



A Service-Disabled Veteran-Owned Small Business

fibre Technologies LLC
<http://www.fibretechnologies.com>

**FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

Contract Number: GS-02F-0236R

Contract Period: September 29, 2005 through September 28, 2010

FSC Group: 811B

FSC Class': 8105, 8110, 8115, 8125, 8135, and 8145

Special Item Number : 617-2 (Packaging)

Special Item Number : 617-13, RFID/UID (Radio Frequency ID / Unique ID)

Contractor:

**Fibre Technologies LLC
121 Grande Boulevard
Sinking Spring, Pennsylvania 19608
610-670-7823 / 610-678-9848 fax**

Business Classes:

**Veteran-Owned
Service-Disabled Veteran-Owned
Small
DUNS: 052156937**

Contact: **Robert Pederzani, Managing Director & founder**

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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 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>.



Introduction to SIN 617 13

UNIQUE IDENTIFICATION (UID)/RADIO FREQUENCY IDENTIFICATION (RFID)

For a variety of applications including supply chain management, logistics, and anti-counterfeiting, to improve inventory management and reduce operating costs. Unique Identification (UID) is a system of distinguishing one object from another. UID of items requires that qualifying items have a data matrix inscribed either directly on the item or on a permanent machine-readable label affixed to the item. UID is a mandatory Department of Defense (DoD) requirement for all acquisitions beginning January 1, 2004. It is also mandatory that all legacy items and all Government Furnished Property (GFP) be marked by January 1, 2006. Radio Frequency Identification (RFID) is a method of remotely storing and retrieving data using devices called RFID tags/transponders. An RFID tag is a small object integrated with a silicon chip, such as an adhesive sticker, that can be attached to or incorporated into a product. RFID tags contain [antennas](#) to enable them to receive and respond to [radio](#)-frequency queries from an RFID [transceiver](#). RFID allows for individual items to have a unique identifier and can identify many items at once. RFID enables consumer packaged goods companies, retailers and other industries to improve their operating efficiency throughout their supply chains.

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Multiple Award Schedule 811B, Shipping, Packaging and Packing Supplies, Terms & Conditions

- Contract Number: GS-02F-0236R
- Awarded to: Fibre Technologies LLC
- SIN's Awarded: 617 2 and 617 13
- Minimum Order \$100.00
- Maximum Order \$150,000.00
- Geographic Coverage: 48 Contiguous States & District of Columbia
- FOB Origin and Destination For Zones
- Prompt Payment: None
- Terms of Sales: Net 30
- Quantity Discount: SIN 617 2 / 18% T/L
- GSA Discount: SIN 617 13 / 5%
- Delivery Time: 617 2 – Normal 14 days / Expedited 7 days ARO
- Delivery Time: 617 13 – Normal 21 / Expedited 14 days ARO

Return Policy:

Product not in conformance with contract specifications and verified by approved methods (field visit, photographs, affidavits, etc) will be replaced by the Vendor. Products requiring modification will be shipped and returned at Customer's expense. As a recycler, outdated or otherwise unusable inventory can be shipped back upon completion of a disposition agreement between authorized Vendor and Customer representatives.

I-GUIDES™ CO₂ Mobile UID Marking System, turnkey installation

Part No.	SIN	I-GUIDES™ CO ₂ Laser Marking Mobile System	Unit of Sale	List Price	MFC Price	GSA Disc.	GSA Price	COO
UICS 008	617-13	Mobile System includes all software and equipment necessary for creating, validating, verifying, and registering IUID's: - CO ₂ laser printer w/ air-flow system - Imager/Reader - Two, (2) hand-held reader computing device with 802.11 capabilities	Each	\$76,028.97	\$76,028.97	5%	\$72,227.52	U.S. or TAC's

I-Guides Training, Classroom and On-site

Part No.	I-GUIDES™ <u>Classroom</u> Training	MSRP	GSA Disc.	GSA Price	Warranty	COO
UIDT001	- Offered at several CONUS locations - Contact us for dates and locations. - Open to I-GUIDES™ licensees only - Priced per student /day.	\$530.26	5%	\$503.75	N.A.	USA or TAC(s)
Part #	I-GUIDES™ <u>On-site</u> Training	MSRP	GSA Disc.	GSA Price	Warranty	COO
UIDT002	Conducted at licensees facility - Priced dollars / day.	\$1,162.34	5%	\$1,104.22	N.A.	USA or TAC(s)

Readers, Printers, Installation & Maintenance Plans

Part No.	I-GUIDES™ Kit Options	Unit of Sale	List Price	MFC Price	GSA Price	GSA Disc.	COO
UICS001	<i>UID V2 System Kit</i> - 600 dpi roll label printer - Two (2), Imager/Readers - 2D Validation/Verification module - Five-user (5), license - One-year maintenance - Two days (2), installation and training	Each	\$48,477	\$48,477	\$46,053	5%	USA or TAC(s)
UICS005	<i>UID V1 System Kit Plus RFID</i> - 300 dpi RFID-capable roll-label printer - Two (2), Imager/ readers - Five-user (5), license - One-year maintenance - Three (3), days installation and training.	Each	\$48,013	\$48,013	\$45,613	5%	USA or TAC(s)
UICS002	<i>UID V1 System Kit</i> - 300 dpi roll label printer - Two (2), Imager/Readers - Five-user (5)license - One-year maintenance - Two-days installation and training	Each	\$39,616	\$39,616	\$37,635	5%	USA or TAC(s)
UICS004	<i>UID V2 System Kit PLUS RFID</i> - 300 dpi RFID-capable roll-label printer - Two (2), Imager/readers - 2D validation/verification module - Five-user license - One-year maintenance - Three (3), days installation and training	Each	\$56,068	\$56,068	\$53,265	5%	USA or TAC(s)
UICS003	<i>UID Supplemental Transaction Kit</i> - Two (2), Imager/Readers - Supplemental Five-user (5), license - One-year maintenance	Each	\$11,173	\$11,173	\$10,615	5%	USA or TAC(s)

Part No.	I-GUIDES™ Kit Options	Unit of Sale	List Price	MFC Price	GSA Price	GSA Disc.	COO
UICS006	<i>UID V2 Multi Device System Kit 1Plus RFID</i> - Two (2), 300-dpi RFID-capable roll-label printers - One (1), CO2 laser printer w/ air flow system - One (1), Imager/Reader - One (1), hand-held reader computing device with 802.11 capabilities - One, 2D validation/verification module- Twenty (20), user license w/ RFID - One-year (1), maintenance - Six (6), days installation and training (Maximum of two sites, one trip)	Each	\$126,464	\$126,464	\$120,141	5%	USA or TAC(s)
UICS007	<i>UID V2 Multi-Device System Kit 2PLUS RFID</i> - Three (3), 300-dpi RFID capable roll label printers - One (1), CO2 laser printer w/ air flow system - Two (2), Imager/Reader - One (1), hand-held reader computing device with 802.11 capabilities - One (1), 2D validation/verification module - Twenty, user license - One-year maintenance - Six (6), days installation and training (Maximum of two sites, 2 trips)	Each	\$137,244	\$137,244	\$130,381	5%	USA or TAC(s)

I-Guides™ Compliancy Software UID & RFID License Bundle Choices

Part No.	Note: All Bundles Include One (1) year of Maintenance	MSRP	GSA Disc.	GSA Price	Warranty	COO
UBSB005	Five (5), Named-user licenses	\$24,558	5%	\$23,330	30 days	USA or TAC(s)
UBSBR05	Five (5), Named-user licenses, <i>w/RFID</i>	\$28,240	5%	\$26,828	30 days	USA or TAC(s)
UBSB010	Ten (10), Named-user licenses	\$30,225	5%	\$28,714	30 days	USA or TAC(s)
UBSBR10	Ten (10), Named-user licenses, <i>w/RFID</i>	\$34,759	5%	\$33,021	30 days	USA or TAC(s)
UBSB015	Fifteen (15), Named-user licenses	\$37,781	5%	\$35,892	30 days	USA or TAC(s)
UBSBR15	Fifteen (15), Named-user licenses, <i>w/RFID</i>	\$43,448	5%	\$41,276	30 days	USA or TAC(s)
UBSB020	Twenty (20), Named-user licenses	\$45,338	5%	\$43,071	30 days	USA or TAC(s)
UBSBR20	Twenty (20), Named-user licenses, <i>w/RFID</i>	\$51,949	5%	\$49,351	30 days	USA or TAC(s)
UBSB025	Twenty-five (25), Named-user Bundle	\$52,894	5%	\$50,249	30 days	USA or TAC(s)
UBSBR25	Twenty-five (25), Named-user licenses, <i>w/RFID</i>	\$60,828	5%	\$57,786	30 days	USA or TAC(s)
UBSB030	Thirty (30), Named-user licenses	\$60,450	5%	\$57,428	30 days	USA or TAC(s)
UBSBR30	Thirty (30), Named-user licenses, <i>w/RFID</i>	\$69,518	5%	\$66,042	30 days	USA or TAC(s)
UBSB035	Thirty-five (35), Named-user licenses	\$68,006	5%	\$64,606	30 days	USA or TAC(s)
UBSBR35	Thirty-five (35), Named-user licenses, <i>w/RFID</i>	\$78,207	5%	\$74,297	30 days	USA or TAC(s)
UBSB040	Forty (40), Named-user licenses	\$75,563	5%	\$71,784	30 days	USA or TAC(s)
UBSBR40	Forty (40), Named-user licenses, <i>w/RFID</i>	\$86,897	5%	\$82,552	30 days	USA or TAC(s)
UBSB045	Forty-five (45), Named-user licenses	\$83,119	5%	\$78,963	30 days	USA or TAC(s)
UBSBR45	Forty-five (45), Named-user licenses, <i>w/RFID</i>	\$95,587	5%	\$90,807	30 days	USA or TAC(s)

Part No.	Note: All Bundles Include One (1) year of Maintenance	MSRP	GSA Disc.	GSA Price	Warranty	COO
UBSB050	Fifty (50), Named-user licenses	\$90,675	5%	\$86,141	30 days	USA or TAC(s)
UBSBR50	Fifty (50), Named-user licenses, <i>w/RFID</i>	\$104,276	5%	\$99,062	30 days	USA or TAC(s)
UBSLUU	Single-user (1), <u>server license</u> , unlimited user license within a single EID	\$123,419	5%	\$117,248	30 days	USA or TAC(s)
UBSLUUR1	Single-user (1), license, unlimited user license <i>w/RFID</i> within a single EID	\$141,932	5%	\$134,835	30 days	USA or TAC(s)

I-GUIDES™ Compliancy License & Maintenance Choices

Part No.	License and Maintenance Options	MSRP	GSA Disc.	GSA Price	Warranty	COO
UBSM005	1-year Annual Maintenance, single server Compliancy™ license and (5) Named User licenses	\$4,912	5%	\$4,666	NA	USA or TAC(s)
UBSMR05	1-year Annual Maintenance, w/RFID single server Compliancy™ license and (5) Named User licenses	\$5,647	5%	\$5,365	NA	USA or TAC(s)
UBSM010	1-year Annual Maintenance, single server Compliancy™ license and (10) Named User licenses	\$6,045	5%	\$5,743	NA	USA or TAC(s)
UBSMR10	1-year Annual Maintenance, w/RFID single server Compliancy™ license and (10) Named User licenses	\$6,952	5%	\$6,604	NA	USA or TAC(s)
UBSM015	1-year Annual Maintenance, single server Compliancy™ license and (15) Named User licenses	\$7,556	5%	\$7,178	NA	USA or TAC(s)
UBSMR15	1-year Annual Maintenance, w/RFID single server Compliancy™ license and (15) Named User licenses	\$8,690	5%	\$8,255	NA	USA or TAC(s)
UBSM020	1-year Annual Maintenance, single server Compliancy™ license and (20) Named User licenses	\$9,068	5%	\$8,614	NA	USA or TAC(s)
UBSMR20	1-year Annual Maintenance, w/RFID single server Compliancy™ license and (20) Named User licenses	\$10,428	5%	\$9,906	NA	USA or TAC(s)
UBSM025	1-year Annual Maintenance, single server Compliancy™ license and (25) Named User licenses	\$10,684	5%	\$10,150	NA	USA or TAC(s)
UBSMR25	1-year Annual Maintenance, w/RFID single server Compliancy™ license and (25) Named User licenses	\$12,166	5%	\$11,557	NA	USA or TAC(s)
UBSM030	1-year Annual Maintenance, single server Compliancy™ license and (30) Named User licenses	\$12,090	5%	\$11,486	NA	USA or TAC(s)
UBSMR30	1-year Annual Maintenance, w/RFID single server Compliancy™ license and (30) Named User licenses	\$13,904	5%	\$13,208	NA	USA or TAC(s)
UBSM035	1-year Annual Maintenance, single server Compliancy™ license and (35) Named User licenses	\$13,601	5%	\$12,921	NA	USA or TAC(s)
UBSMR35	1-year Annual Maintenance, w/RFID single server Compliancy™ license and (35) Named User	\$15,641	5%	\$14,859	NA	USA or

Part No.	License and Maintenance Options	MSRP	GSA Disc.	GSA Price	Warranty	COO
	licenses					TAC(s)
UBSM040	1-year Annual Maintenance, single server Compliancy™ license and (40) Named User licenses	\$15,113	5%	\$14,357	NA	USA or TAC(s)
UBSMR40	1-year Annual Maintenance, w/RFID single server Compliancy™ license and (40) Named User licenses	\$17,379	5%	\$16,510	NA	USA or TAC(s)
UBSM045	1-year Annual Maintenance, single server Compliancy™ license and (45) Named User licenses	\$16,624	5%	\$15,793	NA	USA or TAC(s)
UBSMR45	1-year Annual Maintenance, w/RFID single server Compliancy™ license and (45) Named User licenses	\$19,117	5%	\$18,161	NA	USA or TAC(s)
UBSM050	1-year Annual Maintenance, single server Compliancy™ license and (50) Named User licenses	\$18,135	5%	\$17,228	NA	USA or TAC(s)
UBSMR50	1-year Annual Maintenance, w/RFID single server Compliancy™ license and (50) Named User licenses	\$20,855	5%	\$19,812	NA	USA or TAC(s)
UBSMUU	1-year Annual Maintenance, the Unlimited User Single Instance Server License (covers unlimited users within a single EID utilizing a single instance server license)	\$13,105	5%	\$12,450	NA	USA or TAC(s)
UBSMUUR1	1-year Annual Maintenance, w/RFID the Unlimited User Single Instance Server License (covers unlimited users within a single EID utilizing a single instance server license)	\$28,386	5%	\$26,967	NA	USA or TAC(s)

SIN	Part No.	UID Laser Marking Cart Maintenance (One-year, for following systems)	Unit of Sale	MSRP	GSA Disc.	GSA Price	COO
617-13	UICSM001	- Built-in 60-watt, CO2 laser or Portable 20-watt, Pulsed Ytterbium Fibre Diode Pump Marking Laser - RVSI/Siemens Validation and Verification system - Miscellaneous hardware for UID Mobile Carts	Each	\$9,744	5%	\$9,257	USA or TAC(s)

Skills/Position Description

Position Title

Functional Responsibility:

Field Installation Specialist

Performs the standard level of tasks associated with the installation, operation, maintenance and modification of I-GUIDES™ software and related UID/RFID equipment. Knows trouble shooting practices and procedures. Has a thorough working knowledge of hardware, systems and software as well as related diagnostic techniques for I-GUIDES™ installations. Maintains system operation and generates customer goodwill. Works independently without direct review by supervisor.

Minimum requirement:

Associate degree from an accredited college in related discipline and seven years of experience

Implementation Trainer

Performs on-site I-GUIDES™ implementation training. Capable of utilizing both a classroom and hands-on training approach as appropriate for the engagement. Knowledgeable of UID/RFID implementation requirements, expert knowledge of I-GUIDES™ application supporting user-customization capability and utilization.

Minimum requirement:

Bachelor's degree from an accredited college in related discipline and five years of experience

Technical Integrator

Provides in-depth I-Guides™ systems integration expertise for installations requiring additional support relating to customer specific network, database, hardware configurations or other system requirements. Provides technical appraisal and recommendation of methods to improve implementation performance. Provides direction to, reviews, trains, and advises one or more junior personnel as assigned.

Minimum requirement:

Bachelor's degree from an accredited college in related discipline and seven years of experience

UID/RFID Consultant

Provides expertise relating to UID/RFID compliance and the operational implementation of UID/RFID software and hardware in production and support environments. Advises on the end-to-end compliance process from creation through each successive step (marking, verifying, data management, and registration). Able to recommend appropriate process and implementation strategies to maximize performance and contain costs.

Minimum requirement:

Bachelor's degree from an accredited college in related discipline and nine years of experience

I-GUIDES™ Installation, Implementation and Integration Service Hourly Rates

Skills / Position Description	Commercial Rate Per Hour	MFC Rate Per Hour	GSA Disc.	GSA Rate Per Hour
Field Installation Specialist	\$129.92	\$103.94	5%	\$98.74
Implementation Trainer	\$181.62	\$145.29	5%	\$138.03
Technical Integrator	\$249.22	\$199.38	5%	\$189.41
UID/RFID Consultant	\$291.64	\$233.32	5%	\$221.65

Commercial Sales Practice Chart

Sales Channel	Standard Discounts & Pricing Policies	Non-Standard Discounts	Rebates	Prompt Payment Discounts	Warranty	FOB
Distributors	Do Not Sell	Do Not Sell	Do Not Sell	Do Not Sell	Do Not Sell	Do Not Sell
Dealers/Resellers	NA	NA	NA	NA	Standard	Origin
VAR/System Integrators	None	None	None	None	Standard	Origin
Original Equipment Manufacturers (OEM's)	Do Not Sell	Do Not Sell	Do Not Sell	Do Not Sell	Do Not Sell	Do Not Sell
State & Local Governments	Do Not Sell	Do Not Sell	Do Not Sell	Do Not Sell	Do Not Sell	Do Not Sell
Educational & Nonprofit's	Do Not Sell	Do Not Sell	Do Not Sell	Do Not Sell	Do Not Sell	Do Not Sell
National / Corporate Accounts	NA	NA	NA	NA	Standard	Origin
Commercial Accounts	NA	NA	NA	NA	Standard	Origin
Foreign Government Sales	NA	NA	NA	NA	Standard	Origin
GSA Discount	5%	NA	NA	NA	Standard	Dest.