



BACK COUNTRY DRIVING SCHOOL INC.  
7501 Dawnwood Rd.  
Roanoke, VA 24018

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General Services Administration  
Federal Supply Service  
Authorized Federal Supply Schedule



## Schedule 69 - Training Aids, Devices & Instructor Led Training

SIN 27-400 Instructor Led Training & Web Based Training  
SIN 27-500 Custom Course Development  
FSC Group: 6930

**Contract Number:** GS-02F-0058T

**Contract Period:** February 15, 2007 – February 14, 2012

**Business Size:** Small Business

*Products and ordering information in this Authorized FSS Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal Supply Service's Home Page via the Internet at <http://www.GSAAdvantage.gov>*



*For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>*

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| SIN 27-400 Instructor Led Training & Web Based Training |           |
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Back Country Driving School, Inc. (BCDS) is a privately held Virginia Corporation based in Roanoke, VA. Now in its third year of operation, the company specializes in hands-on, real world driver training for individuals and teams who operate 4 wheel drive vehicles in remote/harsh terrain.

BCDS teaches critical vehicle navigation, driving, and recovery techniques that will help to insure the safety and success of your agency's mission - regardless of the terrain in which you operate.

BCDS was formed to meet the driver training requirements of modern military, law enforcement, and civilian contractors whose assignments take them to some of the most rugged and inhospitable parts of the globe. Our staff of professional, certified instructors has over 20 years of combined experience in off-road driving, vehicle recovery, vehicle modification and field repair.



## Why off-road training?

- SUV's and 4WD Pickups are common choices for special teams, security forces, and overseas employees
- Off-Road vehicle operation requires a unique skill set, yet most drivers have no experience or qualified instruction.
- Professional training helps preserve vehicles, insures mission success, and saves lives!

## BCDS Training Assets

- State of the art classroom facilities
- 3000+ Acre training facility near Washington DC
- Professional training staff with over 30 yrs off-road experience
- Fully equipped training vehicles

## BCDS Organizational Divisions

### Government Division

#### **Mission Completion – Personnel Safety – Equipment Preservation**

Military Special Teams in overseas operations... Urban Tactical Teams in the aftermath of a terrorist attack... First responders to hurricanes, blizzards, and floods... The safety of these individuals depends on having the skills to operate a 4WD vehicle in harsh conditions and terrain where backup may be hours or days away.

Whether your team needs to negotiate isolated terrain in third world countries or interstate highways after a natural disaster, our trainers can teach you to get your vehicle there and back. BCDS has hosted government and military students ranging from elite special operations teams to DHS first responders.

### **Law Enforcement Division**

#### **Virginia Law Enforcement Officers can now earn CE credits for BCDS classes!**

The Virginia Department of Criminal Justice (DCJS) has reviewed and approved the BCDS two day off-road course curriculum. Any Virginia Law Enforcement Officer can now take our course as part of their annual continuing education requirement.

- Homeland Security First Responders
- Search and Rescue
- SWAT
- Urban Disaster Response

As a service to Regional Academies and local jurisdictions, BCDS offers a one day 4x4 driving seminar. This on-location class includes classroom lecture, off-road driving handbook, and hands-on demonstrations of basic 4x4 equipment and techniques.

# C U S T O M E R   I N F O R M A T I O N

**1a. Special Item Numbers:**

SIN 27-400 Instructor Led Training & Web Based Training  
SIN 27-500 Custom Course Development

**1b. Lowest priced model and lowest unit prices:** Course Development at \$125 per hour, see page 15

**1c. Labor Category Descriptions:** See Page 15

**2. Maximum Order:** \$ 1 million. Orders exceeding the maximum order threshold may be placed in accordance with clause I-FSS-125, "Requirements Exceeding the Maximum Order (SEP 1999)."

**3. Minimum Order:** \$100

**4. Geographic Coverage:** Domestic only.

**5. Points of Production:** Roanoke, VA

**6. Statement on Net Price:** Prices shown in pricelist are net (discounts already deducted).

**7. Quantity Discounts:** For SIN 27-400 Volume discount of 5% for greater than 50 students per course per year. A quantity dollar volume discount is offered as follows:

- o 3% off purchase if dollar volume range is \$50,000 to \$99,999
- o 5% off purchase if dollar volume range is greater than \$100,000

**8. Prompt Payment Terms:** Net 30 days

**9a. Acceptance of Government purchase cards below micro-purchase threshold:** Back Country Driving School accepts Government Purchase Cards below the micro-purchase threshold.

**9b. Acceptance of Government purchase cards above micro-purchase threshold:** Back Country Driving School accepts Government Purchase Cards above the micro-purchase threshold.

**10. Foreign Items:** None

**11a. Time of Delivery:** 15 days ARO

**11b. Expedited Delivery:** To be negotiated per each delivery order between contracting agency and contractor.

**11c. Overnight and Two-day Delivery:** N/A

**11d. Urgent Requirements:** Contact BCDS for urgent requirements.

12. **F.O.B Points:** Destination
13. **Ordering Address:**
- Back Country Driving School Inc.  
7501 Dawnwood Rd.  
Roanoke, VA 24018  
Attn: William Leaman, VP Sales & Marketing  
Phone: (866) 638.9606  
Fax: (703) 997.8620  
[wleaman@4x4bcds.com](mailto:wleaman@4x4bcds.com)
14. **Payment Address:**
- Back Country Driving School Inc.  
7501 Dawnwood Rd.  
Roanoke, VA 24018  
Attn: William Leaman, VP Sales & Marketing  
Phone: (866) 638.9606  
Fax: (703) 997.8620  
[wleaman@4x4bcds.com](mailto:wleaman@4x4bcds.com)
15. **Warranty Provision:** None
16. **Export Packing Charges:** None
17. **Terms and conditions of Government commercial credit card acceptance:**  
None
18. **Terms and conditions of Government rental, maintenance, and repair:** None
19. **Terms and conditions of installation:** None
20. **Terms and conditions of repair parts indicating date of parts price lists and any discount from list prices:** None
21. **List of service and distribution points:** None
22. **List of participating dealers:** None
23. **Preventive Maintenance:** None
- 24a. **Environmental Attributes:** None
- 24b. **Section 508 Compliance:** None
25. **Data Universal Number (DUNS):** 55-756-1839
26. **Notification regarding registration in CCR database:** BCDS is registered in the Central Contractor Registration (CCR) database.

# TRAINING SERVICES/COURSE OFFERINGS

## SIN 27-400 Instructor Led Training & Web Based Training

Pricing offered to GSA by Back Country Driving School, Inc. (BCDS) is provided below. A description of the course offerings as well as the course syllabus is provided below.

Course: **Basic Off-Road Driver Training**  
Course Length: 2 days  
Maximum # of Students: 34

Course Items Included:

- Fully outfitted BCDS training vehicle
- One instructor per vehicle
- Textbook & reference materials
- Classroom instruction
- Field instruction
- Lunch provided



### **Basic Off-Road Driver Training**

Course Description:

I. Overview:

I.1. Course Topic: Off-Road Driver Training

I.2. Terminal Learning Objective: This training will prepare drivers to safely and successfully operate HICOG (high center of gravity) 4x4 vehicles (SUV's and light trucks) in remote and harsh off-road terrain. Training includes multiple methods of recovery for stuck or stranded vehicles.

I.3. Course Content: 20% classroom, 80% field. See section 3.0 for detailed syllabus.

I.4. Course Emphasis:

I.4.1. Personnel Safety

I.4.2. Mission Completion

I.4.3. Equipment Preservation

I.5. Location: The two day basic off-road training course offered by BCDS is typically conducted at the company's facilities near Winchester, VA or Lewisburg, WV. However, BCDS is willing and able to export this class to customer locations. See section 2.0 for details.

I.6. Training Materials: BCDS provides the following materials and equipment for instruction at company facility:

I.6.1. Fully equipped training vehicles (SUV's)

- I.6.2. Classroom Facilities
- I.6.3. Textbook
- I.6.4. Reference Materials
- I.6.5. Certified Trainers

I.7. Student Ratio: Recommended three students and one instructor per vehicle to maximize hands-on time and optimize driver/spotter training. BCDS can accommodate other ratios at customer's request. (i.e. simulated special teams transport exercises)

2. On-Site Training: This section discusses the logistics of exporting a course to a customer location. Course can be conducted using BCDS training vehicles or customer supplied vehicles.

2.1. Course provisions: In order to provide on site training, BCDS will:

- 2.1.1. Specify design criteria and dimensions for engineered obstacles
- 2.1.2. Supervise construction of obstacles and training area
- 2.1.3. Specify training vehicle requirements (if other than Mil-Spec HUMVEE)
- 2.1.4. Supply training vehicles (if other than Mil-Spec HUMVEE)
- 2.1.5. Outfit training vehicles with necessary safety and recovery equipment
- 2.1.6. Provide training curriculum and classroom materials
- 2.1.7. Provide certified instructors for all classes

2.2. Requirements: In order to provide on-site training, BCDS will require:

- 2.2.1. Access to training areas during classes and for periodic, scheduled upkeep
- 2.2.2. Sufficient classroom space
- 2.2.3. Access to training vehicles for maintenance, or an agreed maintenance arrangement with customer motor pool.
- 2.2.4. Clear channels of communication with designated Officer and access to customer safety and medical emergency systems

3. Two Day Course Syllabus

I. Welcome and In-Brief

- a) BCDS's Mission
- b) Why, Where, How
- c) Safety
- d) Student experience levels

II. Vehicle overview

- a) Drive train
  - differentials
  - transfer case types
  - transmissions
- b) Suspension
  - solid axle v. independent
  - leaf /coil
- c) Frame v. unit body

III. Preparation:

- a) Vehicle maintenance
  - Fuel            oil/fluids/spares

Tires MT /AT / P v LT  
Tire pressure for on and off road

- b) Basic Equipment
  - first aid kit      flash light      extra coolant/oil/fluids
  - spare tire (inflated) /jack      basic tools      shovel

### **FIELD TRAINING DAY ONE**

#### I. Practical Hands On

- a) “360 walk-around” vehicle inspection
  - undercarriage clearance (low points)
  - critical undercarriage areas
  - size, dimensions
  - overhead clearance (high points)

#### II. Basic Driving Techniques (engineered obstacle course)

- a) easy does it /get out and look
- b) approach/departure angles
- c) high center limits
- d) mud traverses
- e) boulder/log obstacles
- f) suspension limits
- g) side hill (roll over limits)
- h) Spotting and communication with driver

#### II. Trail driving (applying basic skills on unfamiliar terrain)

- a) “reading” the trail
- b) steep hill ascent/descent
- c) failed ascent recovery
- d) mud/water/sand obstacles
- e) Side hill traverse

#### III. Critique / debrief

#### I Vehicle Recovery

- a) basic recovery tools
  - gloves recovery strap chain w/ link hooks
  - tree protector “D” rings      snatch block
- b) specialized gear
  - hi lift jack
  - winch
  - lockers
- c) techniques
  - safety first, spectators, spotters, drivers
  - hi lift / rock stack
  - traction
  - dig out
  - jack out
  - tow out
  - winch out

- I) Practical Hands On (BCDS Obstacle course)
  - a) Basic Recovery
    - i) “Stuck” analysis
    - ii) selecting recovery methods
  - b) Single vehicle recovery
    - i) Jacking safely
    - ii) Improving traction
    - iii) Removing obstacles
  - c) Two vehicle recovery methods
    - i) Snatch strap
    - ii) Towing
  - d) Winching
    - i) Single vehicle
    - ii) Two vehicle
    - iii) Off-angle pulls
    - iv) Moving obstacles
- 2) Trail Driving
  - a) Recovery applications
  - b) “reading” an obstacle
  - c) improvise actual vehicle recovery
- 3) Critique / out-brief

Course: **Advanced Off-Road Driver Training**  
Course Length: 3 days  
Maximum # of Students: 34  
Prerequisite: Basic Off-Road Driver Training

Course Items Included:

- Fully outfitted BCDS training vehicle
- One instructor per vehicle
- Textbook & reference materials
- Classroom instruction
- Field instruction
- Lunch provided



### **Advanced Off-Road Driver Training**

Course Description:

This custom designed, advanced off-road driver training is conducted at the company's facilities in Winchester and Gore, VA. Training has been specifically tailored to the requirements of military and law enforcement personnel who operate in remote areas without readily available back-up.

Training topics include:

- 1 Comprehensive selection criteria, analysis, and preparation of civilian 4x4 vehicles for deployment by Mil and LE teams in remote terrain in foreign theatres of operation.
- 2 Field expedient repair techniques and materials, repair or abandon decision matrices.
- 3 Expedition vehicle preparation, tools and spares planning, recommended upgrades and modifications.
- 4 Advanced off-road vehicle recovery techniques including complex winching, multi-vehicle recovery, and rollover recovery methods.

This advanced course is designed for students who already have experience in off-road driving and 4x4 operation. Students who have taken an introductory off-road course will have the pre-requisite knowledge and skills to take full advantage of the course. Class size is necessarily limited in order to assure sufficient hands-on and behind-the-wheel time for each student.

## I Overview

- I.1. Course Topic: Advanced Off-Road Driving and Recovery
- I.2. Terminal Learning Objective: This training will prepare students to select, operate, repair, and recover HICOG 4x4 vehicles. Students will learn basic vehicle system functions, common field failures, field expedient repair techniques, and necessary tools and spares planning. Students will gain skills in driving in extreme conditions, single and multi vehicle recovery, and roll-over prevention & recovery.
- I.3. Course Content: 3 Days, 20% classroom, 80% field training
- I.4. Course Emphasis:
  - I.4.1. Understanding vehicle dynamics in off-road conditions
  - I.4.2. Understanding vehicle system functions and field expedient repairs
- I.5. Location: The BCDS three day advanced off-road training course is typically conducted at the company's facilities near Winchester, VA or Greenbrier WV. However, the class may be exported to customer locations.
- I.6. Training Materials: BCDS provides the following materials and equipment for instruction at company facility:
  - I.6.1. Fully equipped training vehicles (SUV's)
  - I.6.2. Dedicated roll-over training vehicle
  - I.6.3. Classroom Facilities
  - I.6.4. Textbook
  - I.6.5. Reference Materials
  - I.6.6. Certified Trainers
- I.7. Student Ratio: Recommended three students and one instructor per vehicle to maximize hands-on time and optimize driver/spotter training. BCDS can accommodate other ratios at customer's request. (i.e. simulated special teams transport exercises)

## CLASS SYLLABUS

- I. Welcome and Introductions
  - e) BCDS's Mission
  - f) Safety
- II. Vehicle Selection and Assessment
  - b) Engine/Electrical
  - c) Transmission
  - d) Steering
  - e) Suspension/Structure
  - f) Brakes
  - g) Tires
  - h) Recovery points & protection
- III. Expedition Planning:

- i) Weight and volume calcs
  - j) Expedition equipment
  - k) Packing tools and spares
  - l) Gear stowage
  - m) Range calcs
- IV Recommended Tools and Spares
- a) Safety
  - b) Recovery
  - c) Tire Repair
  - d) Basic hand tools
  - e) Spare parts (vehicle specific)
  - f) Materials

## **FIELD TRAINING DAY I**

- I. Practical Hands On
- a) vehicle inspection
  - b) apply selection criteria (from lecture)
  - c) test critical vehicle systems
- II. Basic Driving Techniques Review(BCDS obstacle course)
- a) vehicle familiarization
  - b) approach/departure angles
  - c) obstacles
  - d) suspension limits
  - e) side hill (roll over limits)
  - f) Spotting and communication with driver
- III. Trail driving (applying basic skills)
- a) Driver/spotter exercises – field obstacles
  - b) Off-road towing exercises
  - c) Advanced difficulty trails
- III. Critique / debrief

- 4) Field Expedient Repair
- a) Vehicle systems overview
    - i) system function
    - ii) typical offroad failures
  - b) fuel system
  - c) air intake/exhaust
  - d) running gear
  - e) steering
  - f) brakes
  - g) tires
  - h) suspension
  - i) electrical
  - j) ignition

- k) hot-wiring
  - l) cannibalizing a vehicle
  - m) disabling a vehicle
- 1) Hands –on field expedient
    - a) Disassemble, inspect, assemble braking system
    - b) Tire demount, repair, remount with hand tools
    - c) Water ingestion repair
    - d) Field expedient skid for missing wheel
    - e) Field welding with automotive batteries
    - f) Carburetor disassembly/repair
  - 2) Driving/Recovery exercises
    - a) Advanced trail driving
    - b) Advanced recovery
      - i) Self recovery
      - ii) Vehicle to vehicle recovery
  - 3) Critique / debrief

- 1) Vehicle Rollover response and recovery
  - a) Safety and preparedness
  - b) Causes of rollover
  - c) Avoiding rollover
  - d) Imminent rollover response
  - e) Immediate post-rollover response
  - f) Vehicle Recovery
    - i) Assisted (vehicle to vehicle)
    - ii) Unassisted (self recovery)
    - iii) Manual recovery (limited equipment)
  - g) Vehicle assessment
  - h) Field repair – return to service

Recovery simulation – students are presented with one or more intentionally disabled and stuck vehicles. Utilizing tools and techniques taught in this course, team must assess vehicle damage, develop a repair and recovery plan, execute the plan, and deliver the vehicle to base camp. During this exercise, instructors act as safety stewards only.

## SIN 27-500 Custom Course Development

Course: **CUSTOM TRAINING**  
Course Length: Subject to Customer Requirements  
Maximum # of Students: 34

Course Items Included if applicable:

- Fully outfitted BCDS training vehicle
- One instructor per vehicle
- Textbook & reference materials
- Classroom instruction
- Field instruction
- Lunch provided



BCDS provides custom training to the basic and advanced courses to further meet customer specialized needs.

### **Consulting Services**

What is the best 4x4 for your mission? Does it need to be modified and upgraded to meet your performance requirements? How difficult will it be to obtain repairs, and should you carry spare parts? Which ones?

Uninformed decisions about vehicle selection and upgrade can cost time, money, and lives. BCDS Consulting has the experience to help your team identify the optimum vehicle for your mission and region of operation.

BCDS Consulting service areas include:

- Vehicle selection criteria
- Vehicle upgrade specifications
- Field maintenance and spares planning
- Safety and recovery gear recommendations

# P R I C E S

BCDS utilizes a per student/per course pricing structure.

| Course   | Price<br>(per student)                 |
|--|--|
| <b>SIN 27-400 Instructor Led Training &amp; Web Based Training</b>   |  |
| <b>BASIC COURSE – Off Road Driving Class</b><br>2 days<br>Includes: Fully outfitted BCDS training vehicle, one instructor per vehicle, textbook & reference materials, classroom instruction, field instruction & lunch  | \$1,410.00                             |
| <b>BASIC COURSE – Off Road Driving Class</b><br>2 days<br>Student Supplied Vehicle<br>Includes: One instructor per vehicle, textbook & reference materials, classroom instruction, field instruction & lunch   | \$846.00                               |
| <b>ADVANCED COURSE – Off Road Driving Class</b><br>3 days<br>Prerequisite – BCDS Basic Course<br>Includes: Fully outfitted BCDS training vehicle, one instructor per vehicle, textbook & reference materials, classroom instruction, field instruction & lunch | \$2,115.00                             |
|  | <b>Price<br/>(per day per student)</b> |
| <b>SIN 27-500 Custom Course Development</b>  |  |
| <b>CUSTOM TRAINING</b>   | \$705.00                               |
|  | <b>Price<br/>(per hour)</b>            |
| <b>CONSULTING SERVICES</b>   | \$125.00                               |

- For SIN 27-400, a volume discount of 5% is offered off the GSA price for customers who send more than 50 students through a specific course during a 1-year period.
- A quantity dollar volume discount is offered as follows:
  - 3% off purchase if dollar volume range is \$50,000 to \$99,999
  - 5% off purchase if dollar volume range is greater than \$100,000

## **Consultant I**

### Functional Responsibility

Responsible for consulting with individuals and organizations in making decisions regarding selecting the best 4x4 for a mission. Also in determining whether it needs to be modified and upgraded to meet performance requirements and determining how difficult will it be to obtain repairs and spare parts.

Assists clients in making informed decisions about vehicle selection and upgrade to avoid costing time, money, and lives. Our Consultants have the experience to help your team identify the optimum vehicle for your mission and region of operation.

BCDS Consulting service areas include:

- Vehicle selection criteria
- Vehicle upgrade specifications
- Field maintenance and spares planning
- Safety and recovery gear recommendations

### Position Qualifications

Consultant I ~ Bachelors Degree and a minimum of 3 years experience or 10 years experience.