



GENERAL SERVICES ADMINISTRATION

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

GSA SCHEDULE 84, FSC Group 63

ALARM AND SIGNAL SYSTEMS/FACILITY MANAGEMENT SERVICES AND SYSTEMS

SIN 246-42 Computerized and Facility Management Systems

SIN 246-50 Ancillary Security/Facility Management Services

SIN 246-52 Professional Security/Facility Management Services

LAW ENFORCEMENT AND SECURITY EQUIPMENT SUPPLIES AND SERVICES

SIN 426-4f Emergency Preparedness and First Responder Equipment, Training and Services

Robert L. Morgan III
GSA Program Management Office
Lockheed Martin Transportation & Security Solutions
9221 Corporate Boulevard
Rockville, MD 20850
Telephone (301) 640-3414
Fax (301) 640-2408
[E-mail: robert.l.morgan@lmco.com](mailto:robert.l.morgan@lmco.com)

Contract Number: GS-07F-0285L

Period Covered by Contract: August 1, 2006 to July 31, 2011

Pricelist current through Modification # AO22 dated October 29, 2007.

Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal Supply Service's Home Page via the Internet at <http://www.fss.gsa.gov/>

TABLE OF CONTENTS

1. INFORMATION FOR ORDERING ACTIVITIES	1
2. BASIC ORDERING GUIDELINES	3
3. OVERVIEW	5
4. PHYSICAL SECURITY SERVICES DESCRIPTION	7
5. LABOR CATEGORIES FOR PHYSICAL SECURITY SERVICES.....	8
6. PHYSICAL SECURITY PROFESSIONAL SERVICES HOURLY BILLING RATES	16
7. LIST OF SERVICE AND DISTRIBUTION POINTS	18
8. ARTS 1E PRODUCTS & PROFESSIONAL SERVICES PRICING	18
9. ENHANCEMENT, INTEGRATION, AND PREPARATION PRODUCTS	19
10. PHYSICAL SECURITY PRODUCTS	20
11. BIOMETRIC PRODUCTS	21
12. LABOR CATEGORIES FOR EMERGENCY PREPAREDNESS AND FIRST RESPONDER SERVICES	24
13. EMERGENCY PREPAREDNESS AND FIRST RESPONDER HOURLY BILLING RATES ...	27
14. BEST VALUE BLANKET PURCHASE AGREEMENT (BPA).....	28
15. APPENDIX A: BROADWARE PRODUCTS	31

1. INFORMATION FOR ORDERING ACTIVITIES

- 1a. Special Item Numbers: 246-42, 246-50, & 246-52.
- 1b. Lowest priced model number and unit price for Special Item Number 246 is the Cinch Jones Connector (2107-006-01) at \$3.75.
- 1c. Hourly Labor Category Descriptions: Lockheed Martin Transportation & Security Solutions offers professional consulting services in support of physical security requirements. Please refer to Sections 5 and 6 for further details pertaining to minimum qualifications, functions, and responsibilities for each labor category.
2. Maximum order amount: 246-42 (\$150,000) & 246-50-52 (\$200,000).
3. Minimum order: \$500.
4. Geographic coverage: 48 Contiguous States and the District of Columbia.
5. Point(s) of production: Rockville, Maryland.
6. All prices listed are net of discounts.
7. Quantity discounts: None.
8. Prompt payment terms: None.
- 9a. Government purchase cards are accepted up to the micro-purchase threshold.
- 9b. Government purchase cards are accepted above the micro-purchase threshold.
10. Foreign items: None.
- 11a. Time of delivery: 60 days or sooner.
- 11b. Expedited Delivery: (Please contract LM-TSS for possible expedited delivery times).
- 11c. Overnight and 2-day delivery: (Please contract LM-TSS for possible expedited delivery times).
- 11d. Urgent Requirements: None.
12. F.o.b. point(s): 246-42(1) Origin; 246-50, 246-52 (Ref. G-FSS-920, Ordering Procedures for Services)
- 13a. Ordering address: Robert L. Morgan III
GSA Program Management Office
Lockheed Martin Transportation & Security Solutions
9221 Corporate Boulevard
Rockville, MD 20850
Telephone (301) 640-3414 Fax (301) 640-2408
[E-mail: robert.l.morgan@lmco.com](mailto:robert.l.morgan@lmco.com)

2. BASIC ORDERING GUIDELINES

In accordance with FAR 8.404:

Orders placed pursuant to a Multiple Award Schedule (MAS), using the procedures in FAR 8.404, are considered to be issued pursuant to full and open competition. Therefore, when placing orders under Federal Supply Schedules, ordering offices need not seek further competition, synopsise the requirement, make a separate determination of fair and reasonable pricing, or consider small business set-asides in accordance with subpart 19.5. GSA has already determined the prices of items under schedule contracts to be fair and reasonable. By placing an order against a schedule using the procedures outlined below, the ordering office has concluded that the order represents the best value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the Government's needs.

a. Orders placed at or below the micro-purchase threshold. Ordering offices can place orders at or below the micro-purchase threshold with any Federal Supply Schedule Contractor.

b. Orders exceeding the micro-purchase threshold but not exceeding the maximum order threshold. Orders should be placed with the Schedule Contractor that can provide the supply or service that represents the best value. Before placing an order, ordering offices should consider reasonably available information about the supply or service offered under MAS contracts by using the "GSA Advantage!" on-line shopping service, or by reviewing the catalogs/pricelists of at least three Schedule Contractors and selecting the delivery and other options available under the schedule that meets the agency's needs. In selecting the supply or service representing the best value, the ordering office may consider--

- (1) Special features of the supply or service that are required in effective program performance and that are not provided by a comparable supply or service;
- (2) Trade-in considerations;
- (3) Probable life of the item selected as compared with that of a comparable item;
- (4) Warranty considerations;
- (5) Maintenance availability;
- (6) Past performance; and
- (7) Environmental and energy efficiency considerations.

c. Orders exceeding the maximum order threshold. Each schedule contract has an established maximum order threshold. This threshold represents the point where it is advantageous for the ordering office to seek a price reduction. In addition to following the procedures in paragraph b, above, and before placing an order that exceeds the maximum order threshold, ordering offices shall--

Review additional Schedule Contractors'

- (1) catalogs/pricelists or use the "GSA Advantage!" on-line shopping service;
- (2) 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
- (3) 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. If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

NOTE: For orders exceeding the maximum order threshold, the Contractor may:

- (1) Offer a new lower price for this requirement (the Price Reductions clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations);
- (2) Offer the lowest price available under the contract; or
- (3) Decline the order (orders must be returned in accordance with FAR 52.216-19).

d. Blanket purchase agreements (BPAs). The establishment of Federal Supply Schedule BPAs is permitted when following the ordering procedures in FAR 8.404. All schedule contracts contain BPA provisions. Ordering offices may use BPAs to establish accounts with Contractors to fill recurring requirements. BPAs should address the frequency of ordering and invoicing, discounts, and delivery locations and times.

e. Price reductions. In addition to the circumstances outlined in paragraph c, above, there may be instances when ordering offices will find it advantageous to request a price reduction. For example, when the ordering office finds a schedule supply or service elsewhere at a lower price or when a BPA is being established to fill recurring requirements, requesting a price reduction could be advantageous. The potential volume of orders under these agreements, regardless of the size of the individual order, may offer the ordering office the opportunity to secure greater discounts. Schedule Contractors are not required to pass on to all schedule users a price reduction extended only to an individual agency for a specific order.

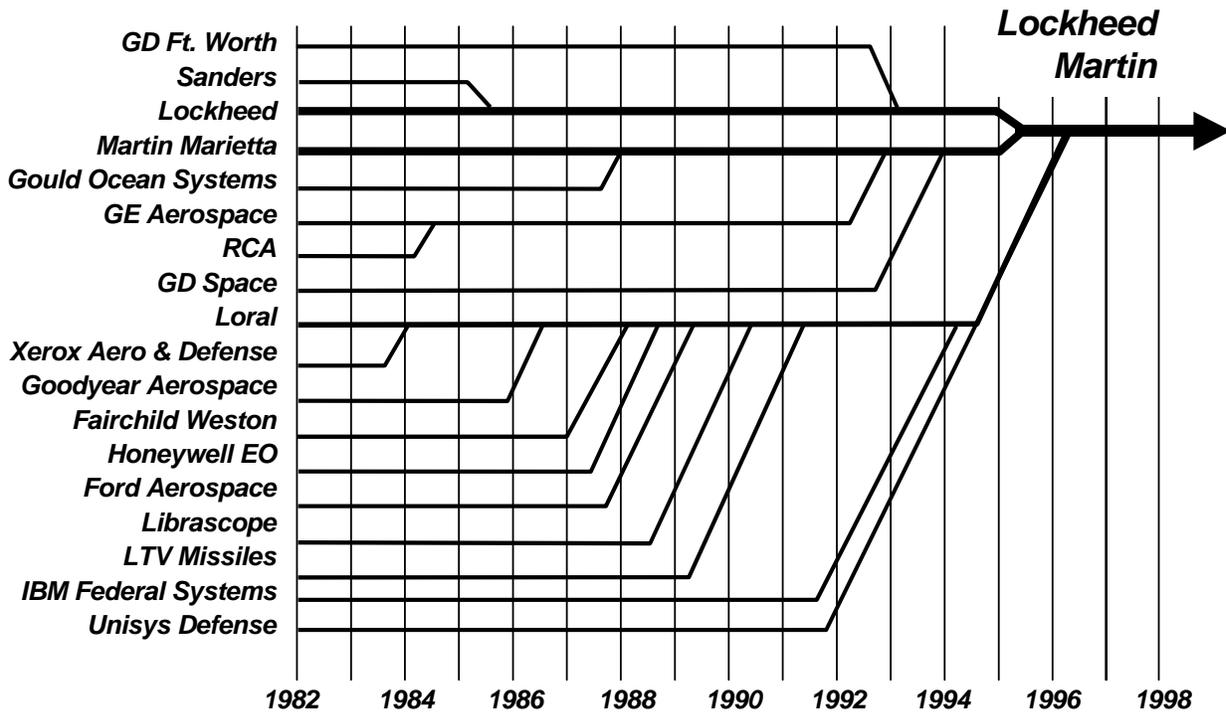
f. Small business. For orders exceeding the micro-purchase threshold, ordering offices should give preference to the items of small business concerns when two or more items at the same delivered price will satisfy the requirement.

g. Documentation. Orders should be documented, at a minimum, by identifying the Contractor the item was purchased from, the item purchased, and the amount paid. If an agency requirement in excess of the micro-purchase threshold is defined so as to require a particular brand name, product, or feature of a product peculiar to one manufacturer, thereby precluding consideration of a product manufactured by another company, the ordering office shall include an explanation in the file as to why the particular brand name, product, or feature is essential to satisfy the agency's needs.

3. OVERVIEW

Lockheed Martin Corporation

Headquartered in Bethesda, Maryland, Lockheed Martin is a global enterprise principally engaged in the research, design, development, manufacture and integration of advanced-technology systems, products and services. The Corporation's core businesses are systems integration, space, aeronautics, and technology services. Employing more than 140,000 people worldwide, Lockheed Martin had 2000 sales surpassing \$25 billion. Lockheed Martin was formed from an outstanding heritage of aerospace and defense companies.



Lockheed Martin Transportation & Security Solutions (LM-TSS), a business unit within the \$9.6 billion Lockheed Martin Systems Integration Corporation, traces its heritage to Martin Marietta, Loral Corporation, Ford Aerospace, IBM Federal Systems, and Unisys Defense Systems. LM-TSS' portfolio of programs has been shaped to create a company focused on mission critical needs of DoD, civil agencies, commercial, and international entities. Headquartered in Rockville, MD, LM-TSS has major facilities in Eagan, MN, English Creek, NJ, and Manassas, VA, as well as other locations throughout the U.S., the UK, Germany, Turkey, and Israel. We are a 2800 person organization with a strong program management and performance legacy. LM-TSS maintains a consistently high level of customer satisfaction on a wide variety of programs vital to U.S. defense and civilian agencies, commercial businesses and international customers. We are currently experiencing the highest award fee scores in our history (95.5% average in 2000 and 93.9% in 1999).

LM-TSS' organization encompasses a wide spectrum of expertise, including software, hardware and systems engineering, architecture development, process engineering, COTS integration, and advanced technologies. We are a preeminent integrator of information technology systems and excel at managing



complex, difficult programs. We are currently evaluated at a Capability Maturity Model® (CMM®) Level 5 for software development and CM Level 3 for system engineering. We have also been evaluated at People CMM Level 3. Further, we are the designated center of excellence for Information (INFOSEC) and Physical Security within the Lockheed Martin Corporation, and lead the corporate thrust into command, control, communications and control (C4) business opportunities.

LM-TSS consistently provides high level of customer satisfaction on a wide variety of programs vital to U.S. Government (e.g., defense and civilian) agencies and commercial customers that demonstrate the effectiveness of our established practices. This satisfaction is achieved while effectively managing our subcontractors and meeting our cost and schedule commitments. We have historically had a cost performance index (budgeted cost of work performed compared to program actuals) indicating achievement of all our costs commitments within 1 percent-budgeted cost. Almost 90% of our suppliers have an excellent quality rating. We have consistently met our contract deliverables schedules nearly defect free.

LM-TSS has approximately 2,800 employees. The following table summarizes our personnel by skill category.

LM-TSS Category	Approx. #
Management/Program Management	400
Systems Engineers	600
Software Engineers	600
Other Engineers	500
Other Exempt	400
Non-Exempt	300

The service statistic that we track provides a correlation of the number (%) of our employees by years of service. The following table displays our employees' years of service statistics.

Years of Service	Percentage
< 5 Years	37%
5 - 10 Years	15%
11 - 19 Years	29%
20+ years	19%

We are very proud of these statistics as it shows that well over half of our staff has been with our company at least 5 years and almost 50% have over 11 years of service. In today's employment market, these are very enviable numbers. Lockheed Martin, as a total corporation, strives to be the "Employer of Choice" and to retain employees through a system of benefits, career advancement and compensation.

4. PHYSICAL SECURITY SERVICES DESCRIPTION

Lockheed Martin is an industry-leading integrator of complex physical security systems, and has provided a wide range of solutions for international airports, DoD, non-DoD federal agency, and commercial sector entities. While others possess and make claims of security system expertise, we are the designer, installer, and maintainer of the largest security system in the world-the Pentagon.

Lockheed Martin's physical security group spans more than 30 years beginning with early systems designed and installed to protect the U.S. Ballistic missile silos throughout the United States. The organization has achieved continued success and growth in size, capabilities, and scope by providing security systems to an expanding list of U.S. government and commercial customers. Our installed base now includes turnkey installations (and follow-on services) at over 40 locations in the United States and Europe. As a result, our personnel have gained considerable experience in providing our customers with the security solutions, which include command and control centers, intrusion detection, access control, assessment devices, and integration of existing security systems. To further our means of supporting this contract in the event of surge for numerous simultaneous installations, we have internal mechanisms to draw on the entire corporate resources. The number and types of skilled personnel available to Lockheed Martin for assignment in support of this contract are practically limitless if one considers the entire Lockheed Martin Corporation.

Lockheed Martin Transportation & Security Solutions has on-going contracts and providing services in the following areas:

- Assessment
- Installation and Integration of Subsystems
- Access Control
- Intrusion Detection
- Closed Circuit Television
- Distributed Systems
- ID Video Badging
- Intercom, Paging, and Warning
- Perimeter Gates and Fencing
- Drainage Security
- Training and Maintenance
- Command and Control Systems

5. LABOR CATEGORIES FOR PHYSICAL SECURITY SERVICES **(SINs 246-50 & 246-52)**

Lockheed Martin Transportation & Security Solutions offers professional consulting services in support of physical security requirements in the labor categories described below. Minimum staffing qualifications and Engagement functions and responsibilities are specified.

ENTERPRISE ARCHITECT

Qualifications: Experience qualifications will be determined on a case-by-case basis. Generally this requires sixteen (16) years of general experience in electronic security, intrusion detection, border protection, and facilities management systems planning, designing, implementing, testing, documenting, and training, including twelve (12) years of specialized experience providing state-of-the-art solutions in security technology (or, if the particular area of expertise is new state-of-the-art technology, the specialized experience may be less than ten (10) years and more consistent with the age of the business practice and/or technology). The advisor must be a well-recognized expert in the technology being addressed.

Functional Responsibility: Subject Matter Expert provides expert, independent services and leadership in specialized technical areas. Provides expertise on an as-needed basis to all task assignments. Identifies, evaluates, and specifies system architecture and high-level design. Provides advice and counsel to project and senior management through broad technical specialization of scientific theory and principals. Individual is well-recognized for mastery of hardware, software, firmware, scientific, and engineering techniques and theories gained through wide experience or specialized development in management consulting engagements.

Education: Doctorate Degree or equivalent in Business Administration, Computer Science, Criminal Justice, Electrical Engineering, Information Management, Management Information Systems, Mechanical Engineering, Organizational Development, Public Administration, or Urban Planning.

ENGAGEMENT MANAGER/PRINCIPAL ARCHITECT

Qualifications: Experience qualifications will be determined on a case-by-case basis. Generally this requires sixteen (16) years of general experience asset protection subject areas, including twelve (12) years of specialized experience providing change management, statistical process control, development of physical security strategies and policies, organizational design, benchmarking, survey analysis, training development, performance measurement, customer analysis, simulation methods and methodology, information management and security, force protection technology, process modeling and analysis, performance measurement, and Business Process Reengineering (BPR) methodologies. The specialized experience may be less than ten (10) years and more consistent with the age of the business practice and/or technology. The advisor must be a well-recognized authority or expert in the subject areas being addressed. Consultant must have experienced with integrating total solutions for large scale and complex projects.

Functional Responsibility: Manages the performance of programs, projects, or subsystems of major programs or projects. Directs all phases of programs/projects from inception through completion. Coordinates the preparation of project plans, milestones, and operating budgets. Acts as primary customer contact for program activities, leading program review sessions with

customer to discuss cost, schedule, and technical performance. Establishes design concepts, criteria, and engineering efforts for product research, development, integration, and test. Establishes milestones and monitors adherence to master plans and schedules. Identifies program problems and obtains solutions. Directs the work of technical, manufacturing, and administrative employees assigned to the program/project.

Education: Doctorate Degree or equivalent in Business Administration, Computer Science, Criminal Justice, Electrical Engineering, Information Management, Management Information Systems, Mechanical Engineering, Organizational Development, Public Administration, or Urban Planning.

PROGRAM MANAGER

Qualifications: Seven (7) Years of experience performing tasks focused on the leadership and/or task management of mechanical engineering electrical engineering, civil engineering, information systems engineering or systems integration projects and at least four (4) years of technical experience in an engineering, system engineering and/or field engineering capacity.

Functional Responsibility: Manages the execution of single or multiple inter-dependant projects of medium complexity or single projects of high complexity (generally projects and/or programs with a value in excess of \$1 Million USD). Holds overall responsibility for customer satisfaction cost & schedule for a project as specified for Lockheed Martin Transportation & Security Solutions. Generally, completes his/her duties and responsibilities on Lockheed Martin Mission System premises to facilitate the management of multiple, interdependent tasks being performed concurrently at multiple locations.

Education: Bachelors Degree or equivalent (e.g. 8 years experience) in Electrical Engineering, Mechanical Engineering, Computer Science, Management Information Systems, Systems Engineering, Electrical Engineering Technology, Business Administration or Operations Research.

PRINCIPAL SECURITY ENGINEER/ARCHITECT

Qualifications: Seventeen (17) years of information management or integrated systems experience including a minimum of five (5) years of specialized experience in the Security or Electrical Security Systems field.

Functional Responsibility: Provides assistance to enhance the alignment of Information or Electrical Security Systems Technology strategy with business strategy or threat assessment needs. Supports the definition and implementation of planning processes and systems for entire projects or programs including both strategic and operational activities. Assist in the development and implementation of effective performance measurement approaches. Evaluates expectations for and capabilities of the information management and/or security organizations and makes recommendations to improve service, also possess required specialized training with a specific software/ hardware tool set as applicable to specific projects or programs.

Education: Ph.D. Degree or equivalent (e.g. Bachelors Degree + 8 years experience) in Information Management, Organizational Development, Business, or related disciplines such as Criminology, Computer Science, Electrical Engineering, Systems Engineering etc.

SR. SYSTEMS ENGINEER

Qualifications: Twelve (12) years of mechanical, electrical, or civil engineering experience or ten (10) years of Systems Engineering experience; including a minimum of five (5) years of specialized experience in the Security or Electrical Security Systems field.

Functional Responsibility: Integrates project/program-engineering efforts across disciplines including software and hardware. Derives program/project requirements through analysis of the client's needs documents such as (but not limited to) mission needs statements, objectives, security threat assessments, etc. Defines methodology, processes, and standards to be applied by the entire project team. Defines engineering methodology and process framework for entire projects/program. Manages the day-to-day technical activities of the project's system engineering team. Applies the applicable standards (statutory codes and industry standards) as needed. Is capable of leading project requirements analysis and/or requirements management activities on projects of any level of complexity.

Education: Masters Degree or equivalent (e.g. Bachelors Degree+4 years experience or 12+ years applicable experience) in Electrical Engineering, Mechanical Engineering, Computer Science, Management Information Systems, Systems Engineering or Electrical Engineering Technology.

PROJECT MANAGER

Qualifications: Four (4) Years of experience performing tasks focused on the leadership and/or task management of mechanical engineering, electrical engineering, civil engineering, information systems engineering or systems integration projects and at least four years of technical experience in an engineering, system engineering and/or field engineering capacity.

Functional Responsibility: Manages the execution of single projects of simple to medium complexity. Holds overall responsibility for customer satisfaction, & schedule for a project as specified for Lockheed Martin Transportation & Security Solutions. Generally, completes his/her duties and responsibilities on customer premise and/or project.

Education: Bachelors Degree or equivalent (e.g. 8 years experience) in Electrical Engineering, Mechanical Engineering, Computer Science, Management Information Systems, Systems Engineering or Electrical Engineering Technology.

SYSTEMS ENGINEER

Qualifications: Seven years (7) of mechanical engineering electrical engineering, civil engineering or information systems engineering experience or five (5) years of applicable systems engineering experience.

Functional Responsibility: Integrates project/program-engineering efforts across disciplines including software and hardware. Derives program/project requirements through analysis of the client's needs documents such as (but not limited to) mission needs statements, objectives, security threat assessments, etc. Defines methodology, processes, and standards to be applied by the entire project team. Applies the applicable standards (statutory codes and industry standards) as needed. Is capable of leading project requirements analysis and/or requirements management activities on projects of simple or medium complexities.

Education: Bachelors Degree or equivalent (e.g. 8 years experience) in Electrical Engineering, Mechanical Engineering, Computer Science, Management Information Systems, Systems Engineering or Electrical Engineering Technology.

PROJECT SUPERINTENDENT

Qualifications: At least four (4) years of technical experience in an engineering, system engineering and/or field engineering capacity.

Functional Responsibility: Manages the execution of single tasks of simple to medium complexity. Holds overall responsibility for customer satisfaction and coordination/communication with customer for specified tasks as specified for Lockheed Martin Transportation & Security Solutions Project or Program Manager. Generally, completes his/her duties and responsibilities on customer premise and/or project location.

Education: A.A./A.S. or equivalent (e.g. 4 years experience) in Electrical Engineering, Mechanical Engineering, Computer Science, Management Information Systems, Systems Engineering or Electrical Engineering Technology or related field.

DATABASE ADMINISTRATOR

Qualifications: Four (4) years experience in providing technical expertise and guidance in the definition, control, integrity, operations, and management of database management systems. Duties include, but are not limited to, evaluation and recommendation of products and services. Possesses detail understanding and training in applicable database administration practices and tools for the specific project and environment (e.g. MS Access™, MS SQL Server™, Oracle™, etc).

Functional Responsibility: Develops, installs, configures and maintains databases.

Education: Bachelors Degree or equivalent in Business Administration, Computer Science, or Management Information Systems.

SENIOR ENGINEER

Qualifications: Five (5) years of mechanical engineering, electrical engineering, or civil engineering.

Functional Responsibility: Executes project/program engineering efforts within his/her discipline; defines methodology and standards to be applied by the project's design and installation team within his/her discipline. Applies the applicable standards (statutory codes and industry standards) to be used the project within his/her discipline.

Education: Bachelors Degree or equivalent (e.g. 8 years experience) in Civil Engineering, Electrical Engineering or Mechanical Engineering.

SR. BUSINESS MANAGEMENT ANALYST

Qualifications: Four (6) years of applicable experience in financial management and administrative activities such as budgeting, staffing, and resource planning, and financial reporting.

Functional Responsibility: Duties include, but are not limited to, developing work breakdown structures, preparing charts, tables, graphs, and diagram to assist in analyzing resources, workflow, and project adherence to schedule.

Education: Masters Degree or equivalent Accounting, Business Administration, Computer Science, or Management Information Systems.

BUSINESS MANAGEMENT ANALYST

Qualifications: Four (4) years of applicable experience in financial management and administrative activities such as budgeting, staffing, and resource planning, and financial reporting.

Functional Responsibility: Duties include, but are not limited to, developing work breakdown structures, preparing charts, tables, graphs, and diagram to assist in analyzing resources, workflow, and project adherence to schedule.

Education: Bachelors Degree or equivalent Accounting, Business Administration, Computer Science, or Management Information Systems.

ENGINEER

Qualifications: Five (5) years of mechanical engineering electrical engineering or civil engineering.

Functional Responsibility: Executes project/program engineering efforts within his/her discipline; defines methodology and standards to be applied by the project's design and installation team within his/her discipline. Applies the applicable standards (statutory codes and industry standards) to be used the project within his/her discipline.

Education: Bachelors Degree or equivalent (e.g. 8 years experience) in Civil Engineering, Electrical Engineering or Mechanical Engineering.

PROJECT TECHNICIAN

Qualifications: At least five (5) years experience performing the duties of a mechanical or electrical technician.

Functional Responsibility: Install, repair and/or maintain systems and equipment as intended by the projects design and engineering team under the direction of a systems engineer, field engineer, or engineering task lead on projects of medium and high complexity.

Education: Suitable training and/or experience as applicable to ensure the individual is fully versed and capable of executing his/her tasks within acceptable workmanship standards and conventions comparable to an A.A. degree.

TRAINING SPECIALIST

Qualifications: At least one (1) year of experience related to professional training, technical documentation, technical curriculum development or maintenance manuals.

Functional Prepares and delivers training, training plans and training materials (e.g. course materials

Responsibility: and/or instructor guides, etc.) to users, instructors and other interested system, component, and other program/project stakeholders as applicable.

Education: B.A./B.S. or equivalent (e.g. 4 years experience) in a related or technical field.

DOCUMENTATION SPECIALIST/TECH WRITER

Qualifications: At least one (1) year of experience related to technical documentation and/or technical training documentation generation and maintenance.

Functional Responsibility: Prepares technical documentation, including but not limited to, illustrations and graphic materials (e.g. technical manuals indented parts lists, system component exploded views; maintenance procedures, etc.) for use by users, maintenance personnel, systems administration personnel, and other program/project stakeholders as applicable.

Education: B.A./B.S. or equivalent (e.g. 4 years experience) in a related or technical field.

DRAFTSMAN/CAD OPERATOR

Qualifications: Five (5) years of Computer Aided Design/Drafting experience.

Functional Responsibility: Generates project drawings and defines drawing standards and conventions such as formats. Manages the projects collaborative CAD environment. Performs drawing configuration management tasks and maintains project drawing configuration log and history.

Education: Training and certification or equivalent in Computer Aid Design tools and environments such as AutoCAD.

PROJECT ADMINISTRATOR

Qualifications: Advanced computer skills & familiarity with office automation tools such as MS Word™ and Excel™. Thorough understanding of office environments and organization. Clear abilities to manage day-to-day office operations and administration, such as tracking material procurements, data management functions or basic configuration management tasks with support from the technical staff.

Functional Responsibility: Provides assistance to enhance the management and tracking of project tasks and deliverables. Generates management reports, procurement or technical documents based on input and support from project technical & management staff.

Education: Bachelors Degree or equivalent Accounting, Business Administration, Computer Science, or Management Information Systems.

FIELD ENGINEER

Qualifications: Five (5) years of mechanical engineering, electrical engineering, civil engineering, computer science or management information systems.

Functional Responsibility: Executes project/program-engineering efforts in the field and the project's location. Coordinates cost (if applicable), schedule and technical details, under the purview of a

task leader or project manager, and with customers at customer locations. Ensures the projects installation and support methodology and standards are properly applied by the project team at the customer site. Performs project integration, installation and support activities as required to properly execute the project in a timely manner.

Education: Bachelors Degree or equivalent (e.g. 8 years experience) in Civil Engineering, Electrical Engineering, Mechanical Engineering, Computer Science, or Management Information Systems.

ELECTRICIAN

Qualifications: Five (5) years of experience and certification/licensing as a Journeyman Electrician or Master Electrician or six (6) years of applicable electrical installation experience.

Functional Responsibility: Leads electrical installation efforts in accord with the projects design drawings, the applicable regulatory standards and statues and best practice conventions. Reviews the electrical installation efforts performed by other project personnel to ensure uniform application of the regulatory standards and the projects workmanship standards and conventions.

Education: Thorough knowledge of the National Electrical Code and basic electrical installation workmanship standards/conventions and/or License as a Master Electrician.

TEST ENGINEER

Qualifications: Specialized experience shall be in the installation and testing of equipment.

Functional Responsibility: Duties to include, but are not limited to, support in installing, testing and validating operational requirements of equipment as specified by installation standards, manufacturer's guidance, and safety codes.

Education: High school graduate or equivalent plus two years experience in systems test and commissioning.

FIELD TECHNICIAN

Qualifications: At least six (6) years experience performing the duties of a mechanical or electrical technician.

Functional Responsibility: Install, repair and/or maintain systems and equipment as intended by the projects design and engineering team under the direction of a field engineer or task lead on projects of medium and high complexity. Also capable of performing troubleshooting, repairs and simple projects at customer locations without supervision.

Education: Suitable training and/or experience as applicable to ensure the individual is fully versed and capable of executing his/her tasks within acceptable workmanship standards and conventions comparable to an A.A. degree.

ENGINEERING AID

Qualifications: 4 years related technical experience in a technical discipline.

Functional Responsibility: Assists project engineering staff by performing engineering support activities such as (but not limited to) configuration management, technical illustration, and document management/version control.

Education: A.A. Degree or equivalent in Computer Science, Engineering Technology, or Management Information Systems.

Note: Four (4) years of general experience is considered equivalent to an Associate's Degree, eight (8) years of general experience is considered equivalent to a Bachelor's Degree, four (4) years of general experience + a Bachelor's Degree is equivalent to a Master's Degree, and four (4) years of general experience + a Master's Degree is equivalent to a Doctorate Degree.



6. PHYSICAL SECURITY PROFESSIONAL SERVICES HOURLY BILLING RATES

Lockheed Martin Transportation & Security Solutions offers to provide profession physical security consulting services (*SINs 246-50 & 246-52*) in the labor categories described in the previous section at the following calendar year hourly rates, within the 48 contiguous states, the District of Columbia, and Puerto Rico. The Calendar Year 2005 rates are effective through July 31, 2007. Thereafter, the hourly labor rates will be escalated based on the yearly U.S. Bureau of Labor Statistics cost indexes (i.e., DRI/McGraw-Hill).

TABLE B - PHYSICAL SECURITY HOURLY RATES SUMMARY

	LM-TSS Site	Government Site
Labor Category	2007	2007
Enterprise Architect	\$209.48	\$178.06
Engagement Manager/Principle Architect	\$209.48	\$178.06
Program Manager	\$169.38	\$143.97
Principal Security Engineer	\$169.38	\$143.97
Sr. Systems Engineer	\$128.07	\$108.86
Project Manager	\$128.07	\$108.86
Systems Engineer	\$103.28	\$87.79
Project Superintendent	\$98.12	\$83.40
Data Base Administrator	\$98.12	\$83.40
Sr. Engineer	\$103.28	\$87.79
Sr. Business Analyst	\$128.07	\$108.86
Business Analyst	\$103.28	\$87.79
Engineer	\$86.76	\$73.75
Project Technician	\$82.42	\$70.06
Training Specialist	\$82.42	\$70.06
Documentation Specialist/Tech Writer	\$82.42	\$70.06
Draftsman/CAD Operator	\$74.57	\$63.38
Project Administrator	\$74.57	\$63.38
Field Engineer	\$81.16	\$68.99
Electrician	\$78.49	\$66.72
Test Engineer	\$81.16	\$68.99
Field Technician	\$74.57	\$63.38
Engineering Aid	\$74.57	\$63.38

Footnote:

The Federal Government must commit to a 6-month period of performance and provide LM-TSS employees' office supplies and services as required for performance at a non LM-TSS location to obtain government premise rates.

7. LIST OF SERVICE AND DISTRIBUTION POINTS
(SINs 246-42(1), 246-50, & 246-52)

Services offered are to provide Federal Agencies with the requisite expertise to plan, design, implement, maintain, and document enterprise-wide physical security solutions vital to their organizational success. All engagements conducted under this contract will be managed centrally from Lockheed Martin Transportation & Security Solutions in Rockville, Maryland. Individual engagements will be staffed by the Lockheed facility servicing the location of the requesting Federal Agency. Lockheed has facilities nationwide to service the 48 contiguous states and the District of Columbia.

8. ARTS 1E PRODUCTS & PROFESSIONAL SERVICES PRICING
(SIN 246-42(1))

The Federal Aviation Administration (FAA) has established a need for surveillance information in stand alone Air Traffic Control Towers (ATCTs). These ATCTs maybe outside the coverage of Airport Surveillance Radar (ASR) and do not have access to an automation system to process and display surveillance data. These ATCTs currently operate under Visual Flight Rules (VFR).

ATS 1E, a part of the highly successful Common ARTS program that supplies terminal automation throughout the United States, is a FAA approved Computer Human Interface tool that enables end-users to efficiently implement surveillance, drug interdiction and aviation safety strategies for small airport towers. The ART 1E was developed in response to the National Transportation Safety Board's recommendation to provide traffic situation displays to small airport towers and mobile surveillance stations. It uses standard FAA/DoD certified ARTS system software and hardware to provide small airports and mobile surveillance systems, for the first time, with radar tracking capability, critical intrusion detection functions such as conflict alert and minimum altitude/longitude warning and a full range of functionality to ensure air safety. The system works by interpreting direct feeds from remote sensors and relaying the information on situational displays.

ARTS 1E PRODUCTS	Unit Price
ARTS 1E (SATDS) System	\$100,420
ARTS 1E Monitors	\$12,261
ARTS 1E Ceiling Articulating Arms	\$2,705
ARTS 1E Desk Articulating Arms	\$431
ARTS 1E Desk Swivel Mount	\$46
ARTS 1E Spares Kits	\$28,806
ARTS 1E Site Installation	\$21,195
ARTS 1E AF Training Conduct	\$18,471

9. ENHANCEMENT, INTEGRATION, AND PREPARATION PRODUCTS **(SIN 246-42(1))**

The enhancement, integration, and preparation products consist of various sundry items that Lockheed Martin Transportation & Security Solutions can integrate into our total solutions for authorized schedule users. Each product group has a \$10,000 ceiling limit and may be only offered in conjunction with other products and services contained in this pricelist.

HARDWARE ENHANCEMENT PRODUCTS (HEP)

Equipment and services intended to augment the functionality or capabilities of physical security systems in order to enable increased user benefits. Deliverables provided under this CLIN shall be related to specialty hardware goods, such as, but not limited to:

- a.) Field Based Equipment: sensors, peripherals, initiating devices, door fit-out mechanisms, data gathering panels or components, readers for varied tokens or credential types of technologies including biometrics.
- b.) Control Equipment: additions to high-end computers, man-machine interface devices and items designed to improve data processing capacity, speed and throughput.

SOFTWARE ENHANCEMENT PRODUCTS (SEP)

Equipment and services intended to augment the functionality or capabilities of physical security systems in order to enable increased user benefits. Deliverables provided under this CLIN shall be related to specialty software and firmware, such as, but not limited to:

Software and Firmware Modules that increase systems versatility with regard to capacities, speed, annunciation, flexibility, communications, "Applications" affability, database compliance and performance, remote or on-site diagnostics, software support and training.

ON-SITE PREPARATION PRODUCTS (OPP)

Equipment and services intended to augment the functionality or capabilities of physical security systems in order to enable increased user benefits. Deliverables provided under this CLIN shall be related to specialty and commodity items such as, but not limited to:

- a.) Consumables: test and calibration equipment, assessment tools, and plans/drawing tools.
- b.) Infrastructure Requirements: communications paths, fiber optics, and backbone topology.
- c.) Site-Prep Materials: cabling, core drilling, conduit, patching materials, and trenching.

INSTALLATION ENHANCEMENT PRODUCTS (IEP)

Equipment and services intended to augment the functionality or capabilities of physical security systems in order to enable increased user benefits. Deliverables provided under this CLIN shall be related to specialty and commodity items such as, but not limited to:

- a.) Miscellaneous Enablers: connectors, wiring, junction boxes, receptacles, resistors, surge protection, power supplies, transformers, transceivers batteries, installation tools, provisions for disaster recovery, system hardening, redundancy/back-up, and post installation documentation.
- b.) Architectural Requirements: provisions to allow for fit / finish continuity and cosmetic consistency, based on end-user desires and criteria as set by specifiers responsible for overall look and feel of interior/exterior space.
- c.) Environmental Requirements: provisions to ensure systems performance and mitigate failures by meeting environmental conditions with appropriate measures, systems architectures and equipment selection based on ambient criteria.

SYSTEM INTEGRATION PRODUCTS (SIP)

Equipment and services intended to augment the functionality or capabilities of physical security systems in order to enable increased user benefits. Deliverables provided under this CLIN shall be related to specialty and commodity items, such as, but not limited to:

Hardware and software, either stand-alone or in combination, that allow the interfacing or integration of disparate, discrete technologies or functionalities. Discrete technologies or functionality includes networking, electronic access control, computer aided dispatch, closed circuit video surveillance, video or data transmission and storage, wireless paging and annunciation, notification and alarm presentation, imaging and badging, and intrusion detection including perimeter intrusion detection.

10. PHYSICAL SECURITY PRODUCTS **(SIN 246-42(1))**

Lockheed Martin Transportation & Security Solutions offers a complete line of physical security products. A detail description of the Original Equipment Manufacturers (OEM) products can be found in their corporate catalogs, website, or authorized manufacturers representatives product guides. Lockheed Martin Transportation & Security Solutions is an authorized dealer and/or supplier of the following companies physical security products:

- Broadware, Inc.
- DAQ Electronics Corporation
- Hirsh Electronics Corporation
- Integrated Security Corporation
- Lenel Electronics Inc.
- Loronix Inc. (Verint)
- Pelco
- Proximex Corporation
- Radionics Division, Detection Systems Inc.
- Secure Portal Systems Inc.
- Senstar-Stellar
- SightLogix Inc.
- Ultrak Inc.
- Vindicator Technologies, Inc.
- RSA Protective Technologies, Inc.

Note: Please contact us for details on the content and pricing of our physical security products.



11. BIOMETRIC PRODUCTS
(SIN 246-42(1))

MFR Part #	Product Description	UOM	Price	Country of Origin	Warranty
FP0001	Desktop live scan system, applicant: Ten-print Livescan Device, Hard shell shipping and carrying case, Applicant software package, Rolled and flat fingerprint capture, Generation of EFTS compliant records, Transmission via SMTP email, Archive to CDRW, Report generation, Pentium III desktop PC.	EA	\$29,715.60	US	3 years OEM warranty on PC, with on site support; 1 year OEM warranty on Livescan and printer, return to manufacturer
FP0002	Desktop EFCS Maintenance: Annual maintenance & support for month 1 forward (Includes Help Desk, SW upgrades, and extension of the Livescan OEM warranty for 2 additional years)	ANNUAL	\$6,145.92	US	Warranty not applicable
FP0003	Portable live scan system: Ten-print Livescan Device, Hard shell shipping and carrying case, Applicant software package, Rolled and flat fingerprint capture, Generation of EFTS compliant records, Transmission via SMTP email, Archive to CDRW, Report generation, Pentium III Laptop PC.	EA	\$32,392.80	US	3 years OEM warranty on PC, with on site support; 1 year OEM warranty on Livescan and printer, return to manufacturer
FP0004	Laptop EFCS Maintenance: Annual maintenance & support for month 1 forward (Includes Help Desk, SW upgrades, and extension of the Livescan OEM warranty for 2 additional years)	ANNUAL	\$6,145.92	US	Warranty not applicable
FP0005	EFCS Training (Desktop or Laptop): Set-up & training	EA	\$4,601.52	US	Warranty not applicable
FP0006	Criminal software package upgrade: Upgrades the EFCS-2100 to allow acquisition of criminal fingerprint cards.	EA	\$1,118.04	US	Warranty not applicable
FP0007	Applicant fingerprint card printer: 1200 dpi applicant fingerprint card printer for EFCS-2100D	EA	\$3,645.84	US	1 Year, return to factory/depot
FP0007 a	Applicant fingerprint card printer - SW only: Software for a 1200 dpi applicant fingerprint card printer for EFCS-2100D	EA	\$660.00	US	Warranty not applicable



FP0008	Criminal fingerprint card printer: 1200 dpi, full duplex criminal fingerprint card printer for EFCS-2100D	EA	\$4,106.52	US	1 Year, return to factory/depot
FP0008 a	Criminal fingerprint card printer: SW only: Software for a 1200 dpi, full duplex criminal fingerprint card printer for EFCS-2100D	EA	\$660.00	US	Warranty not applicable
FP0009	Digital photo upgrade: Upgrades the EFCS-2100 to allow capture of high resolution digital images for mug shot or civil applications	EA	\$6,600.00	US	1 year parts and labor
FP0010	Signature capture upgrade: Upgrades the EFCS-2100 to allow capture of digital written signature.	EA	\$1,028.28	US	1 year parts and labor
FP0011	Desktop stand - Civil: Desktop stand to mount the EFCS-2100D for Civil Applications	EA	\$699.60	US	Warranty not applicable
FP0012	Desktop stand - Law: Desktop stand to mount the EFCS-2100D for Law Enforcement	EA	\$5,280.00	US	Warranty not applicable
FP0013	Deluxe Printer stand: Deluxe stand for either the applicant or criminal printer	EA	\$769.56	US	Warranty not applicable
FP0014	Consumables Kit	EA	\$275.88	US	Warranty not applicable
FP0015	Fingerprint Image Server: High end Pentium III server, Store and forward software package, 32 Gbyte internal disk, 144 Gbyte RAID, 21-in. color monitor, 1200 dpi network applicant card, printer, Freight (CONUS)	EA	\$87,273.12	US	3 years, on-site
FP0016	Desktop card scan system, applicant: Ten-print Card Scanning Device, Applicant software package, Generation of EFTS compliant records, Transmission via SMTP email, Archive to CDRW, Report generation, Pentium III desktop PC.	EA	\$15,279.00	US	3 years OEM warranty on PC, with on site support; 1 year OEM warranty on cardscan and printer, return to manufacturer
FP0017	Desktop EFCS-Card Scan System Maintenance: Annual maintenance & support for month 1 forward (Includes Help Desk, SW upgrades, and extension of the Card Scanner & Printer OEM warranty for 2 additional years)	ANNUAL	\$4,973.76	US	Warranty not applicable



FP0018	Portable card scan system: Ten-print Card Scanning Device, Applicant software package, Generation of EFTS compliant records, Transmission via SMTP email, Achieve to CDRW, Report generation, Pentium III Laptop PC	EA	\$17,955.96	US	3 years OEM warranty on PC, with on site support; 1 year OEM warranty on cardscan and printer, return to manufacturer
FP0019	Laptop EFCS-Card Scan System Maintenance: Annual maintenance & support for month 1 forward (Includes Help Desk, SW upgrades, and extension of the Card Scanner & Printer OEM warranty for 2 additional years)	ANNUAL	\$4,973.76	US	Warranty not applicable
FP0020	Laptop EFCS-Card Scan System Maintenance: Annual maintenance & support for month 1 forward (Includes Help Desk, SW upgrades, and extension of the Card Scanner & Printer OEM warranty for 2 additional years)	EA	\$4,973.76	US	3 year OEM warranty on cardscan, return to manufacturer
FP0021	Card Scan System add-on Option: Adds a Card Scanning option to the Live Scan system (available for both desktop & laptop versions). Purchase of the desktop or laptop live scan system is required for this option	EA	\$2,237.40	US	Software maintenance purchased separately
FP0022	EFCS software-only license	EA	\$19,800.00	US	Warranty not applicable
FP0023	EFCS software-only license - annual maintenance (Includes Help Desk and SW upgrades)	ANNUAL	\$2,970.00	US	Warranty not applicable
FP0024	BioUnique™ Enrollment Capture Application (BECA™)	EA	44,906	US	Manufacturer's (OEM) warranties on all components that comprise the Equipment as listed and described on the BECA Manual. The coverage and length of the original warranty varies by Manufacturer and are recorded on the manual.

12. LABOR CATEGORIES FOR EMERGENCY PREPAREDNESS AND FIRST RESPONDER SERVICES **(SIN 426-4F)**

TECHNICAL POSITIONS

Oversees and manages the operational aspects of ongoing projects and serves as liaison between project management and planning, project team, and line management. Reviews status of projects and budgets; manages schedules and prepares status reports. Assesses project issues and develops resolutions to meet productivity, quality, and client-satisfaction goals and objectives. Develops mechanisms for monitoring project progress and for intervention and problem solving with project managers, line managers, and clients. Professional experience is focused on crisis/emergency preparedness, response, and recovery, or related disciplines.

Works with the customer's staff and other contractor staff to develop timelines and project plans, coordinates and clarifies requirements and needs across the major stakeholders, ensures reports are in line with policy procedures and regulations, reviews documentation and facilitate their sign off with stakeholders, provides input into the development of processes and procedures to drive system development efforts, develops communications / marketing materials to showcase the use of the system, develops and gives presentations and briefings to internal and external stakeholders and assists in strategic and/or operational planning efforts.

TECHNICAL DIRECTOR

Serves as acknowledged subject matter expert in the field. Prime external spokesperson for the industry on highly significant matters relating to both policy and technical matters.

Education/Experience: Masters degree in an engineering/ technical discipline from an accredited college in a related discipline, or equivalent experience/combined education, with 25 years or more of professional experience, or 20 years of professional experience with a related PhD or JD; or 12 years of professional experience with a MD. *Viewed as an industry authority.*

TECHNICAL MANAGER

Serves as top consultant to top management concerning new or projected areas of technical research and advancements. Prime external spokesperson for the company on highly significant matters relating to research, engineering matters, programs, and technical capabilities.

Education/Experience: Bachelors degree in an engineering/ technical discipline from an accredited college in a related discipline, or equivalent experience/combined education, with 20 years or more of professional experience; or 18 years of professional experience with a related Masters degree; or 15 years of professional experience with a related PhD or JD; or 9 years of professional experience with a MD. *Viewed as the most senior authority in discipline.*

TECHNICAL SENIOR STAFF

Serves as organization spokesperson on advanced projects and/or programs. Acts as advisor to management and customers on advanced technical research studies and applications.

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 14 years or more of professional experience; or 12 years of professional experience with a related Masters degree; or 9 years of professional

experience with a related PhD or JD; or 4 years of professional experience with a MD.
Considered an expert, authority in discipline.

TECHNICAL STAFF

Represents the organization as the prime technical contact on contracts and projects. Interacts with senior external personnel on significant technical matters often requiring coordination between organizations.

Education/experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 9 years of professional experience; or 7 years of professional experience with a related Masters degree; or 4 years of professional experience required with a related PhD or JD; or no experience required with a MD. Considered an emerging authority.

TECHNICAL SENIOR

Frequent inter-organizational and outside customer contacts. Represents the organization in providing solutions to difficult technical issues associated with specific projects.

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 5 years of professional experience; or 3 years of professional experience with a related Masters degree; or no experience required with a related PhD or JD. Considered career, or journey, level.

TECHNICAL ASSOCIATE

Primarily internal company contacts. Infrequent inter-organizational and outside customer contacts on routine matters

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 2 years of professional experience; or no experience required with a related Masters degree. Considered experienced, but still a learner.

NON-TECHNICAL POSITIONS

Delivers instruction to customer personnel utilizing lecture, courseware and training media. Operates systems and serve as role players for exercises. Provides subject matter expertise for lesson and course development, maintenance and upgrade. Maintains familiarity with applicable instructions and ensure accuracy of lesson content. Supports engineering and maintenance functions during test, evaluation and operations and/or provides financial and contractual administration. May perform clerical work incidental to operations. Takes corrective action according to supervisor instructions.

NON-TECHNICAL DIRECTOR

Serves as acknowledged expert in field of discipline. Prime spokesperson for the industry on highly significant matters relating to both policy and technical matters.

Education/Experience: Masters degree in an engineering/ technical discipline from an accredited college in a related discipline, or equivalent experience/combined education, with 20 years or more of professional experience, or 15 years of professional experience with a related PhD. Viewed as an industry authority in discipline.

NON-TECHNICAL SENIOR STAFF

Serves as consultant to management and special external spokesperson for the organization on major matters pertaining to its policies, plans, and objectives.

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 15 years or more of professional experience; or 13 years of professional experience with a related Masters degree. *Considered an expert, authority in discipline.*

NON-TECHNICAL STAFF

Represents organization as a prime contact on contracts or projects. Interacts with senior internal and external personnel on significant matters often requiring coordination between organizations.

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 10 years of professional experience; or 8 years of professional experience with a related Masters degree. *Considered an emerging authority.*

NON-TECHNICAL SENIOR

Frequent internal company and external contacts. Represents organization on specific projects, teams.

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 6 years of professional experience; or 4 years of professional experience with a related Masters degree. *Considered career, or journey, level.*

NON-TECHNICAL ASSOCIATE

Contacts are primarily with immediate supervisor, and other personnel in the section or group.

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 3 years of professional experience; or 1 year of professional experience with a related Masters degree. *Considered experienced, but still a learner.*

13. EMERGENCY PREPAREDNESS AND FIRST RESPONDER HOURLY BILLING RATES
(SIN 426-4F)

Lockheed Martin Transportation & Security Solutions offers to provide Emergency Preparedness and First Responder Equipment, Training and Services in the labor categories described in the previous section at the following calendar year hourly rates, within the 48 contiguous states, the District of Columbia, and Puerto Rico. The Calendar Year 2007 rates are effective through December 31, 2007. Thereafter, the hourly labor rates will be escalated based on the yearly U.S. Bureau of Labor Statistics cost indexes (i.e., DRI/McGraw-Hill).

TABLE C - EMERGENCY PREPAREDNESS AND FIRST RESPONDER HOURLY RATES SUMMARY

Labor Category	LM-TSS Hourly Rate 2007
Tech Director	\$296.11
Tech Manager	\$247.32
Tech- Sr. Staff	\$204.68
Tech- Staff	\$166.60
Tech- Senior	\$133.90
Tech- Associate	\$103.34
Non Tech- Dir/Manger	\$212.47
Non Tech- Sr. Staff	\$177.71
Non Tech- Staff	\$142.12
Non Tech- Senior	\$113.06
Non Tech- Associate	\$87.36

Footnote:

The Federal Government must commit to a 6-month period of performance and provide LM-TSS employees' office supplies and services as required for performance at a non LM-TSS location to obtain government premise rates.



14. BEST VALUE BLANKET PURCHASE AGREEMENT (BPA)

**BEST VALUE
BLANKET PURCHASE AGREEMENT
FEDERAL SUPPLY SCHEDULE**

(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act (Agency) and (Contractor) enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract(s) _____.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The end result is to create a purchasing mechanism for the Government that works better and costs less.

Signatures

Agency

Date

Contractor

Date



BPA NUMBER _____

BLANKET PURCHASE AGREEMENT
(Customer Name)

Pursuant to GSA Federal Supply Schedule Contract Number(s) _____, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (Ordering Agency):

(1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

MODEL NUMBER/PART NUMBER	*SPECIAL BPA DISCOUNT/PRICE
_____	_____
_____	_____
_____	_____

(2) Delivery:

DESTINATION	DELIVERY SCHEDULES / DATES
_____	_____
_____	_____
_____	_____

(3) The Government estimates, but does not guarantee, that the volume of purchases through this agreement will be _____.

(4) This BPA does not obligate any funds.

(5) This BPA expires on _____ or at the end of the contract period, whichever is earlier.

(6) The following office(s) is hereby authorized to place orders under this BPA:

OFFICE	POINT OF CONTACT
_____	_____
_____	_____
_____	_____

(7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

(8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

- (a) Name of Contractor;
- (b) Contract Number;
- (c) BPA Number;
- (d) Model Number or National Stock Number (NSN);
- (e) Purchase Order Number;
- (f) Date of Purchase;

-
- (g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
- (h) Date of Shipment.
- (9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.
- (10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.



15. APPENDIX A: BROADWARE PRODUCTS

OEM	OEM Part #	Product Description	LMTSS GSA Price
	Broadware System Components		
	BroadWare Encoding Server (Use BES Configurator)		
	Chassis, Storage (Internal), Processors, Memory, Communications Options		
	BES-3U	BES Server. 3U Chassis, 1 Processor, 12 bays; Includes 16 ch Encoder Card	\$13,990.01
	BES-IO	Input/Output Connector for BES server, with 8 Inputs (TTL) & 1-PTZ (RS485), includes PCB and connection cables.	\$237.45
	BES-2IO	Dual Input/Output Connections for BES servers, includes connections for 16 Inputs (TTL) & 2-PTZ (RS485)	\$474.90
	BES-200GB-S	200GB Hard Disk Drive for BES server (SATA)	\$224.47
	BES-400GB-S	400GB Hard Disk Drive for BES server (SATA)	\$461.92
	BES-500GB-S	500GB Hard Disk Drive for BES server (SATA)	\$647.47
	BES-750GB-S	750GB Hard Disk Drive for BES server (SATA)	\$883.62
	BES-FC	Single Fibre Channel Controller for BES Server	\$2,456.23
	BES-2FC	Dual Fibre Channel Controller for BES Server	\$4,812.55
	BES-SCSI	SCSI Controller Card for a BES Server	\$796.69
	BES-ENC-8CH	Encoding Channels (incl cost of encoder & SW license)	\$4,005.49
	BES-ENC-16CH	Encoding Channels (incl cost of encoder & SW license)	\$4,726.92
	BES-IP-SW-1CH	Additional Software license to support each IP camera connected to BES	\$214.09
	BES-BAS-ADD	Add BAS Software to a BES server	\$5,352.33
	BES-BCS-ADD	Add BCS Software to a BES server	\$2,640.48
	BroadWare Media Server (Use BMS Configurator)		
	Chassis, Storage (Internal), Processors, Memory, Communications Options		
	BMS-1U	BMS Server. 1U Chassis, 1 Processor, 3 bays	\$4,253.32
	BMS-2U	BMS Server. 2U Chassis, 1 Processor, 6 bays	\$7,392.05
	BMS-3U	BMS Server. 3U Chassis, 1 Processor, 12 bays	\$9,898.89
	BMS-4U	BMS Server. 4U Chassis, 1 Processor, 16 bays	\$12,313.60
	BMS-5U	BMS Server. 5U Chassis, 1 Processors, 24 Bays	\$16,494.25
	BMS-2P	Add Second Processor to a BroadWare server	\$716.24
	BMS-200GB-S	200GB Hard Disk Drive for BMS server (SATA)	\$224.47
	BMS-400GB-S	400GB Hard Disk Drive for BMS server (SATA)	\$461.92
	BMS-500GB-S	500GB Hard Disk Drive for BMS server (SATA)	\$647.47
	BMS-750GB-S	750GB Hard Disk Drive for BMS server (SATA)	\$883.62
	BMS-FC	Single Fibre Channel Controller for BMS Server	\$2,456.23
	BMS-2FC	Dual Fibre Channel Controller for BMS Server	\$4,812.55
	BMS-SCSI	SCSI Controller Card for a BMS Server	\$796.69
	BMS-BASE-SW	Media Server Software Only. Purchase Channels Separately	\$2,140.93
	BMS-SW-1CH-1	Channel License for Media Servers (1-100 Channels; Single Purchase)	\$232.26
	BMS-SW-1CH-2	Channel License for Media Servers (101-200 Channels; Single Purchase)	\$160.89
	BMS-SW-1CH-3	Channel License for Media Servers (201-500 Channels; Single Purchase)	\$142.73
	BMS-SW-1CH-4	Channel License for Media Servers (Over 500 Channels; Single Purchase)	\$124.56
	BMS-BAS-ADD	Add BAS Software to a BMS server	\$5,352.33
	BMS-BCS-ADD	Add BCS Software to a BMS server	\$2,640.48
	BMS Site	Site License for BMS	Call For Price



BroadWare Remote Clip Storage Server			
	RCS-1U-1500R	BroadWare Remote Clip Storage Server with 1.5TB of storage space. Includes a 1 U i P rackmount server with internal storage of (3) 500GB drives.	\$9,596.56
	RCS-1U2P-1500R	BroadWare Remote Clip Storage Server with 1.5TB of storage space. Includes a 1 U2P rackmount server with internal storage of (3) 500GB drives.	\$11,077.05
	RCS-2U2P-3000R	BroadWare Remote Clip Storage Server with 3.0TB of storage space. Includes a 2U2P rackmount server with 3.0TB internal storage in (6) 500GB drives.	\$13,738.29
	RCS-2U2P-4000R	BroadWare Remote Clip Storage Server with 4.0TB of storage space. Includes a 2U2P rackmount server with 4.0 TB internal storage in (8) 500GB drives	\$17,663.33
	RCS-3U2P-5000R	BroadWare Remote Clip Storage Server with 5.0TB of storage space. Includes Type 9 (higher capacity) rackmount server with internal storage of (10) 500GB drives and support for RAID 0/1/5	\$21,231.55
	RCS-3U2P-6000R	BroadWare Remote Clip Storage Server with 6.0TB of storage space. Includes Type 10 (higher capacity) rackmount server with internal storage of (12) 500GB drives and support for RAID 0/1/5	\$23,729.30
	RCS-4U2P-8000R	BroadWare Remote Clip Storage Server with 8.0 TB of storage space. Includes Type ii (higher capacity) rackmount server with internal storage of (16) 500GB drives and support for RAID 0/1/5	\$31,936.21
	RCS-SU2P-10000R	BroadWare Remote Clip Storage Server with 10TB of storage space. Includes Type 12 (higher capacity) rackmount server with internal storage of (20) 500GB drives and support for RAID 0/1/5	\$36,218.07
	RCS-SU2P-12000R	BroadWare Remote Clip Storage Server with 12TB of storage space. Includes Type 12 (higher capacity) rackmount server with internal storage of (24) 500GB drives and support for RAID 0/i/S	\$39,786.29
	BMT	BroadWare Media Transcoder software for 10 video streams. Includes Client software for unlimited use on Windows Mobile PDAs. Includes rack mount server.	\$12,131.94
	BMT-SW	BroadWare Media Transcoder software for 10 video streams. Includes Client software for unlimited use on Windows Mobile PDAs	\$10,205.11
	BMT-client-SW	BroadWare Media Transcoder client software for Windows Mobile PDAs.	\$0.00
OEM	OEM Part #	Product Description	LMTSS GSA Price
	BCS	BroadWare Command Server with license for 1 client (external video display).	\$ 4,638.68
	BCS-SW	BroadWare Command Server (Software Only) with license for 1 external video	\$ 3,533.19
	BCS-client license	BroadWare Command Server license for EACH additional client (external video	\$ 356.82
	BCS-client	Broad Ware Command Server client workstation. Includes 1 BCS-Client software	\$ 2,783.21
	BCS-client-SW	BroadWare Command Server (Software Only) client for Windows.	\$ -
BroadWare Application Server			
	BAS	Broad Ware Application Server. Includes rack mount server & MySQL license	\$ 8,385.96
	BAS-SW	BroadWare Application Server software	\$ 6,494.16
	Other Items		\$ -
	MPEG 2	Additional BroadWare Media Server 10 license pak for MPEG-2 support.	\$ 460.62
	MPEG 4	Additional BroadWare Media Server 10 license pak for MPEG-4 support.	\$ 460.62
BroadWare Hardware Platforms & Storage			
External Storage - (Use BSS Con figurator - for storage requirements not covered below, Call for Price)			
	BSS-F	BSS-F Series Storage (3U, 14 drives -3, 8, 14 drive configurations)	\$ 12,464.11
	BSS-D	BSS-D Series Storage (4U, 42 drives -28,42 drive configurations)	\$ 22,413.60
	BSS-400GB-S	400GB Hard Disk Drive for BSS Storage Arrays (SATA)	\$ 570.91
	BSS-500GB-S	500 GB Hard Disk Drive for BSS Storage Arrays (SATA)	\$ 726.62
	BSS-750GB-S	750 GB Hard Disk Drive for BSS Storage Arrays (SATA)	\$ 1,304.02
	BSS-3U-2FC	Second Fiber Channel for 3U Chassis	\$ 6,569.41
	BSS-4U-2FC	Second Fiber Channel for 4U Chassis	\$ 10,778.62
	BSS-SCSI	Add SCSI interface to 3U or 4U BSS chassis	\$ 621.52