

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.

Multiple Award Schedule

FSC Group: Security and Protection

Contract Number: GS-07F-004CA

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Contract Period: October 1, 2019 – September 30, 2024

TSO Armor and Training, Inc.
1403 Greenbrier Pkwy Ste 430
Chesapeake, VA 23320-0400
757-961-3457

www.tsoarmor.com

Contract Administration Source:
Noel S. Vickery (Scott)
contracts@tsoarmor.com

Business Size: Small
Service-Disabled Veteran Owned Small Business

Price list current as of Modification #PS-A812 Effective 03.20.2020

Prices Shown Herein are Net (discount deducted)

CUSTOMER INFORMATION

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

SINs	Recovery	SIN Title
334512	334512RC	Total Solution Support Products for Facilities Management Systems
561621H	561621HRC	Harbor/Waterfront Security Products and Services and Professional Marine Security Services
611430ST	611430STRC	Security Training
OLM	OLMRC	Order-Level Materials (OLM's)

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. **There are no products provided by this contract and wages are based on the Professional Compensation Plan.**

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item. **Please see attached labor category descriptions.**

2. Maximum order:

SINs	Maximum Order
334512	\$250,000
561621H	\$300,000
611430ST	\$1,000,000
OLM	\$250,000

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

4. Geographic coverage (delivery area). **Domestic**

5. Point(s) of production (city, county, and State or foreign country):

**TSO Armor and Training, Inc.
 1403 Greenbrier Pkwy Ste 430
 Chesapeake, VA 23320-0400**

6. Discount from list prices or statement of net price. **Government Net Prices (discounts already deducted.)**

7. Quantity discounts. **1% on \$100,000 or more.**
8. Prompt payment terms. Information for Ordering Offices: **Net 30. Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.**
9. Foreign items (list items by country of origin). **None**
- 10a. Time of delivery. (Contractor insert number of days.) **30 days after receipt of order (ARO)**
- 10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. **To Be Determined at the Task Order level**
- 10c. Overnight and 2-day delivery. **None**
- 10d. Urgent Requirements. **Contact Contractor**
11. F.O.B. point(s). **Origin**
- 12a. Ordering address(es):
**TSO Armor and Training, Inc.
1403 Greenbrier Pkwy Ste 430
Chesapeake, VA 23320-0400**
- 12b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.
13. Payment address(es):
**TSO Armor and Training, Inc.
1403 Greenbrier Pkwy Ste 430
Chesapeake, VA 23320-0400**
14. Warranty provision. **Not Applicable**
15. Export packing charges, if applicable. **Not Applicable**
16. Terms and conditions of rental, maintenance, and repair (if applicable). **Not Applicable**
17. Terms and conditions of installation (if applicable). **Not Applicable**
- 18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). **Not Applicable**
- 18b. Terms and conditions for any other services (if applicable). **Not Applicable**
19. List of service and distribution points (if applicable). **Not Applicable**

20. List of participating dealers (if applicable). **Not Applicable**

21. Preventive maintenance (if applicable). **Not Applicable**

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). **Not Applicable**

22b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor’s website or other location.) The EIT standards can be found at: www.Section508.gov/.
Not Applicable

23. Data Universal Number System (DUNS) number. **828961768**

24. Notification regarding registration in System for Award Management (SAM) database. **TSO Armor and Training, Inc. is registered and active in SAM.**

Service Contract Labor Standards: The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS/SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCLS/SCA eligible labor categories. If and / or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

GSA Awarded Labor Category	Year 6 10/01/2019 to 09/30/2020	Year 7 10/01/2020 to 09/30/2021	Year 8 10/01/2021 to 09/30/2022	Year 9 10/01/2022 to 09/30/2023	Year 10 10/01/2023 to 09/30/2024
Program Manager	\$104.13	\$107.25	\$110.47	\$113.78	\$117.19
Project Manager	\$94.47	\$97.31	\$100.23	\$103.24	\$106.33
Lead Instructor	\$95.00	\$97.85	\$100.78	\$103.80	\$106.92
Subject Matter Expert	\$84.23	\$86.76	\$89.36	\$92.04	\$94.81
Management Consultant III	\$83.29	\$85.79	\$88.37	\$91.02	\$93.75
Technical Instructor	\$64.39	\$66.32	\$68.31	\$70.36	\$72.47
Technical Instructor / Course Developer	\$71.78	\$73.94	\$76.15	\$78.44	\$80.79
Supply Technician	\$55.12	\$56.78	\$58.48	\$60.23	\$62.04

LABOR CATEGORY DESCRIPTIONS

Program Manager

Functionality Responsibility: 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.

Experience: Requires subject matter expertise and good writing and communication skills

Education: BS/BA or equivalent.

Project Manager

Functionality Responsibility: To be responsible for the overall direction, coordination, implementation, execution, control and completion of specific projects ensuring consistency with TSO Policies and Procedures

Experience: Requires subject matter expertise and good writing and communication skills

Education: BS/BA or equivalent.

Lead Instructor

Functionality Responsibility: 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.

Experience: 4 years of general experience. Requires subject matter expertise and good writing and communication skills

Education: AS/AA or equivalent

Subject Matter Expert

Functionality Responsibility: 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.

Experience: 4 years of general experience. Requires subject matter expertise and good writing and communication skills

Education: AS/AA or equivalent

Management Consultant III

Functionality Responsibility: 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.

Experience: Requires subject matter expertise and good writing and communication skills

Education: BS/BA or equivalent.

Technical Instructor

Functionality Responsibility: 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.

Experience: 2 years of general experience. Requires subject matter expertise and good writing and communication skills

Education: AS/AA or equivalent

Technical Instructor / Course Developer

Functionality Responsibility: 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.

Experience: 3 years of general experience. Requires subject matter expertise and good writing and communication skills

Education: AS/AA or equivalent

Supply Technician

Functionality Responsibility: 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.

Experience: 2 years of general experience.

Education: High School Diploma or equivalent