

## *Hawk Enterprises, LLC*

### Company Overview

Established in March of 2000, Hawk Enterprises, LLC (also known as “Hawk”), is a Service Disabled Veteran Owned Small Business with unique capabilities and expertise in helicopter operations, maintenance, technical and logistical support, and training pertinent to the UH-60 and CH-47 helicopters. With just under 50 employees, Hawk’s efforts have been extended over a seven-year period with a staff of knowledgeable personnel who cumulatively hold hundreds of years of hands-on maintenance experience in the rotary-wing aviation arena. Hawk was recently ranked #207 in the *Entrepreneur Magazine’s “Hot 500 for 2007”*...one of only three from the government contracting field in this year’s ratings (<http://www.entrepreneur.com/hot500/industry/GOVT.html>). The Department of Defense also recently approved a Mentor-Protégé program with Bell Helicopter as the company’s mentor, and Hawk was a Small Business of the Year nominee for the Huntsville/Madison County Chamber of Commerce. The technical expertise and professionalism of Hawk Enterprises serve to enhance the capabilities of the Soldier in the field.

### Company Information

**Address:** Hawk Enterprises, LLC  
5025 Bradford Drive, Suite 150  
Huntsville, AL 35805

**Phone:** 256.430.3730

**Fax:** 256.430.3769

**Website:** [www.hawkworld.com](http://www.hawkworld.com)

#### **Business**

**Type:** Service Disabled Veteran Owned Small Business Concern

**DUNS#:** 158264833

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**Contract Number:** GS-02F-0074U

**Contract Period:** April 7, 2008 through April 6, 2013

**1a. Special Item Numbers:** 27-300 (Prepared Audio & Visual Instructional Material; 27-400 (Instructor-Led Training & Web-Based Training); 27-500 (Course Development)



## Hawk Enterprises Price List (Discounts Shown)

1b.

<b>HOURLY LABOR RATES</b>			
	<b>Commercial</b>	<b>GSA</b>	<b>Discount Offered</b>
Analyst I	\$42.37	\$35.31	16.67%
Analyst II	\$53.75	\$44.79	16.67%
Analyst III	\$63.56	\$52.97	16.67%
Analyst IV	\$81.65	\$68.04	16.67%
Analyst V	\$121.44	\$101.20	16.67%
Engineer I	\$65.28	\$54.40	16.67%
Engineer II	\$78.67	\$65.56	16.67%
Engineer III	\$95.96	\$79.97	16.67%
Engineer IV	\$113.00	\$94.17	16.67%
Engineer V	\$139.00	\$115.83	16.67%
Engineer VI	\$159.56	\$132.97	16.67%
General Clerk I	\$34.48	\$28.73	16.67%
General Clerk II	\$47.18	\$39.32	16.67%
General Clerk III	\$55.92	\$46.60	16.67%
Graphics Specialist / Technical Illustrator I	\$39.95	\$33.29	16.67%
Graphics Specialist / Technical Illustrator II	\$55.52	\$46.27	16.67%
Graphics Specialist / Technical Illustrator III	\$74.74	\$62.28	16.67%
Program Manager	\$105.13	\$87.61	16.67%
Project Manager I	\$61.00	\$50.83	16.67%
Project Manager II	\$72.35	\$60.29	16.67%
Project Manager III	\$91.68	\$76.40	16.67%
Technical Writer I	\$54.44	\$45.37	16.67%
Technical Writer II	\$61.00	\$50.83	16.67%
Technical Writer III	\$66.08	\$55.07	16.67%
Technical Writer IV	\$98.60	\$82.17	16.67%

## Hawk Enterprises Price List (Discounts Shown)

1b.

<b>CONUS TRAINING</b>			
	<b>Commercial</b>	<b>GSA</b>	<b>Discount Offered</b>
CH-47 Technical Inspectors Course	\$24,000	\$21,000	12.50%
HH-60L Avionics Course	\$12,000	\$10,500	12.50%
HH-60L FAM Course	\$12,000	\$10,500	12.50%
T-700 Engine Course	\$12,000	\$10,500	12.50%
UH-60 Aircraft Vibration Analysis & Isolation Course	\$12,000	\$10,500	12.50%
UH-60 Automatic Flight Control System (AFCS) and Stabilization Systems Course	\$24,000	\$21,000	12.50%
UH-60 Avionics Systems Course	\$12,000	\$10,500	12.50%
UH-60 Blade De-Ice Systems Course	\$12,000	\$10,500	12.50%
UH-60 Electrical Systems Course	\$24,000	\$21,000	12.50%
UH-60 Familiarization Course	\$12,000	\$10,500	12.50%
UH-60 Flight Control Rigging Course	\$12,500	\$11,000	12.00%
UH-60 Hydraulics Course	\$12,000	\$10,500	12.50%
UH-60 PMI Course	\$12,000	\$10,500	12.50%
UH-60 Staff Planner's Course	\$10,000	\$8,000	20.00%
UH-60 Technical Inspector Course	\$24,000	\$21,000	12.50%
UH-60 Staff Planner's Course Huntsville, AL only	\$5,000	\$4,000	20.00%
<b>OCONUS TRAINING</b>			
	<b>Commercial</b>	<b>GSA</b>	<b>Discount Offered</b>
CH-47 Technical Inspectors Course	\$34,400	\$29,400	14.53%
HH-60L Avionics Course	\$17,200	\$14,700	14.53%
HH-60L FAM Course	\$17,200	\$14,700	14.53%
T-700 Engine Course	\$17,200	\$14,700	14.53%
UH-60 Aircraft Vibration Analysis & Isolation Course	\$17,200	\$14,700	14.53%
UH-60 Automatic Flight Control System (AFCS) and Stabilization Systems Course	\$34,400	\$29,400	14.53%
UH-60 Avionics Systems Course	\$17,200	\$14,700	14.53%
UH-60 Blade De-Ice Systems Course	\$17,200	\$14,700	14.53%
UH-60 Electrical Systems Course	\$34,400	\$29,400	14.53%
UH-60 Familiarization Course	\$17,200	\$14,700	14.53%
UH-60 Flight Control Rigging Course	\$17,900	\$15,400	13.97%
UH-60 Hydraulics Course	\$17,200	\$14,700	14.53%
UH-60 PMI Course	\$17,200	\$14,700	14.53%
UH-60 Staff Planner's Course	\$13,700	\$11,200	18.25%
UH-60 Technical Inspector Course	\$34,400	\$29,400	14.53%

## Hawk Enterprises Price List (Discounts Shown)

1b.

<b>TRAINING SUPPORT PRODUCTS</b>			
	<b>Commercial</b>	<b>GSA</b>	<b>Discount Offered</b>
CH-47 Technical Inspectors Course Manual	\$574	\$478	16.67%
HH-60L Avionics Course Manual	\$523	\$436	16.67%
HH-60L FAM Course Manual	\$421	\$351	16.67%
T-700 Engine Course Manual	\$450	\$375	16.67%
UH-60 Aircraft Vibration Analysis Course Manual	\$458	\$382	16.67%
UH-60 Automatic Flight Control System (AFCS) Course Manual	\$474	\$395	16.67%
UH-60 Avionics Systems Course	\$478	\$398	16.67%
UH-60 Blade De-Ice Systems Course Manual	\$385	\$321	16.67%
UH-60 Electrical Systems Course Manual	\$518	\$432	16.67%
UH-60 Familiarization Course Manual	\$547	\$456	16.67%
UH-60 Flight Control Rigging Course Manual	\$419	\$349	16.67%
UH-60 Hydraulics Course Manual	\$421	\$351	16.67%
UH-60 PMI Course Manual	\$439	\$366	16.67%
UH-60 Staff Planner's Course Manual	\$520	\$433	16.67%
UH-60 Technical Inspector Course Manual	\$570	\$475	16.67%

## Hawk Enterprises, LLC - Labor Category Descriptions

1c.

Labor Category	Category Description
Analyst I	Limited experience in the analysis, planning, design, development, implementation and support of various ADP, telecommunication and hardware systems. Knowledgeable of logistics support and acquisition and contract management processes. Bachelor's degree, Associate's degree with two years relevant experience, or high school degree with five years relevant experience in computer science, information systems, business administration, finance, accounting, engineering, or related field.
Analyst II	Management experience in the analysis, planning, design, development, implementation and support of various ADP, telecommunication and hardware systems. Knowledgeable in program, financial and resources management, logistics support and acquisition and contract management processes. Knowledgeable of planning, monitoring and tracking government contract activities, including prime and subcontractor activities and deliverables. Bachelor's degree, Associate's degree with five years relevant experience, or high school degree with 10 years relevant experience in computer science, information systems, business administration, finance, accounting, engineering, or related field.
Analyst III	Management experience in the analysis, planning, design, development, implementation and support of various ADP, telecommunication and hardware systems. Some experience in program, financial and resources management, logistics support and acquisition/development of systems and equipment. Knowledgeable of automated government acquisition and contract management processes. Some experience in planning, monitoring and tracking government contract activities, including prime and subcontractor activities and deliverables. Advanced degree, a Bachelor's degree with at least six years relevant experience, Associate's degree with eight years relevant experience or high school degree with 15 years relevant experience in computer science, information systems, business administration, finance, accounting, engineering, or related field.
Analyst IV	Management experience in the analysis, planning, design, development, implementation and support of various ADP, telecommunication and hardware systems. Experienced in program, financial and resources management, logistics support and acquisition and contract management processes. Demonstrated experience in planning, monitoring and tracking government contract activities, including prime and subcontractor activities and deliverables. Advanced degree, a Bachelor's degree with at least seven years relevant experience, Associate's degree with 10 years relevant experience, or high school degree with 20 years relevant experience in computer science, information systems, business administration, finance, accounting, engineering, or related field.
Analyst V	Management experience in the analysis, planning, design, development, implementation and support of various ADP, telecommunication and hardware systems. Highly experienced in program, financial and resources management, logistics support and acquisition and contract management processes. Highly experienced in automated government acquisition and contract management processes. Significant experience in planning, monitoring and tracking government contract activities, including prime and subcontractor activities and deliverables. Advanced degree, a Bachelor's degree with at least 10 years relevant experience, Associate's degree with 15 years relevant experience, or high school degree with 25 years relevant experience in computer science, information systems, business administration, finance, accounting, engineering, or related field.
Engineer I	Experience in the analysis, planning, design, development, installation and support of integrated systems. Some experience in program, financial and resources management, engineering support and acquisition/development of systems and equipment. Knowledge of automated government acquisition and contract management processes. Some experience in planning, monitoring and tracking government contract activities, including prime and subcontractor activities and deliverables. Bachelor's degree, an Associate's degree with three years relevant experience, or a high school degree with five years relevant experience in engineering or a related field.

## Hawk Enterprises, LLC - Labor Category Descriptions

1c.

Labor Category	Category Description
Engineer II	Experience in the analysis, planning, design, development, installation and support of integrated systems. Some experience in program, financial and resources management, engineering support and acquisition/development of systems and equipment. Knowledge of automated government acquisition and contract management processes. Some experience in planning, monitoring and tracking government contract activities, including prime and subcontractor activities and deliverables. Advanced degree, a Bachelor's degree with at least two years relevant experience, an Associate's degree with five years relevant experience, or a high school degree with eight years relevant experience in engineering or a related field.
Engineer III	Three years of management experience in the analysis, planning, design, development, installation and support of integrated systems. Experience in program, financial and resources management, engineering support and acquisition/development of systems and equipment. Knowledge of automated government acquisition and contract management processes. Experience in planning, monitoring and tracking government contract activities, including prime and subcontractor activities and deliverables. Advanced degree with at least two years relevant experience, a Bachelor's degree with at least five years relevant experience, or an Associate's degree with eight years relevant experience, or a high school degree with ten years relevant experience in engineering or a related field.
Engineer IV	Five or more years of management experience in the analysis, planning, design, development, installation and support of integrated systems. Highly experienced in program, financial and resources management, engineering support and acquisition/development of systems and equipment. Experienced in automated government acquisition and contract management processes. Demonstrated experience in planning, monitoring and tracking government contract activities, including prime and subcontractor activities and deliverables. Advanced degree with at least five years relevant experience, a Bachelor's degree with at least eight years relevant experience, an Associate's degree with ten years relevant experience, or a high school degree with 15 years relevant experience in engineering or a related field.
Engineer V	Eight or more years of management experience in the analysis, planning, design, development, installation and support of integrated systems. Experienced in program, financial and resources management, engineering support and acquisition/development of systems and equipment. Experienced in automated government acquisition and contract management processes. Demonstrated experience in planning, monitoring and tracking government contract activities, including prime and subcontractor activities and deliverables. Advanced degree with at least ten years relevant experience, a Bachelor's degree with at least 15 years relevant experience, an Associate's degree with 20 years relevant experience, or a high school degree with 25 years relevant experience in engineering or a related field.
Engineer VI	Ten or more years of management experience in the analysis, planning, design, development, installation and support of integrated systems. Experienced in program, financial and resources management, engineering support and acquisition/development of systems and equipment. Experienced in automated government acquisition and contract management processes. Demonstrated experience in planning, monitoring and tracking government contract activities, including prime and subcontractor activities and deliverables. Advanced degree with at least fifteen years relevant experience, a Bachelor's degree with at least 20 years relevant experience, an Associate's degree with 25 years relevant experience, or a high school degree with 30 years relevant experience in engineering or a related field.
General Clerk I	Some experience in providing a variety of administrative duties such as: maintaining a wide variety of financial or other records; verifying statistical reports for accuracy and completeness; and handling and adjusting complaints. High school degree required.

## Hawk Enterprises, LLC - Labor Category Descriptions

1c.

Labor Category	Category Description
General Clerk II	Four years experience in providing a variety of administrative duties such as: maintaining a wide variety of financial or other records; verifying statistical reports for accuracy and completeness; and handling and adjusting complaints. Associate's degree with two years experience or high school degree with four years relevant experience.
General Clerk III	Eight years experience in providing a variety of administrative duties such as: maintaining a wide variety of financial or other records; verifying statistical reports for accuracy and completeness; and handling and adjusting complaints. Bachelor's degree in a related field, an Associate's degree with four years experience, or high school degree with eight years relevant experience.
Graphics Specialist / Technical Illustrator I	Prepares graphic illustrations for various publications. Completes assignments from concept phase through production for specific graphic projects. Coordinates the printing and typesetting of materials and prepares the graphic design illustrations for review and approval. Requires an Associate's degree or a certificate in graphic design with at least one year of experience in artwork preparation, photography, and printing processes.
Graphics Specialist / Technical Illustrator II	Prepares graphic illustrations for various publications. Completes assignments from concept phase through production for specific graphic projects. Coordinates the printing and typesetting of materials and prepares the graphic design illustrations for review and approval. Requires an Associate's degree or a certificate in graphic design with at least five years of experience or a Bachelor's degree with at least one year of experience in artwork preparation, photography, and printing processes.
Graphics Specialist / Technical Illustrator III	Prepares graphic illustrations for various publications. Completes assignments from concept phase through production for specific graphic projects. Coordinates the printing and typesetting of materials and prepares the graphic design illustrations for review and approval. Requires an Associate's degree or a certificate in graphic design with at least 10 years of experience, a Bachelor's degree with at least five years of experience, or a Master's degree with at least one year of experience in artwork preparation, photography, and printing processes.
Program Manager	Experience related to systems engineering or systems integration, and three years experience managing or supervising complex technical projects. PhD. in Engineering, Engineering Technology, Management, Business Administration, or similar discipline; related Advanced degree plus ten years experience; or related Bachelor's degree plus fifteen years experience; Associate's degree plus 20 years experience; or a high school degree plus 25 years experience.
Project Manager I	Experience related to systems engineering or systems integration, and two years experience managing or supervising technical projects. Bachelor's degree in Engineering, Engineering Technology, Management, Business Administration, or similar discipline; a related Associate's degree plus five years experience; or a high school degree plus eight years experience.
Project Manager II	Experience related to systems engineering or systems integration, and five years experience managing or supervising technical projects. Bachelor's degree in Engineering, Engineering Technology, Management, Business Administration, or similar discipline plus five years experience; or a related Associate's degree plus eight years experience; or a high school degree plus 12 years experience.
Project Manager III	Experience related to systems engineering or systems integration, and eight years experience managing or supervising technical projects. Bachelor's degree in Engineering, Engineering Technology, Management, Business Administration, or similar discipline plus eight years experience; or a related Associate's degree plus twelve years experience; or a high school degree plus 20 years experience.

**Hawk Enterprises, LLC - Labor Category Descriptions**

1c.

<b>Labor Category</b>	<b>Category Description</b>
Technical Writer I	Three years experience related to the design, development, editing, reviewing, and production of technical documentation related to complex engineering systems and equipment, including hardware and software configurations, and one year experience supervising technical documentation-related project teams or personnel. Knowledge of: 1) Government and industry documentation specifications and 2) standards and applicable software used in documentation development including word processing, graphics, and animation. Associate's degree or completion of structured, discipline-focused Government training programs (i.e. formal training programs sponsored by the Department of Defense, Department of Transportation, Department of State, or an individual military branch such as the U.S. Navy C School), commercial trade schools, or industry-sponsored apprenticeship or technical certification programs; or high school degree plus three years relevant experience.
Technical Writer II	Six years experience related to the design, development, editing, reviewing, and production of technical documentation related to complex engineering systems and equipment, including hardware and software configurations, and three year experience supervising technical documentation-related project teams or personnel. Knowledge of: 1) Government and industry documentation specifications and 2) standards and applicable software used in documentation development including word processing, graphics, and animation. Associate's degree or completion of structured, discipline-focused Government training programs (i.e. formal training programs sponsored by the Department of Defense, Department of Transportation, Department of State, or an individual military branch such as the U.S. Navy C School), commercial trade schools, or industry-sponsored apprenticeship or technical certification programs; or high school degree plus six years relevant experience.
Technical Writer III	Ten years experience related to the design, development, editing, reviewing, and production of technical documentation related to complex engineering systems and equipment, including hardware and software configurations, and six years experience supervising technical documentation-related project teams or personnel. Knowledge of: 1) Government and industry documentation specifications and 2) standards and applicable software used in documentation development including word processing, graphics, and animation. Bachelor's degree plus four years experience, Associate's degree plus eight year's experience, or high school degree plus ten years experience.
Technical Writer IV	Fifteen years experience related to the design, development, editing, reviewing, and production of technical documentation related to complex engineering systems and equipment, including hardware and software configurations, and eight years experience supervising technical documentation-related project teams or personnel. Knowledge of: 1) Government and industry documentation specifications and 2) standards and applicable software used in documentation development including word processing, graphics, and animation. Advanced degree, Bachelor's degree plus six years experience, Associate's degree plus ten year's experience, or high school degree plus fifteen years experience.

2. **Maximum Order:** \$1,000,000.00
3. **Minimum Order:** \$100.00
4. **Geographic Coverage (Delivery Area):** Domestic and Overseas
5. **Point(s) of Production:** Same as Company Address
6. **Discount From List Prices or Statement of Net Price:** Hawk is offering a GSA basic discount of 16.67% on all professional labor categories and 12.50% – 20% on all training courses and training support products.
7. **Quantity Discounts:** Hawk will extend a 2% volume discount to GSA if the order party purchases \$100,000 or more for training within a one-calendar-year period.
8. **Prompt Payment Terms:** Hawk offered GSA a pre-pay discount of 1.5% if payment for products and/or services is received upon order.
- 9a. **Notification that Government Purchase Cards are Accepted At or Below the Micro-Purchase Threshold:** Yes.
- 9b. **Notification Whether Government Purchase Cards are Accepted or Not Accepted Above the Micro-Purchase Threshold:** Contact Contractor.
10. **Foreign Items:** None.
- 11a. **Time of Delivery:** Specified on the Task Order.
- 11b. **Expedited Delivery:** Contact Contractor.
- 11c. **Overnight and 2-day Delivery:** Contact Contractor.
- 11d. **Urgent Requirements:** Contact Contractor.
12. **FOB Point(s):** Destination.
- 13a. **Ordering Address:** Same as company address.
- 13b. **Ordering Procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).
14. **Payment Address:** Same as company address.
15. **Warranty Provision:** Contractor's standard commercial warranty.
16. **Export Packing Charges:** N/A
17. **Terms and Conditions of Government Purchase Card Acceptance (Any Thresholds Above the Micro-Purchase Level):** Contact Contractor.
18. **Terms and Conditions of Rental, Maintenance, and Repair:** N/A
19. **Terms and Conditions of Installation:** N/A
20. **Terms and Conditions of Repair Parts Indicating Date of Parts Price Lists and Any Discounts from Price Lists:** N/A
21. **List of Service and Distribution Points:** N/A
22. **List of Participating Dealers:** N/A
23. **Preventative Maintenance:** N/A
- 24a. **Special Attributes Such as Environmental Attributes:** N/A
- 24b. **Section 508 Compliance Information:** N/A
25. **Data Universal Numbering System (DUNS) Number:** 15-8264833
26. **CCR Database:** Registered

**Contractor will accept LH and FFP.**

