

**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 GSA *Advantage!* is: GSAAdvantage.gov.



**SCHEDULE 69: TRAINING AIDS & DEVICES, INSTRUCTION-
LED TRAINING; COURSE DEVELOPMENT
AND TEST ADMINISTRATION**

Federal Supply Class: 69

SIN: 27-500

Contract Number: GS-02F-0049V

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

Contract Period: December 9, 2008 – December 8, 2013

Contractor: Northwind Security Consultants, Inc.
726 Georges Mill Road
Springfield, NH 03284

Point of Contact: Karen Seamans, CFO
E-MAIL: kseamans@northwind-security.com
TEL: 603-763-0102
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WEB: www.northwind-security.com

Business Size: Small

Founded in 1990, Northwind Security Consultants, Inc. provides highly specialized advanced technical skills training to the US military as well as law enforcement and government organizations. Northwind instructors are true subject matter experts who reliably provide high quality instruction focusing on topics that directly or indirectly support technical surveillance operations in non-permissive environments.

INFORMATION FOR ORDERING ACTIVITIES

- 1a. **Awarded SIN:** 27-500 Course Development and Test Administration
- 1b. **Lowest Priced Item** SIN 27-500 Assistant Instructor - \$287.15
2. **Maximum Order Limitation:** SIN 27-500 - \$1,000,000
3. **Minimum Order:** \$100
4. **Scope of Delivery:** 48 contiguous states, Alaska, Puerto Rico, Washington DC and US territories
5. **Point of Production:** Springfield, NH (Sullivan County)
6. **Discounts:** Prices shown are net
7. **Volume Discounts:** Additional 2% on orders over \$25,000, another 2% for orders over \$75,000, and an additional 1% for orders over \$150,000.
8. **Prompt Payment:** Net 30 Days
- 9a. **Credit Cards are accepted at or below the micro-purchase threshold:** Yes
- 9b. **Credit Cards are accepted at or above the micro-purchase threshold:** No
10. **Foreign Items:** None
11. **Delivery Time:**
 - a. Normal – As agreed upon with Ordering Activity
 - b. Expedited – Contact Contractor for Availability
 - c. Overnight and 2-day delivery - Contact Contractor for Availability
 - d. Urgent Requirements – Contact Contractor for Availability
12. **FOB:** Destination
13. **Ordering Address:** P.O. Box 184
New London, NH 03257-0184
Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules)
14. **Payment Address:** P.O. Box 184
New London, NH 03257-0184
15. **Warranty:** Standard Commercial Warranty
16. **Export packing charges, if applicable:** Not Applicable
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Not Applicable

18. **Terms and conditions of rental, maintenance, and repair (if applicable):** Not Applicable
19. **Terms and conditions of installation (if applicable):** Not Applicable
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** Not Applicable
- 20a. **Terms and conditions for any other services (if applicable):** Not Applicable
21. **List of service and distribution points (if applicable):** Not Applicable
22. **List of participating dealers (if applicable):** Not Applicable
23. **Preventive maintenance (if applicable):** Not Applicable
- 24a. **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** Not Applicable
25. **DUNS:** 147591700
26. **CCR Registration:** Yes (Cage: 3C5Q3)

LABOR RATES

Labor Category	Government Price
Assistant Instructor	\$287.15
Primary Instructor	\$382.87
Project Manager	\$478.59

LABOR CATEGORY DESCRIPTIONS

JOB TITLE: ASSISTANT INSTRUCTOR

Minimum/General Experience: Extensive operational experience (10 years minimum), within the US and/or overseas, applying the same technical surveillance related skills operationally that are being taught in the training course. Must have a proven record of consistently excellent performance as an instructor. Must hold and maintain a current Top Secret security clearance.

Functional Responsibility: Together with the Primary Instructor, responsible for the overall conduct of the training course, teaching skills and techniques unique to his proven area of expertise.

Minimum Education: College – 2 year degree or high school graduate with extensive operational experience applicable to the training topic.

JOB TITLE: PRIMARY INSTRUCTOR

Minimum/General Experience: Extensive operational experience (15 years minimum), within the US and/or overseas, applying the same technical surveillance related skills operationally that are being taught in the training course. Must have a proven record of consistently excellent performance as an instructor. Must have a proven record of repeated and consistently excellent performance as a Northwind Assistant Instructor covering the same training topic. Must hold and maintain a current Top Secret security clearance.

Functional Responsibility: Primarily responsible for the overall conduct of the training course, teaching skills and techniques unique to his proven area of expertise.

Minimum Education: College – 2 year degree or high school graduate with extensive operational experience applicable to the training topic.

JOB TITLE: PROJECT MANAGER

Minimum/General Experience: Extensive operational experience (20 years minimum), within the US and/or overseas, applying the same technical surveillance related skills operationally that are being taught in the training course. Extensive operational experience planning and conducting successful technical surveillance operations in difficult overseas environments. Must have a proven record of consistently excellent performance as an instructor. Must have a proven record of repeated and consistently excellent performance as both a Northwind Primary and Assistant Instructor. Must hold and maintain a current Top Secret security clearance.

Functional Responsibility: Responsible for all aspects of the project, from inception to completion. Works closely with the customer to design the optimum training program based around the needs of the end user. Coordinates and schedules instructors, facilities, tools, equipment and all other support requirements necessary for the successful conduct of the training. Prepares training proposal and cost options for the customer's review. Oversees training to reinforce quality control and forwards invoicing information to the accounting department.

Minimum Education: College – 4 year degree