

**General Services Administration
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!TM, a menu-driven database system. The Internet address for GSA-Advantage!TM is: <http://www.gsaadvantage.gov>

FSC Group 84: Total Solutions for Law Enforcement, Security, Facilities Management, Fire, Rescue, Clothing, Marine Craft, and Emergency / Disaster Response

FSC Group 63: Alarm and Signal Systems / Facility Management Systems, Professional Security / Facility Management Services, and Guard Services

Contract No.: GS-07F-0127U

Contract Period: January 1, 2008 - December 31, 2012



**ASERO Worldwide, Inc.
700 12th Street, NW Suite 800
Washington, DC 20005-3949
Telephone: (202) 778-1000
Fax: (202) 466-6002
<http://www.asero.com>**

Business Size/Status: Large

Prices shown herein are NET (discount deducted).

Pricelist current through Modification FX60, dated September 26, 2008

*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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GENERAL CONTRACT INFORMATION

- 1a. Table of Awarded Special Item Numbers (SINs): SIN: 246-52 / 246-52RC / 246-52STLOC
Professional Security / Facility Management Services
(Please refer to [page # 4](#) for a more detailed description)
- 1b. Lowest Priced Model Number and Lowest Price: Please refer to our rates on [page#11](#)
- 1c. Labor Category Descriptions: Please refer to [page # 8](#)
2. Maximum Order: \$200,000.00
3. Minimum Order: One hour, \$363.75 (exclusive of IFF)
4. Geographic Coverage: Domestic & Overseas
5. Point (s) of Production: Not Applicable
6. Discount from List Price: All Prices Herein are Net
7. Quantity Discounts: Not Applicable
8. Prompt Payment Terms: Net 30 days
- 9a. Government Purchase Card is accepted at or below the micro – purchase threshold.
- 9b. Government Purchase Card is not accepted above the micro – purchase threshold.
10. Foreign Items: None
- 11a. Time of Delivery: 30 Days ARO, or as negotiated at the task order level with the Ordering Agency
- 11b. Expedited Delivery: To Be Negotiated with Ordering Agency
- 11c. Overnight and 2-Day Delivery: To Be Negotiated with Ordering Agency
- 11d. Urgent Requirement: To Be Negotiated with Ordering Agency
12. F.O.B. Point(s): Destination
- 13a. Ordering Address: ASERO Worldwide Inc.
Attn: GSA Orders
700 12th Street NW, Suite 800
Washington, DC 20005-3949
- 13b. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), are found in Federal Acquisition Regulation (FAR) 8.405-3.
14. Payment Address: ASERO Worldwide Inc.
Attn: Accounts Receivable / GSA Orders
700 12th Street NW, Suite 800
Washington, DC 20005-3949
15. Warranty Provision: Reference Statement of Work
16. Export Packing Charges: Not Applicable

GENERAL CONTRACT INFORMATION (CONTINUED)

- | | |
|---|--|
| 17. Terms & Conditions of Government Purchase Card Acceptance: | Contact Contract Administrator |
| 18. Terms and conditions of rental, maintenance, and repair: | Not Applicable |
| 19. Terms and conditions of installation (if applicable): | Not Applicable |
| 20. Terms and conditions of repair parts indicating date of parts, price lists and any discounts from list prices: | Not Applicable |
| 20a. 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 maintenance (if applicable) | Not Applicable |
| 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants.): | Not Applicable |
| 24b. 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/ : | Contact Contract Administrator for more information. |
| 25. Data Universal Number System (DUNS) Number: | 783841484 |
| 26. ASERO Worldwide Inc. is registered in the Central Contractor Registration (CCR) database. | |

CONTRACT OVERVIEW

GSA awarded **ASERO Worldwide, Inc.** a GSA Federal Supply Schedule contract for Total Solutions for Law Enforcement, Security, Facilities Management, Fire, Rescue, Clothing, Marine Craft, and Emergency/Disaster Response (LAW), **Contract No. GS-07F-0127U**. The current contract period is **1/1/2008 - 12/31/2012**. GSA may exercise a total of up to three additional five-year option periods. The contract allows for the placement of Firm Fixed Price or Time and Materials task orders using the labor categories and ceiling rates defined in the contract.

CONTRACT ADMINISTRATOR - DOMESTIC

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CONTRACT ADMINISTRATOR - OVERSEAS

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ASERO Worldwide, Inc.
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MARKETING AND TECHNICAL POINT OF CONTACT

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CONTRACT USE

This contract is available for use by all federal government agencies, as a source for Total Solutions For Law Enforcement, Security, Facilities Management, Fire, Rescue, Clothing, Marine Craft And Emergency/Disaster Response, for worldwide use. Executive agencies, other Federal agencies, mixed-ownership Government corporations, and the District of Columbia; government contractors authorized in writing by a Federal agency pursuant to 48 CFR 51.1; and other activities and organizations authorized by statute or regulation to use GSA as a source of supply may use this contract. Additionally, contractors are encouraged to accept orders received from activities within the Executive Branch of the Federal Government.

The following activities may place orders against Schedule 70 contracts, and Consolidated Schedule contracts containing information technology Special Item Numbers, and Schedule 84 contracts, on an optional basis; PROVIDED, the Contractor accepts order(s) from such activities: State and local government, includes any state, local, regional or tribal government or any instrumentality thereof (including any local educational agency or institution of higher learning).

CONTRACT SCOPE

The contractor shall provide all resources including personnel, management, supplies, services, materials, equipment, facilities and transportation necessary to provide a wide range of professional services as specified in each task order.

Services specified in a task order may be performed at the contractor's facilities or the ordering agencies' facilities. The government will determine the contractor's compensation by any of several different methods (to be specified at the task order level) e.g., a firm-fixed price for services with or without incentives, labor hours or time-and-material.

The Special Item Numbers (SINs) available under this contract provide services across the full life cycle of a project. When task orders are placed, they must identify the SIN or SINs under which the task is being executed. ASERO Worldwide, Inc. has been awarded a contract by GSA to provide services under the following SINs:

246-52 / 246-52RC / 246-52STLOC Professional Security / Facility Management Services

SPECIAL ITEM NUMBER (SIN) DESCRIPTION

246-52 / 246-52RC / 246-52STLOC: Professional Security / Facility Management Services

Includes, but is not limited to: Security Consulting / Training and Facility Management Consulting. Professional Services offered under this SIN shall be for the support of security systems (including access control, intrusion alarms, fire alarm systems, etc.) and Facility Management Systems (including security and energy management) only. Excludes personal services.

INSTRUCTIONS FOR PLACING ORDERS FOR SERVICES BASED ON GSA SCHEDULE HOURLY RATES

GSA provides a streamlined, efficient process for ordering the services you need. GSA has already determined that **ASERO Worldwide, Inc.** meets the technical requirements and that our prices offered are fair and reasonable. Agencies may use written orders; facsimile orders, credit card orders, blanket purchase agreement orders or individual purchase orders under this contract.

If it is determined that your agency needs an outside source to provide LAW services, follow these simple steps:

Step 1. Develop a Statement of Work (SOW)

In the SOW, include the following information:

- Work to be performed,
- Location of work,
- Period of performance;
- Deliverable schedule, and
- Special standards and any special requirements, where applicable.

Step 2. Select Contractor and Place Order

- If the order is at or below the micro-purchase threshold, select the contractor best suited for your needs and place the order.
- If the order is exceeding but less than the maximum order threshold (MOT), prepare an RFQ;
- If the order is in excess of the MOT, prepare an RFQ. Consider expansion of competition and seek price reductions.

Step 3. Prepare a Request for Quote (RFQ)

- Include the SOW and evaluation criteria;
- Request fixed price, ceiling price, or, if not possible, labor hour or time and materials order;
- If preferred, request a performance plan from contractors and information on past experience; and include information on the basis for selection.
- May be posted on GSA's electronic RFQ system, e-Buy

Step 4. Provide RFQ to at least Three Firms

Step 5. Evaluate Offers, Select Best Value Firm, and Place Order

REQUIREMENTS EXCEEDING THE MAXIMUM ORDER

In accordance with FAR 8.404, before placing an order that exceeds the maximum order threshold, ordering offices shall:

- Review additional schedule contractors' catalogs/price lists or use the "GSA Advantage!" on-line shopping service;
- Based upon the initial evaluation, generally seek price reductions from the schedule contractor(s) appearing to provide the best value (considering price and other factors); and
- After price reductions have been sought, place the order with the schedule contractor that provides the best value and results in the lowest overall cost alternative (see FAR 8.404(a)). If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

Vendors may:

Offer a new lower price for this requirement (the Price Reduction clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations.)

- Offer the lowest price available under the contract; or
- Decline the order (orders must be returned in accordance with FAR 52.216-19).

A task order that exceeds the maximum order may be placed with the Contractor selected in accordance with FAR 8.404. The order will be placed under the contract.

Sales for orders that exceed the Maximum Order shall be reported in accordance with GSAR 552.238-74.

BLANKET PURCHASE AGREEMENT (BPA)

Ordering activities may establish BPAs under any schedule contract to fill repetitive needs for supplies or services. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPAs and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). In determining how many BPAs to establish, consider:

- The scope and complexity of the requirement(s);
- The need to periodically compare multiple technical approaches or prices;
- The administrative costs of BPAs; and
- The technical qualifications of the schedule contractor(s).

Establishment of a single BPA, or multiple BPAs, shall be made using the same procedures outlined in 8.405-1 or 8.405-2. BPAs shall address the frequency of ordering, invoicing, discounts, requirements (*e.g.* estimated quantities, work to be performed), delivery locations, and time.

When establishing multiple BPAs, the ordering activity shall specify the procedures for placing orders.

Establishment of a multi-agency BPA against a Federal Supply Schedule contract is permitted if the multi-agency BPA identifies the participating agencies and their estimated requirements at the time the BPA is established.

Ordering from BPAs:

Single BPA. If the ordering activity establishes one BPA, authorized users may place the order directly under the established BPA when the need for the supply or service arises.

Multiple BPAs. If the ordering activity establishes multiple BPAs, before placing an order exceeding the micro-purchase threshold, the ordering activity shall:

- Forward the requirement, or statement of work and the evaluation criteria, to an appropriate number of BPA holders, as established in the BPA ordering procedures; and
- Evaluate the responses received, make a best value determination (see 8.404(d)), and place the order with the BPA holder that represents the best value.

BPAs for hourly rate services. If the BPA is for hourly rate services, the ordering activity shall develop a statement of work for requirements covered by the BPA. All orders under the BPA shall specify a price for the performance of the tasks identified in the statement of work.

Duration of BPAs. BPAs generally should not exceed five years in length, but may do so to meet program requirements. Contractors may be awarded BPAs that extend beyond the current term of their GSA Schedule contract, so long as there are option periods in their GSA Schedule contract that, if exercised, will cover the BPA's period of performance.

Review of BPAs:

The ordering activity that established the BPA shall review it at least once a year to determine whether:

- The schedule contract, upon which the BPA was established, is still in effect;
- The BPA still represents the best value (see 8.404(d)); and
- Estimated quantities/amounts have been exceeded and additional price reductions can be obtained.

The ordering activity shall document the results of its review.

LABOR CATEGORY DESCRIPTIONS

Experience Substitutions:

High School Diploma + 5 years additional experience	Equals	Bachelors Degrees
Bachelors Degree + 2 years additional experience	Equals	Masters Degree
Masters Degree + 3 years additional experience	Equals	Ph.D

Education Substitutions:

A Ph.D. may be substituted for 3 years of required experience with a Masters Degree or 4 years with a Bachelors Degree.
A Masters Degree may be substituted for 2 years of required experience with a Bachelors Degree.
A Bachelors Degree may be substituted for 5 years of required experience with a High School Diploma.

Labor Category	Education	Years Exp.	Description
Principal Security Expert	Masters Degree	25	Advises clients on strategic plans for security preparedness, identifies alternative uses for technologies to enhance homeland security defense and integrate them into the security marketplace. Must have experience in the protection and security of: facilities provided for national and international dignitaries; official exhibitions and other forums; domestic and international civil aviation; critical infrastructure within foreign countries; national and international ports and vessels in foreign ports; and national and internal borders. Must have experience advising various government agencies worldwide on counter-terrorism issues and how to provide optimum solutions.
Senior Security Expert	Bachelors Degree	20	Advises clients on security preparedness and develops strategic plans leveraging technology to reduce costs. Identifies innovative technology solutions and advanced uses of existing technology to enhance homeland security. Must have experience researching and deploying state-of-the-art technology solutions and innovative security management techniques to safeguard an organization's physical, human and intellectual assets; directing global programs and projects in identifying, developing and deploying practical, cost effective applications throughout the organization to reduce risk, respond to incidents and limit the customer's exposure, liability and reputational damage. Must have experience advancing the identification, escalation and ultimate resolution of all security issues.

LABOR CATEGORY DESCRIPTIONS (CONTINUED)

Labor Category	Education	Years Exp.	Description
Security Analyst	Bachelors Degree	8	<p>Prepares all-source intelligence products to support security related projects. Assists in establishing and maintaining systematic, cross-referenced intelligence records and files. Receives and processes incoming reports and messages and assists in determining significance and reliability of the information, determines changes in enemy capabilities, vulnerabilities, and determines probable courses of action. Integrates information with current intelligence holdings and prepares and maintains the threat matrix. Assembles and proofreads open source intelligence reports and assists in consolidating them into action. Analyzes current intelligence holdings to identify gaps, and subsequent intelligence collection requirements. Drafts periodic and special intelligence reports, plans, and briefings. Supervises the receipt, analysis, dissemination, and storage of open intelligence information. Assists in the preparation of indicators to satisfy priority intelligence requirements. Provides indicators and current situation briefings to clients and members. Receives, produces and disseminates intelligence reports containing information obtained from all sources. Supervises internal intelligence operations within the organization. Assists in the preparation and conducting of tailored security training programs.</p>
Project Director	Bachelors Degree	20	<p>Advises clients on strategic plans for security preparedness, and provides internationally recognized training on all aspects of security; from preparedness to crisis response. Must have experience developing and overseeing strategic international relations with security agencies worldwide, aviation security and installation security and experience in both intelligence assessment and risk management. Responsible for providing strategic counsel for clients and managing client relationships. Shall be the Contractor's authorized interface with the Government Contracting Officer (CO), the Contracting Officer's Technical Representative (COTR), government management personnel and customer agency representatives. Shall be responsible for the overall contract performance and quality assurance.</p>

LABOR CATEGORY DESCRIPTIONS (CONTINUED)

Labor Category	Education	Years Exp.	Description
Principal Information Assurance Expert	Bachelors Degree	15	Assists client in developing measures that protect and defend information and information systems by ensuring their availability, integrity, authentication, confidentiality, and non-repudiation. These measures include providing for restoration of information systems by incorporating protection, detection, and reaction capabilities. Produces, tests and evaluates risk management plans. Support the security needs of the client's information infrastructure. Must have experience in cyber-security risk management, incident response and forensics and regulatory compliance (including CIP, FISMA, NERC, FERC, NSPD54, DOD 8570 and others), corporate security awareness, intrusion detection prevention, authentication and biometrics, Penetration testing assessments, Comprehensive risk assessments, Threat and vulnerability analysis, regulatory compliance roadmaps, Information security program development, Information security policy and procedure development, Incident response process design and testing, Disaster recovery and business continuity program design and testing, Information security trend reporting. CISSP certification.
Information Assurance Expert	Bachelors Degree	10	Assists client in developing measures that protect and defend information and information systems by ensuring their availability, integrity, authentication, confidentiality, and non-repudiation. These measures include providing for restoration of information systems by incorporating protection, detection, and reaction capabilities. Produces, tests and evaluates risk management plans. Support the security needs of the client's information infrastructure. Must have experience in cyber-security risk management, vulnerability lifecycle management, incident response and forensics and regulatory compliance (including CIP, FISMA, NERC, FERC, NSPD54, DOD 8570 and others), corporate security awareness, intrusion detection and prevention, authentication and biometrics. A working knowledge of system functions, security policies, technical security safeguards, and operational security measures.
Information Assurance Engineer	Bachelors Degree	5	Assists client in developing measures that protect and defend information and information systems by ensuring their availability, integrity, authentication, confidentiality, and non-repudiation. These measures include providing for restoration of information systems by incorporating protection, detection, and reaction capabilities. Produces, tests and evaluates risk management plans. Support the security needs of the client's computing infrastructure. Must have experience in cyber-security risk management, vulnerability lifecycle management, incident response and forensics and regulatory compliance.

HOURLY RATES FOR SERVICES

Labor Category	Hourly Rate 01/01/08- 12/31/08	Hourly Rate 01/01/09- 12/31/09	Hourly Rate 01/01/10- 12/31/10	Hourly Rate 01/01/11- 12/31/11	Hourly Rate 01/01/12- 12/31/12
Principal Security Expert	\$586.37	\$609.82	\$634.21	\$659.58	\$685.96
Senior Security Expert	\$488.64	\$508.18	\$528.51	\$549.65	\$571.64
Security Analyst	\$390.91	\$406.55	\$422.81	\$439.72	\$457.31
Project Director	\$366.48	\$381.14	\$396.38	\$412.24	\$428.73
Information Assurance Engineer	\$146.59	\$152.45	\$158.55	\$164.90	\$171.49
Information Assurance Expert	\$293.18	\$304.91	\$317.11	\$329.79	\$342.98
Principal Information Assurance Expert	\$439.77	\$457.36	\$475.66	\$494.69	\$514.47

ASERO WORLDWIDE

Our Experience Influences Your Success

ASERO Worldwide, an industry leader in the homeland security market, is a global security and risk management consulting firm headquartered in Washington, D.C. ASERO provides clients with comprehensive security services to help diminish risks to clients' businesses and safeguard their most important assets – people, property and information. ASERO provides strategic and tactical counsel to governments and businesses on risk mitigation through integrated security solutions incorporating consulting, training and technological innovation.



ASERO is a partner company with APCO Worldwide, an independent, majority employee-owned global communication consultancy.

A Distinctive Approach

Experience makes ASERO unique. ASERO's global executive team is comprised of officials at the forefront of the security and risk management field, including a former director of the U.S. Secret Service; two former directors of the Bureau of Alcohol, Tobacco, Firearms and Explosives; and a former head of protection and security for the Israeli Security Agency. Other members of ASERO's executive team include specialists with unrivaled experience in operations, risk analysis, threat assessment, engineering, counterterrorism, and simulation and evaluation techniques, as well as all phases of business management and development. This breadth and depth of knowledge allows ASERO to bring real-world expertise to client challenges and provide tailor-made teams to address a wide variety of threats across sectors. This flexibility also enables ASERO to engage with clients at every stage of their security initiatives – from design to development to implementation.

ASERO's broad based service offerings provide stakeholders the ability to ascertain the level of risks and vulnerabilities associated with their business or other entity. Our comprehensive services are summarized below:

CONSULTING

ASERO's experienced team of national and international security and protection authorities provides businesses and governments with invaluable strategic and tactical counsel, in an effort to reduce the increased risks posed by modern-day terrorism. Our risk management consulting includes identifying critical assets, conducting assessments of existing security measures, and designing and implementing effective solutions. Among the services offered by our consulting team are emergency preparedness and continuity-of-operations planning and quality assurance and homeland security programs.

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TRAINING

ASERO provides custom-made security training solutions based on each client's unique needs and metrics for success. Whether targeting increased operational efficiency, improving performance in crisis situations, or streamlining security protocols, our team works with clients to achieve their training goals. Experts at ASERO have first-hand experience in developing and presenting seminars on transportation security, including aviation, maritime and rail. ASERO also conducts professional courses on securing government and private assets — people, property and information.

TECHNOLOGY

ASERO and its executive team are uniquely positioned in the market through consulting and training services to both assess potential clients' operational needs and provide relevant feedback to technology companies. ASERO assesses the homeland security marketplace in order to guide technology companies in filling critical gaps in the inventory of security technology solutions currently available on the market. To accomplish this, the ASERO team meticulously researches and identifies technologies within the security domain.

Past Performance

ASERO has established a long-term relationship with a leading government providing ongoing consulting services regarding security of its critical infrastructure, including port security, aviation security and engineering and design of various building components.

ASERO has provided high-level homeland security and counter-terrorism training to the diplomatic embassy community and U.S. Department of Justice. ASERO also created a masters program in homeland security studies for a leading university in Israel and an Italian institution of higher learning.

Measuring the return on your security investment

Whether accountable to shareholders or the tax paying electorate, organizational leadership must clearly demonstrate how security investments add value to their organization's bottom line. ASERO recognizes the importance of measuring return on security expenditures. Through quality assurance programs, ASERO provides a quantifier for risk mitigation and management, reducing abstract variables into numerical calculations leaders need to make critical business decisions. Applying the same principles and methodology to client work, the ASERO team conducts field tests and analyses to gauge the effectiveness of these programs. Through effective training programs, ASERO also helps organizations maximize employee retention resulting in less money spent on expensive recruiting programs and increase employee productivity.



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