



TSO ARMOR AND TRAINING, INC.

"Committed to your success...Trusted to deliver"



Contract Number: GS-07F-004CA

Contract Period: October 1, 2014 – September 30, 2019

Modification Number: PO-0004

Effective Date: October 17, 2017

General Services Administration Federal Supply Service
Authorized Federal Supply Schedule Price List

GSA Schedule 084

**Total Solutions for Law Enforcement, Security, Facilities Management, Fire, Rescue,
Clothing, Marine Craft and Emergency Response**

SINs:

246-52: Professional Security/Facility Management Services

260-14: Harbor/Waterfront Security Products and Services and
Professional Marine Security Services

426-6: Law Enforcement and Security Training

TSO Armor and Training, Inc.
1403 Greenbrier Parkway, Suite 430

Chesapeake, VA 23320

Phone: 757-961-3457

Fax: 757-961-3776

Email: contracts@tsoarmor.com

Business Size: Service Disabled Veteran Owned Small Business



Schedule
Contract GS-07F-004CA

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: <http://www.GSAAdvantage.gov>.



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Introduction TSO Armor and Training, Inc. (TSO)

Who we are

A company founded by, and comprised largely of, former Military and Law Enforcement Professionals. TSO provides law enforcement, antiterrorism, force protection, security, maritime, and Explosive Ordnance Disposal (EOD) training to US military, homeland defense and law enforcement agencies to best prepare organizations for their missions.

We have established ourselves as leaders in our field through multiple long term training and advising service contracts. Everything TSO does is developed specifically for the individual client. We will review the mission and develop a solution specific to the operational and tactical skill requirements.

Competencies

TSO's distinct training competencies include:

- **Antiterrorism Training**
- **Explosive Ordnance Disposal Training**
- **Homeland Security**
- **Law Enforcement**
- **Maritime Skills Training**
- **Coast Guard Captain's Licensing**
- **Training**
- **Education**
- **Leader Development**
- **Consulting Services**

Training

TSO provides law enforcement, antiterrorism, EOD, maritime, and related training, ranging from the basic fundamentals to advanced operations.

We offer sustained skills training for perishable skills, such as shooting and defensive maneuvering, which must be repeated regularly for a team's highest proficiency.

Additionally, TSO provides readiness assessments, during which we evaluate your performance, observe the competition, then develop a strategy for improvement.

Education

We offer training and readiness assessment to a wide range of defense and security workforces, including but not limited to the military, homeland security and law enforcement. We also provide Coast Guard Captain's licensing training to individuals and agency employees.

Leader Development



TSO's leader development courses include: Antiterrorism Officer, Boarding Officer and Naval Security Force Officer, Security Reaction Force Basic and Advance, Small Arms Marksmanship Instructor and Training Supervisor courses.

Consulting

Maritime Security Operations: Development of real solutions that work for all security needs in and around the maritime environment.

Risk Mitigation & Security Audits and Assessments: Safety and security audits and/or assessments that comply with the latest laws and industry standards that incorporate best practices.

Doctrine Development: Experienced doctrine development to support operational needs and alignment of doctrine with all the supporting documents: standard operating procedures, tasks and functions statements, learning/training objectives and curriculum development.

The TSO Difference

TSO is a highly capable, full-service provider of quality training and consulting:

- ✓ We are viewed by our customers as a high quality training company who provides best-value solutions.
- ✓ We have a proven track record of on-time and within-budget delivery.
- ✓ We are recognized by our customers for our focus on quality and outcomes
- ✓ We employ exceptionally talented technical and management personnel and have created a culture based on collaboration and teamwork.
- ✓ Committed to your success...trusted to deliver.



Information for Ordering Activities

General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Catalog/Price List

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<http://www.GSAAdvantage.gov>.

Schedule Title: Federal Supply Schedule 084 – Total Solutions for Law Enforcement, Security, Facilities Management, Fire, Rescue, Clothing, Marine Craft and Emergency Disaster Response

FCS Group 84 – Law Enforcement and Security Equipment Supplies and Services

Contract Number: GS-07F-004CA

Contract Period: October 1, 2014 through September 30, 2018

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

Contractor: TSO Armor and Training, Inc.

1403 Greenbrier Parkway, Suite 430

Chesapeake, VA 23320

Phone: 757-961-3457

Fax: 757-961-3776

Contractor's Administration Source: Mary Barclay

1403 Greenbrier Parkway, Suite 430

Chesapeake, VA 23320

Phone: 757-961-3457

Fax: 757-961-3776

Email: mbarclay@tsoarmor.com

Business Size: Small Service Disabled Veteran Owned Business

Customer Information:

1a. SPECIAL ITEM NUMBER (SIN)

246-52 - Professional Security/Facility Management Services including security consulting, training and facility management consulting

260-14 - Harbor/Waterfront Security Products and Services and Professional marine Security Services



426-6 - Law Enforcement and Security Training

1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN:

There are no products provided by this contract and wages are based on the Professional Compensation Plan.

2. MAXIMUM ORDER: SIN 246-52, 260-14, & 426-6 - \$200,000 per SIN order

*If the best value selection places your order over the Maximum Order identified in this price list, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price.

The contractor may:

- (1) Offer a new price for this requirement
- (2) Offer the lowest price available under this contract, or
- (3) Decline the order within five (5) days. In accordance with the Maximum Order provisions contained in the Schedule, a delivery order may be placed against the Schedule contract even though it exceeds the maximum order.

3. MINIMUM ORDER: \$100.00

4. GEOGRAPHIC COVERAGE: Domestic

5. POINT OF PRODUCTION: TSO Armor and Training, Inc.
1403 Greenbrier Parkway, Suite 430
Chesapeake, VA 23320

6. DISCOUNT FROM LIST PRICE: Basic discounts have been deducted

7. QUANTITY DISCOUNT: 1% on \$100,000 or more.

8. PROMPT PAYMENT TERMS: None

9a. GOVERNMENT PURCHASE CARDS ARE ACCEPTED AT OR BELOW THE MICRO-PURCHASE THRESHOLD

9b. GOVERNMENT PURCHASE CARDS ARE ACCEPTED ABOVE THE MICRO-PURCHASE THRESHOLD

10. FOREIGN ITEMS: None

11a. TIME OF DELIVERY: 30 Days after receipt of order (ARO)

11b. EXPEDITED DELIVERY: To be determined at task order level

11c. OVERNIGHT AND 2-DAY DELIVERY: None

11d. URGENT REQUIREMENT: Contact Contractor

12. FOB POINT: Origin

13. ORDERING ADDRESS: TSO Armor and Training, Inc.
1403 Greenbrier Parkway, Suite 430
Chesapeake, VA 23320



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- 14. PAYMENT ADDRESS:** TSO Armor and Training, Inc.
1403 Greenbrier Parkway, Suite 430
Chesapeake, VA 23320
- 15. WARRANTY PROVISION:** Not Applicable
- 16. EXPORT PACKING CHARGES:** Not Applicable
- 17. TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:** Government Commercial Credit Cards will be acceptable for payments with no maximum limit.
- 18. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR:** Not applicable.
- 19. TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE):** Not Applicable
- 20a. TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF APPLICABLE):** Not Applicable
- 20b. 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 PREVENTATIVE AMINTENANCE (IF APPLICABLE):** Not Applicable
- 24a. SPECIAL ATTRIBUTES SUCH AS ENVIROMENTAL ATTRIBUTES (e.g., Recycled content, energy, efficiency, and/or reduced pollutants):** Not Applicable
- 24b. SECTION 508 COMPLIANCE FOR EIT:** Not Applicable
- 25. DATA UNIVERSAL NUMBERING SYSTEM (DUNS) NUMBER:** 828961768
- 26. NOTIFICATION REGARDING REGISTRATION IN CENTRAL CONTRACTOR REGISTRATION (CCR) DATABASE:** Registered with SAM which has replaced CCR



SIN 246-52, 260-14, & 426-6 LABOR CATEGORY DESCRIPTIONS

Labor Category	Description	Education & Experience
Program Manager	To be responsible for the overall direction, coordination, implementation, execution, control and completion of specific projects ensuring consistency with TSO Policies and Procedures. Direct oversight and management of services provided to a specific customer, communicating on a daily basis with Contracting Officer (KO), Contracting Officers Representative (COR), and Government Technical Assistant (TA) in carrying out the contract requirements and related Statement Of Work (SOW). Develop, maintain, and provide status reports on work performed to TSO and Customer, maintaining budgetary performance requirements.	BS/BA or equivalent. Requires subject matter expertise and good writing and communication skills
Project Manager	To be responsible for the overall direction, coordination, implementation, execution, control and completion of specific projects ensuring consistency with TSO Policies and Procedures.	BS/BA or equivalent. Requires subject matter expertise and good writing and communication skills
Lead Instructor	This individual shall provide overall management, supervision, and direction. Additionally, this individual will provide instruction as needed for one or more short courses in a technical trade or craft such as electricity, electronics, surveying, aircraft or ship fundamentals, prepares an instructional program in accordance with training or other course requirements, assembling materials to be presented. The incumbent teaches assigned topics in accordance with approved curriculum effectively utilizing all allotted time, maintains proficiency in instructional techniques, incorporates current examples in the teaching process (e.g. develops clarification or real world examples of application related to the subject matter); develops and maintains classroom techniques that reflect professionalism, good discipline and enhance teaching. The Technical Instructor lead alternates teaching techniques in order to maintain high motivation and interest in the subject areas, administers grades, records and critiques examinations; prepares and administers remedial assignments, submits written recommendations for curriculum updates to ensure consistency with changes and innovations in latest applicable publications or documents.	AS/AA or equivalent and 4 years of general experience. Requires subject matter expertise and good writing and communication skills
Subject Matter Expert	Subject matter expert understands, articulates, and implements best practices related to their area of expertise. The subject matter expert may lead or be an active participant of a work-group with the need for specialized knowledge. The subject matter expert provides guidance on how their area of capability can resolve an organizational need and provide relevant knowledge applicable to the work being performed.	AS/AA or equivalent and 4 years of general experience. Requires subject matter expertise and good writing and communication skills
Management Consultant III	Performs a variety of technical, managerial, administrative, and/ or project support tasks which are broad in nature. Performs with some latitude for unreviewed actions and decisions.	BS/BA or equivalent. Requires subject matter expertise and good writing and communication skills



<p>Technical Instructor</p>	<p>The Technical Instructor teaches one or more short courses in a technical trade or craft such as electricity, electronics, surveying, aircraft or ship fundamentals, prepares an instructional program in accordance with training or other course requirements, assembling materials to be presented. The incumbent teaches assigned topics in accordance with approved curriculum effectively utilizing all allotted time, maintains proficiency in instructional techniques, incorporates current examples in the teaching process (e.g. develops clarification or real world examples of application related to the subject matter); develops and maintains classroom techniques that reflect professionalism, good discipline and enhance teaching. The Technical Instructor alternates teaching techniques in order to maintain high motivation and interest in the subject areas, administers grades, records and critiques examinations; prepares and administers remedial assignments, submits written recommendations for curriculum updates to ensure consistency with changes and innovations in latest applicable publications or documents.</p>	<p>AS/AA or equivalent and 2 years of general experience. Requires subject matter expertise and good writing and communication skills</p>
<p>Technical Instructor / Course Developer</p>	<p>The Technical Instructor/Course Developer is primarily responsible for curriculum revision and maintenance. Technical curriculum may involve electronics, welding, or more highly technical areas such as radio and electronics repair or operation of weapons systems. This instructor uses a computer to organize and draft a curriculum that breaks a complex subject into blocks or units of instruction, creates graphics, and integrates them into curriculum. Courses may be instructor based, computer-based, simulator based, interactive, or non-interactive. This instructor also teaches short technical courses in accordance with approved curriculum to maintain proficiency and to evaluate and develop new instructional techniques/courses. Job duties also include the following: incorporation of new curriculum in the teaching process (e.g., develops clarification or examples of application related to the subject matter), development and maintenance of classroom techniques that reflect professionalism and good discipline and enhance teaching, development of alternative teaching techniques and scenarios to maintain high motivation and interest in the subject areas, and while acting as the testing officer, the conducting of test analysis and development or revision of test items.</p>	<p>AS/AA or equivalent and 3 years of general experience. Requires subject matter expertise and good writing and communication skills</p>
<p>Supply Technician</p>	<p>This position performs limited aspects of technical supply management work (e.g., inventory management, storage management, cataloging, and property utilization) related to depot, local, or other supply activities. Work usually is segregated by commodity area or function, and controlled in terms of difficulty, complexity, or responsibility. Assignments usually relate to stable or standardized segments of technical supply management operations; or to functions or subjects that are narrow in scope or limited in difficulty. The work generally involves individual case problems or supply actions. This work may require consideration of program requirements together with specific variations in or from standardized guidelines.</p>	<p>High School Diploma or equivalent and 2 years of general experience.</p>

Substitution/Equivalency

- GED or Vocational Degree = High School Diploma
- AS/AA Degree = Two year general experience
- BS/BA = Six years general experience
- MS/MA = Four years general experience
- Example: MS/MA = BS/BA + four years general experience



TSO Pricing to GSA under Schedule 84

PRICE OFFERED TO GSA (including IFF)				
GSA Schedule 84 Labor Category	Year 3	Year 4	Year 5	Year 6
	10/1/16 – 9/30/17	10/1/17 – 9/30/18	10/1/18 – 9/30/19	10/1/19 – 9/30/20
Program Manager	\$95.29	\$98.15	\$101.09	\$104.13
Project Manager	\$86.46	\$89.05	\$91.72	\$94.47
Lead Instructor	\$86.93	\$89.54	\$92.23	\$95.00
Subject Matter Expert	\$77.09	\$79.40	\$81.78	\$84.23
Management Consultant III	\$76.22	\$78.51	\$80.87	\$83.29
Technical Instructor	\$58.92	\$60.69	\$62.51	\$64.39
Technical Instructor / Course Developer	\$65.69	\$67.66	\$69.69	\$71.78
Supply Technician	\$50.45	\$51.96	\$53.52	\$55.12
GSA Schedule 84 Labor Category	Year 7	Year 8	Year 9	Year 10
	10/1/20 – 9/30/21	10/1/21 – 9/30/22	10/1/22 – 9/30/23	10/1/23 – 9/30/24
Program Manager	\$107.25	\$110.47	\$113.78	\$117.19
Project Manager	\$97.31	\$100.23	\$103.24	\$106.33
Lead Instructor	\$97.85	\$100.78	\$103.80	\$106.92
Subject Matter Expert	\$86.76	\$89.36	\$92.04	\$94.81
Management Consultant III	\$85.79	\$88.37	\$91.02	\$93.75
Technical Instructor	\$66.32	\$68.31	\$70.36	\$72.47
Technical Instructor / Course Developer	\$73.94	\$76.15	\$78.44	\$80.79
Supply Technician	\$56.78	\$58.48	\$60.23	\$62.04