnight and 2-day Delivery: Contact Cogent.

10d. Urgent Requirements: Contact Cogent.

11. F.O.B. point(s): Destination.

12a. Ordering Address:

Cogent Security Consulting LLC
111 Franklin St
Alexandria, VA 22314

E-mail: mark@cogent-security.com

Tel.: (855) 226-4368

Fax: (855) 226-4368

Web: www.cogentsecurity.com

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: Same as company address.

14. Warranty Provision: Contractor's standard commercial warranty.

15. Export Packing Charges (if applicable): N/A

16. Terms and Conditions of Rental, Maintenance, and Repair (if applicable): N/A

17. Terms and Conditions of Installation (if applicable): N/A

18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A

18b. Terms and Conditions for Any Other Services (if applicable): N/A

19. List of Service and Distribution Points (if applicable): N/A

20. List of Participating Dealers (if applicable): N/A

21. Preventive Maintenance (if applicable): N/A

- 22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants).:** N/A
- 22b. Section 508 Compliance Information:** Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services. Full details can be found in Cogent's Section 508 policy document, which we maintain on an internal company server. We will make a copy available on request. The EIT standards can be found at: www.Section508.gov/.
- 23. Unique Entity Identifier:** EL5BHAXDBCK1
- 24. Notification Regarding Registration in System for Award Management:** Registered.

Contact Us

How can we be of service? Please give us a call or drop us a line:

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111 Franklin St.

Alexandria, VA 22314

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