



Protection Strategies Incorporated
9717 Cogdill Road, Suite 101
Knoxville, TN 37932
Tel: 865.294.5101
Fax: 865.342.7221

**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!*®, a menu-driven database system. The INTERNET address *GSA Advantage!*® is: GSAAdvantage.gov

SCHEDULE TITLE:

Schedule Title: Protection and Security
Federal Supply Group: MAS

CONTRACT NUMBER: GS-07F-0442N

**CONTRACT PERIOD: April 9, 2018 – April 8, 2023 BUSINESS SIZE: Small,
Disadvantaged, Veteran Owned, Service-Disabled**

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

CONTRACTOR: [Protection Strategies Incorporated](http://www.protectionsi.com)

9717 Cogdill Road, Suite 101
Knoxville, TN 37932
Ph: (865) 294-5101
Fax: (865) 342-7221
Website: www.protectionsi.com



Pricelist current through Modification PS-0052, dated November 17, 2020



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CONTRACTOR'S ADMINISTRATION SOURCE:

Wendi McLean
9717 Cogdill Road, Suite 101
Knoxville, TN 37932
Ph: (865) 294-5101
Fax: (865) 342-7221
Email: wmclean@protectionsi.com

Customer Information

1a. AWARDED SPECIAL ITEM NUMBERS (SINs):

- 334512 Total Solution Support Products for Facilities Management Systems
- 541330L Security System Integration, Design, Management, and Life Cycle Support
- 561612 Protective Service Occupations OLM Order Level Materials

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

(Government net price based on a unit of one)

<u>SIN</u>	<u>MODEL/SERVICE</u>	<u>PRICE</u>
All	Data Entry Clerk	\$33.17/hour

1c. HOURLY RATES: See Approved Price List.

2. MAXIMUM ORDER GUIDELINE: \$250,000 for a total order of \$250,000. If the best value selection places your order over the Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may: 1) Offer a new lower price, 2) Offer the lowest price available under the contract, or 3) Decline the order within five (5) days. In accordance with the Maximum Order provisions contained in the Schedule, a delivery order may be placed against the Schedule contract even though it exceeds the maximum order.



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3. **MINIMUM ORDER LIMITATION:** \$100.00
4. **GEOGRAPHIC COVERAGE:** Domestic, 50 United States and Washington, D.C., Puerto Rico and U.S. Territories.
5. **PRODUCTION POINT:** Not Applicable Due to Services.
6. **DISCOUNT FROM LIST PRICES OR STATEMENT OF NET PRICE:**
Government net prices (discounts already deducted).
7. **QUANTITY DISCOUNTS:** None Offered.
8. **PROMPT PAYMENT TERMS:** Net 30 Days. Information for Ordering Offices:
Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions
- 9a. **GOVERNMENT PURCHASE CARDS ARE ACCEPTED AT OR BELOW THE MICRO-PURCHASE THRESHOLD**
- 9b. **GOVERNMENT PURCHASE CARDS ARE NOT ACCEPTED ABOVE THE MICRO-PURCHASE THRESHOLD:**
10. **FOREIGN ITEMS:** None
- 11a. **TIME OF DELIVERY:** Specific on the Task Order
- 11b. **EXPEDITED DELIVERY:** Consult with Contractor
- 11c. **OVERNIGHT DELIVERY:** Consult with Contractor
- 11d. **URGENT REQUIREMENTS:** Consult with Contractor
12. **FOB POINT:** Not Applicable Due to Services
- 13a. **ORDERING ADDRESS:** Protection Strategies Incorporated, 9717 Cogdill Road, Suite 101, Knoxville, TN 37932



- 13b. **ORDERING PROCEDURES:** 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:** Protection Strategies Incorporated, 9717 Cogdill Road, Suite 101, Knoxville, TN 37932
15. **WARRANTY PROVISIONS:** Contractor's Standard Commercial Warranty
16. **EXPORT PACKING CHARGES:** N/A
17. **TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:** Consult with Contractor
18. **TERMS AND CONDITIONS OF RENTAL:** N/A
19. **TERMS AND CONDITIONS OF INSTALLATION:** N/A
20. **TERMS AND CONDITIONS OF REPAIR PARTS:** N/A
- 20a. **TERMS AND CONDITIONS FOR ANY OTHER SERVICES:** N/A
21. **LIST OF SERVICE AND DISTRIBUTION POINTS:** N/A
22. **LIST OF PARTICIPATING DEALERS:** N/A
23. **PREVENTATIVE MAINTENANCE:** N/A
- 24a. **SPECIAL ATTRIBUTES:** N/A
- 24b. **SECTION 508:** N/A
25. **DATA UNIVERSAL NUMBER SYSTEM (DUNS) NUMBER:** 04-0773264
26. **NOTIFICATION REGARDING REGISTRATION IN sam.gov DATABASE:** Registered.



GSA Multiple Award Schedule Pricing

Labor Category	Government Hourly Rate	Government Daily Rate
Program Manager	\$ 170.07	\$ 1,360.56
Project Manager	\$ 141.74	\$ 1,133.92
Task Manager	\$ 102.04	\$ 816.32
Risk Management Analyst	\$ 165.98	\$ 1,327.84
Functional Analyst	\$ 82.75	\$ 662.00
Senior Management Analyst	\$ 136.05	\$ 1,088.40
Senior Security Specialist	\$ 139.68	\$ 1,117.44
Security Specialist II	\$ 106.01	\$ 848.08
Security Specialist I	\$ 68.60	\$ 548.80
Principal Engineer	\$ 124.73	\$ 997.84
Engineer	\$ 96.37	\$ 770.96
Senior Training Specialist	\$ 90.71	\$ 725.68
Training Specialist	\$ 73.69	\$ 589.52
Technical Writer/Editor	\$ 51.02	\$ 408.16
Administrative Support	\$ 41.95	\$ 335.60
Data Entry Clerk	\$ 33.17	\$ 265.36

PROGRAM MANAGER

Duties. The Program Manager serves as the contractor's contract manager, and shall be the contractor's authorized interface with the Government Contracting Officer (CO), the Contracting Officer's Representative (COR), government management personnel and customer agency representatives. The Program Manager shall be capable of negotiating



and making binding decisions for the company. He/she is responsible for formulating and enforcing work standards, assigning contractor schedules, reviewing work discrepancies, supervising contractor personnel and communicating policies, purposes, and goals of the organization to subordinates. The Program Manager schedules and allocates work; provides advice, guidance, and training to subordinates; and recommends/determines personnel actions. She/he is responsible for project planning execution, and performance, and for the overall contract performance. The Program Manager manages substantial program/technical support operations involving multiple project/task orders and personnel at diverse locations. The Program manager organizes, directs, and coordinates planning and execution of all program/technical support activities. The Program Manager shall have demonstrated technical expertise and communications skills to be able to interface with all levels of management. He/she establishes and alters (as necessary) management structure to effectively direct program/technical support activities. The Program Manager meets and confers with Government management officials regarding the status of specific Contractor program/technical activities and problems, issues or conflicts regarding resolution.

Qualifications and Education. The Program Manager shall have a Bachelor's Degree in Engineering, Business, or other related discipline. This position requires a minimum of fifteen years experience, of which at least eight years must be specialized. Specialized experience includes: complete project development from inception to deployment, proven expertise in the management and control of funds and resources, demonstrated capability in managing multi-task contracts of this type and complexity. General experience includes increasing responsibilities in business management, security systems design and integration. With 20 years of experience a Bachelor's degree is not required. The Program Manager shall have a demonstrated ability to manage large-scale design, development, testing, implementation, operations, and maintenance efforts encompassing a large staff including specialty and line managers, senior technical personnel, clerical staff, and



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operators. The individual assigned to this position shall possess knowledge of the use of contemporary project management tools and shall have command of the core principles of effective management, including effective delegation, ownership, responsibility development, and tracking.

PROJECT MANAGER

Duties. The Project Manager serves on a large, complex task order (or a group of task orders affecting the same common/standard system) and shall assist the Program Manager in working with the Government Contracting Officer (CO), the contract-level Contracting Officer's Representative (COR), the task order level COR(s), government management personnel and customer agency representatives. Under the guidance of the Program Manager, the Project Manager is responsible for the overall management of the specific task order(s) and insuring that the services, solutions and schedules in the task order are implemented in a timely manner. The Project Manager performs enterprise wide horizontal planning and interfaces to other functional systems. He/she directs the completion of tasks within estimated timeframes and budget constraints. The Project Manager schedules and assigns duties to subordinates and subcontractors and ensures assignments are completed as directed. The Project Manager enforces work standards and reviews/resolves work discrepancies to ensure compliance with contract requirements. He/she reports in writing and orally to contractor management and Government representatives. The Project Manager provides competent leadership and responsible program direction through successful performance of a variety of detailed, diverse elements of project transitioning. He/she plans and directs business/process improvements and project management implementation. The Project Manager manages a diverse group of functional activities, subordinate groups of technical and administrative personnel. The Project Manager provides business, technical, and personnel



management across multiple projects, such as emergency planning, risk management, engineering studies, and systems development.

Qualifications and Education. The Project Manager possesses a Bachelor's degree in Engineering, Business, or other related scientific or technical discipline. This position requires a minimum of twelve years of specialized experience. Experience includes increasing responsibilities in business and security design and management.

1. With a Master's Degree (in the fields described above); ten years of experience.
2. With a Ph.D. (in the fields described above) eight years of experience.
3. With fifteen years experience, a degree is not required.

TASK MANAGER

Duties. The Task Manager directs all financial management and administrative activities for consulting services, such as budgeting, manpower and resource planning, and financial reporting. The Task Manager performs complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues which would require a report and recommends solutions. He/she develops work breakdown structures, prepares charts, tables, graphs, and diagrams to assist in analyzing problems. The Task Manager provides daily supervision and direction to staff. The Task Manager defines and directs technical specifications and tasks to be performed by team members, and defines target dates of tasks and subtasks. The Task Manager provides guidance and assistance in coordinating output and ensuring the technical adequacy of the end product.

Qualifications and Education. The Task Manager must have a Bachelor's Degree in Computer Science, Information Systems, Engineering, Business, Accounting, or other related scientific or technical discipline. The Task Manager must have a minimum of 6 years of professional work experience that provides the required knowledge and skill set. He/she must have the ability to work with Government contracts personnel. With a



Master's Degree (in the fields described above), four years of general experience is required, of which at least two years must be specialized experience. With ten years of general experience, at least eight years is specialized experience is required, and a degree is not required. Specialized experience includes: preparation and analysis of financial statements, development of complex project schedules and similar activities. General experience includes increasing responsibilities in general accounting or management activities. Must demonstrate the ability to work independently or under only general direction.

RISK MANAGEMENT ANALYST

Duties. The Risk Management Analyst analyzes user needs to determine functional and cross-functional requirements. He/she performs functional allocation to identify required tasks and their interrelationships. The Risk Management Analyst identifies resources required for each task, and provides daily supervision and direction to support staff. The Risk Management Analyst possesses requisite knowledge and expertise so recognized that the Government is able to qualify the individual as an expert in the field for an actual task order. He/she demonstrates exceptional oral and written communications skills.

Qualifications and Education. The Risk Management Analyst must have a minimum of twelve years of experience, of which at least six years must be specialized functional analysis in the discipline required by the task order. The Risk Management Analyst must have a Bachelor's Degree in Engineering, Business, or other related scientific, technical, or functional discipline. With a Master's Degree (in the fields described above), must have ten years of general experience, of which at least four years must be specialized experience. With fifteen years of general experience, at least eight years of specialized experience is required, and a degree is not required. The Risk Management Analyst must possess superior functional knowledge of task order specific requirements and have experience in developing functional requirements for complex integrated business



or security systems. The Risk Management Analyst must demonstrate the ability to work independently or under only general direction.

FUNCTIONAL ANALYST

Duties. The Functional Analyst analyzes user needs to determine functional and crossfunctional requirements. He/she performs functional allocation to identify required tasks and their interrelationships. The Functional Analyst identifies resources required for each task.

Qualifications and Education. The Functional Analyst must possess a Bachelor's Degree in Engineering, Business, or other related scientific or technical discipline. With a Master's Degree (in the fields described above), he/she must have four years of general experience, of which at least two years must be specialized experience. With ten years of general experience, at least six of those years must be specialized experience, and a degree is not required. The Functional Analyst must demonstrate the ability to work independently or under only general direction.

SENIOR MANAGEMENT ANALYST

Duties. The Senior Management Analyst analyzes information requirements. He/she evaluates analytically and systematically problems of workflow, organization, and planning and develops appropriate corrective action. The Senior Management Analyst applies business process improvement practices to re-engineer methodologies/principles and business process modernization projects. The Senior Management Analyst applies, as appropriate, activity and data modeling, transaction flow analysis, internal control and risk analysis and modern business methods and performance measurement techniques. He/she assists in establishing standards of information systems procedures. The Senior Management Analyst develops and applies



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organization-wide information models for use in designing and building integrated, shared software and database management systems. The Senior Management Analyst constructs sound logical business improvement opportunities

consistent with the configuration information management, guiding principles, cost savings, and open architecture objectives. He/she evaluates analytically and systematically problems of work flows, organization, and planning and develops appropriate corrective action. He/she provides daily supervision and direction of staff.

Qualifications and Education. The Senior Management Analyst requires a minimum of 10 years of experience, of which at least 4 years must be specialized. Specialized experience includes business management, functional and data requirements analysis, systems analysis, accounting, program design and documentation preparation. The following experience is also required: demonstrated experience in the implementation of accounting systems, process re-engineering; systems analysis and design, business information planning, and business analysis. He/she must demonstrate the ability to work independently or under only general direction.

A Bachelor's Degree in Business, Accounting, Communications, or other related discipline is required. With a Master's Degree (MBA), four years general experience is required, of which at least one year must be specialized experience. With fifteen years of general experience, ten years must be specialized experience, and a degree is not required.

SENIOR SECURITY SPECIALIST



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Duties. The Senior Security Specialist must have excellent knowledge of national security programs. He/she performs multiple program security functions to include Personnel Security, Information Security, Information System Security, Communication Security and Physical Security for SCI and Industrial Security. The Senior Security Specialist analyzes operations to determine functional and cross-functional security requirements. He/she performs functional allocation to identify required tasks and their interrelationships, and identifies resources required for each task. The Senior Security



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Specialist provides daily supervision and direction to support staff. He/she possesses requisite knowledge and expertise so recognized that the Government is able to qualify the individual as an expert in the field for an actual task order. The Senior Security Specialist demonstrates exceptional oral and written communications skills.

Qualifications and Education. The Senior Security Specialist requires a minimum of twelve years of experience, of which at least six years must be specialized in process functional analysis or the discipline required by the task order. Must possess superior functional knowledge of task order specific requirements and have experience in developing functional requirements for complex integrated business or security systems. The Senior Security Specialist must demonstrate the ability to work independently or under only general direction. A Bachelor's Degree in Business, Engineering, Criminal Justice or other related scientific, technical, or functional discipline is required. With a Master's Degree (in the fields described above), ten years of general experience is required, of which at least four years must be specialized experience. With fifteen years of general experience, at least eight years of specialized experience is required, and a degree is not required.

SECURITY SPECIALIST II

Duties. The Security Specialist II must have knowledge of terrorism, CBRN, explosive threats, security force operations, electronic security systems, integrated security systems, and security force communications. The Security Specialist II must have a current TS/SCI clearance. The candidate will perform physical security assessments of critical national infrastructure facilities. He/she must write concise reports and deliver crisp presentations focusing on physical security vulnerabilities and present recommendations to mitigate vulnerabilities. The Security Specialist II must assess all aspects of physical security to include electronic security systems, security and



response forces, barriers and fences, and understand relevant threats to facilities. The Security Specialist II will work on multi-contractor teams to perform assessments. He/she could supervise other members of the team while conducting physical security assessments.

Qualifications and Education. The Security Specialist II must have a minimum of four years of experience, of which at least two years must be specialized. Specialized experience includes: experience as an applications programmer on database management systems, knowledge of computer equipment and ability to develop complex software to satisfy design objectives. The Security Specialist II must have a demonstrated ability to work independently or under minimal direction. A Bachelor's degree in Business, Criminal Justice or other related scientific or technical discipline is required. With a Master's Degree (in the fields described above), two years of general experience is required, of which at least one year must be specialized experience. With eight years of general experience, at least seven must be specialized experience, and a degree is not required.

SECURITY SPECIALIST I

Duties. The Security Specialist I must have knowledge of government and industrial security requirements, with the ability to effectively interact with technical staff, customer community and other security staff members. The Security Specialist I must have in-depth knowledge of NISPOM, Sensitive Compartmented Information (SCI) security requirements and various manuals. He/she must have a working knowledge of the Industrial and SCI investigation and adjudication process. The Security Specialist I maintains personnel security files and databases on employees, and processes security clearances and access requests.



Qualifications and Education. The Security Specialist I must have a minimum of four years of experience, of which at least two years must be specialized in program security and/or security administration. The Security Specialist I must have a Bachelor's degree and three years of related or industrial security experience.

PRINCIPAL ENGINEER

Duties. The Principal Engineer develops and refines new engineering techniques to enhance quality and productivity of security systems and supporting components. The Principal Engineer establishes performance and technical standards, and generates and approves project and testing specifications. He/she may lead or coordinate complex task/project teams. The Principal Engineer develops and applies design methods, theories, and research techniques in the investigation and solution of complex and advanced problems requiring the expert application of advanced knowledge. The Principal Engineer plans, conducts, technically directs and evaluates projects or major phases of significant projects, coordinating the efforts of engineers and technical support staff. The Principal Engineer analyzes, evaluates, and plans methods of approach and organizes means to achieve solution of highly complex technical problems. He/she conducts investigations and tests of considerable complexity. The Principal Engineer reviews literature, patents, and current practices relevant to the solution of assigned projects. The Principal Engineer recommends corrections in technical applications and analyses. He/she evaluates vendor capabilities to provide required products or services. He/she provides technical consultation to other organizations.

Qualifications and Education. The Principal Engineer requires a minimum of ten years of progressively more complex engineering experience. He/she must have a Bachelor's degree in a technical discipline, with 10 years of directly related engineering experience. With a Master's Degree, eight years of directly related engineering experience is required. With fifteen years experience, no degree is required; however, it



is preferred that the Principal Engineer have demonstrated technical training/military training.

ENGINEER

Duties. The Engineer performs engineering analysis and design tasks. He/she prepares specifications and designs, and implements solutions. The Engineer may design subsystems and assist in developing standards. The Engineer may work as part of a project team. He/she writes test procedures, compiles and evaluates design and test data, and prepares technical specifications. The Engineer recommends design approaches to meet production requirements for new or improved products or processes. He/she coordinates with technical support personnel to conduct prototype or experimental runs for products or processes. The Engineer may coordinate the efforts of drafters, technical writers, engineering technicians.

Qualifications and Education. The Engineer must have a minimum of four years of directly related engineering experience. He/she must have a Bachelor's degree or other technical degree and 4+ years experience (or an equivalent combination of training and professional work experience). With ten years of directly related engineering experience, no degree is required.

SENIOR TRAINING SPECIALIST

Duties. The Senior Training Specialist Conducts the research necessary to develop and revise training courses and prepares appropriate training catalogs. He/she develops all instructor materials (course outline, background materials, and training aids). The Senior Training Specialist develops all student materials (course manuals, workbooks, handouts, completion certificates, and course critique forms). The Senior



Training Specialist trains personnel by conducting formal classroom courses, workshops, seminars, and/or computer based/computer aided training. He/she provides daily supervision and direction to staff. The Senior Training Specialist creates instructional objectives and program plans from identified data or needs. He/she designs training activities, methods, and materials to meet identified objectives. The Senior Training Specialist creates strategies for learning and applying knowledge, and creates instruments, tests or activities to evaluate in-class learning. The Senior Training Specialist creates workbooks, teaching guides, video scripts, software, written role plays, simulations, case studies etc. to meet learning objectives. He/she delivers lectures, presentations, examples, and analogies to enhance learning. He/she gives feedback, examinations, and assessments to determine learning or skills level.

Qualifications and Education. The Senior Training Specialist must have a minimum of seven years of experience, of which at least five years must be specialized. Specialized experience includes experience in developing and providing technical and end-user training on computer hardware and application software. The Senior Training Specialist must have demonstrated ability to communicate orally and in writing, as well as demonstrated ability to work independently or under only general direction. The Senior Training Specialist must have a Bachelor's degree in any field. With a Master's Degree, six years of general experience is required, of which at least four years must be specialized. With a Ph.D., four years of general experience is required, of which at least three years must be specialized. With ten years of general experience, eight years must be specialized, and a degree is not required.

TRAINING SPECIALIST

Duties. The Training Specialist conducts the research necessary to develop and revise training courses. He/she develops and revises these courses and prepares appropriate training catalogs. The Training Specialist prepares instructor materials (course outline,



background materials, and training aids). The Training Specialist prepares student materials (course manuals, workbooks, handouts, completion certificates, and course critique forms). He/she trains personnel by conducting formal classroom courses, workshops, and seminars. The Training Specialist designs instruments to assess individual or organizational change in knowledge skill attitude, behavior results. He/she designs instruments to assess program and instructional quality. The Training Specialist creates reports and conducts presentations on program impact on individuals or organizations. He/she evaluates and validates program designs and results. The Training Specialist creates video, audio, or computer-based resources to enhance learning.

Qualifications and Education. The Training Specialist requires a minimum of four years experience, of which at least two years must be specialized. Specialized experience includes experience in developing and providing technical and end-user training on computer hardware and application software. General experience includes information systems development, training, or related fields. He/she must have demonstrated ability to communicate orally and in writing. The Training Specialist must have a Bachelor's degree in any field. With a Master's degree, two years of general experience is required, of which at least one year must be specialized. With eight years of general experience, six years must be specialized, and a degree is not required.

TECHNICAL WRITER/EDITOR

Duties. The Technical Writer/Editor gathers, analyzes, and composes technical information required for preparation of user manuals, training materials, installation guides, reports, etc. The Technical Writer/Editor edits functional descriptions, system specifications, users' manuals, special reports or any other customer deliverables and documents. He/she conducts research and ensures the use of proper technical terminology. The Technical Writer/Editor translates technical information into clear,



readable documents to be used by technical and non-technical personnel. He/she prepares, disseminates and provides for the orderly safeguard of technical documents. He/she must have proficiency in writing technical documents. The Technical Writer/Editor provides support in the area of technical editing by reviewing the grammar, writing styles and syntax of quality materials and technical reports. He/she provides support by assisting in rewrites of quality materials and technical reports.

Qualifications and Education. The Technical Writer/Editor must have at least two years of experience in editing documents, including technical documents. He/she must have demonstrated ability to work independently or under only general direction. The Technical Writer/Editor must have a Bachelor's degree in English, Literature, or other related discipline and two years of experience, or a minimum of 5+ years of relevant experience.

ADMINISTRATIVE SUPPORT

Duties. The Administrative Support individual directly supports the Program Manager or Project Manager by maintaining personnel and other files, prepares correspondence and schedules, and coordinates travel. He/she assists in the preparation of presentation graphics and supports the development of contract deliverables and reports by developing and updating graphic presentations to improve the quality and enhance the usability of these documents. The Administrative Support individual performs high level secretarial work under the general supervision of the manager. He/she types and proofreads correspondence, reports, and documentation, and maintains the filing system for the department. The Administrative Support individual answers telephones, responds to routine questions/requests, greets visitors, schedules meetings, distributes mail, and makes travel arrangements.

Qualifications and Education. The Administrative Support individual must have a high school diploma and a minimum of three years experience in office administration and



developing graphic/artistic presentations for publications and documents (preferably technical documentation). At a minimum, he/she must have one year of specialized experience using commercial automated word processing, graphics systems, and desktop publishing systems. He/she must have demonstrated ability to work independently or under only general direction. With an Associate's Degree in Computer Science, Information Systems, Engineering, Business, or other related scientific or technical discipline, one year of general experience is required.

DATA ENTRY CLERK

Duties. The Data Entry Clerk performs data entry via an online data terminal, key-to- tape, key-to-disk, or similar device. He/she verifies data entered, where applicable.

Qualifications and Education. The Data Entry Clerk is typically required to work under close supervision and direction. One year of experience in data entry and verification is required. The Data Entry Clerk must have a high school diploma and one year of experience. An Associate of Arts (AA) degree in Computer Science or related study will be considered equivalent to one half year of general experience. Formal specialized training may be substituted on the basis of one month of training for one month of experience, not to exceed three months.

Customer Information

- 1a. **AWARDED SPECIAL ITEM NUMBERS (SINs):**
561612 Protective Service Occupations
- 1b. **LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN:** N/A
- 1c. **HOURLY RATES:** See Accepted Pricelist
2. **MAXIMUM ORDER GUIDELINE:** 561612 - \$250,000 per SIN/order



This maximum order is a dollar amount at which it is suggested that the ordering agency request higher discounts from the contractor before issuing the order. The contractor may: 1) Offer a new lower price, 2) Offer the lowest price available under the contract, or 3) Decline the order within five (5) days. In accordance with the Maximum Order provisions contained in the Schedule, a delivery order may be placed against the Schedule contract even though it exceeds the maximum order.

3. **MINIMUM ORDER LIMITATION:** \$100.00
4. **GEOGRAPHIC COVERAGE:** 50 United States and Washington, DC, Puerto Rico and US Territories.
5. **PRODUCTION POINT:** N/A
6. **BASIC DISCOUNT:** Pricing shown is net GSA pricing.
7. **QUANTITY DISCOUNTS:** N/A
8. **PROMPT PAYMENT TERMS:** Net 30 days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions
- 9a. **GOVERNMENT PURCHASE CARDS ARE ACCEPTED UP TO THE MICRO-PURCHASE THRESHOLD.**
- 9b. **GOVERNMENT PURCHASE CARDS ARE NOT ACCEPTED ABOVE THE MICRO-PURCHASE THRESHOLD.**
10. **FOREIGN ITEMS:** N/A
- 11a. **TIME OF DELIVERY:** Per Statement of Work
- 11b. **EXPEDITED DELIVERY:** Consult with Contractor
- 11c. **OVERNIGHT DELIVERY:** Consult with Contractor
- 11d. **URGENT DELIVERY:** Consult with Contractor



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12. FOB POINT: N/A

13a. ORDERING ADDRESS: 9717 Cogdill Road, Suite 101, Knoxville, TN 37932

13b. ORDERING PROCEDURES: 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: 9717 Cogdill Road, Suite 101, Knoxville, TN 37932

15. WARRANTY PROVISIONS: N/A

16. EXPORT PACKING CHARGES: N/A

17. TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE: N/A

18. TERMS AND CONDITIONS OF RENTAL: N/A

19. TERMS AND CONDITIONS OF INSTALLATION: N/A

20. TERMS AND CONDITIONS OF REPAIR PARTS: N/A

20a. TERMS AND CONDITIONS FOR ANY OTHER SERVICES: N/A

21. LIST OF SERVICE AND DISTRIBUTION POINTS: N/A

22. LIST OF PARTICIPATING DEALERS: N/A

23. PREVENTATIVE MAINTENANCE: N/A

24a. SPECIAL ATTRIBUTES: N/A 24b. SECTION 508: N/A

25. DATA UNIVERSAL NUMBER SYSTEM (DUNS) NUMBER: 04-077-32-64

26. NOTIFICATION REGARDING REGISTRATION IN sam.gov DATABASE: Registered.



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Nationwide Billing Rate Summary

	Labor Category	SCA Code	DOL Wage Rate	Hourly Billing Rate	Overtime Billing Rate
	Alarm Monitor	27004	38.27	69.36	85.16
Protective Service Occupations	Corrections Officer	27008	44.13	79.96	98.22
	Court Security Officer	27010	44.13	79.96	98.22
	Detention Officer	27040	44.13	79.96	98.22
	Guard I	27101	17.83	32.31	39.69
	Guard II	27102	25.35	45.94	56.42
	Police Officer I	27131	52.64	95.40	117.14
	Police Officer II	27132	58.49	106.02	130.17
	Detection Dog Handler	27030	25.35	45.94	56.42
Security Administrative Support and Clerical	Security Clerk	01111	17.29	31.33	38.48
	General Clerk II	01112	18.87	34.20	41.99
	General Clerk III	01113	21.18	38.39	41.99
	Administrative Assistant	01020	38.59	69.94	85.88
Security Instructional	Instructor	15090	33.03	59.85	73.50
Security Mechanics and Maintenance and Repair	Locksmith	23510	27.47	49.78	61.14
Management (Non SCA)	Supervisor	Non SCA 1		48.63	48.64
	Supervisor II	Non SCA 2		54.16	54.16
	Assistant Project Manager	Non SCA 3		79.22	79.21
	Project Manager I	Non SCA 4		81.35	81.35
	Project Manager II	Non SCA 5		106.10	106.09
	Project Manager III	Non SCA 6		127.56	127.55



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

Billing Rate Notes:

1. Prices are applicable nationwide. Wage determined prices are subject to adjustment prior to order award based upon the actual WD revision at the time of the order.
2. Burdened hourly rates include labor only. Client-required uniforms, equipment, and other non-labor costs will be priced separately.
3. Prices shown are not applicable to classifications under a Collective Bargaining Agreement. CBA-based prices will be provided upon request.

Corporate Profile

Protection Strategies Incorporated (PSI) is a national security and service provider located in Knoxville, Tennessee and Arlington, Virginia. PSI is a recipient of the **Multiple Award Schedule Contract #GS-07F-0442N**. PSI holds a facility clearance;

Cage Code 1JF37. PSI currently provides Risk Management, National Security Consulting, and Personnel Security Support and Security and Administrative Support Services to various Federal, State and local government agencies, and to several large corporations worldwide.

PSI is a highly respected security management and support services contractor. PSI's founders have been successfully supporting national security programs for a combined total of over 100 years. On every project, PSI management ensures outstanding results



through a constant evaluation process that helps to maximize productivity while minimizing errors and costs. Collaborating with a client, PSI applies robust management and business process analysis techniques to help identify a client's needs. PSI then crafts a comprehensive solution unique to each client's needs to ensure mission accomplishment in timely and cost-effective manner.

Our Mission

PSI is committed to becoming the leading provider of national and international security needs with our unprecedented commitment to delivering the ***Highest Standards of Quality Services*** by adhering to the following principles:

- PSI offers exceptional support services at low competitive rates on a wide range of security disciplines; resulting in some of the industry's most competitive rates and comprehensive programs;
- PSI retains the security industry's most respected subject matter experts through an established working environment that nurtures creativity and innovation among its employees; encourages promotion from within; offers comprehensive, competitive benefits; resulting in an outstanding rate of employee retention;
- PSI carefully ensures the recruitment of a highly qualified diverse staff, to include women and minorities; requires all technical staff to maintain a top level federal security clearance (relative to specific contract requirements); and provides seasoned professionals in all security disciplines to our customers.

Competitive Advantage

PSI employs a staff of highly skilled, seasoned security experts. Each professional staff member possesses an impressive background in safeguards and security, protective



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force services, project management, and security operations management. PSI's core corporate staff has over 100 years of combined national level security services experience performing personnel security background investigations and adjudications; chemical/biological countermeasures, weapons of mass destruction, and emergency/contingency planning; analyzing risks, assessing areas of vulnerability, and advising necessary actions to both government and commercial clients.

PSI's operations personnel are experienced professionals at providing accurate information quickly, maintaining privacy, security and confidentiality at all times. PSI staff has extensive experience and is highly regarded in the area of assessing and ensuring compliance expertise with local, State and Federal regulations. Our corps of security experts are veterans with years of experience with the Department of Defense, Department of State, and the Department of Energy. All PSI technical personnel hold a DOE 'Q' security clearance and/or a DOD "Top Secret" security clearance. Our subject matter experts have conducted airport, seaport, and rail station assessments, other critical transportation node vulnerability assessments, and validation of readiness through "credible adversary" performance testing, both nationally and abroad.

PSI offers an exceptional **"adversary perspective"**, which is unique and complements the traditional protection program methodologies. Historically, security planners identify what constitutes their "core assets" and then designs its security in layers outward from those assets. PSI's "Credible Adversary Specialists" identify targets that are the most attractive to a variety of diverse adversary sets, establish potential adversary paths and penetration techniques likeliest to be used, and outline security measures and actions that will reduce or eliminate the risk of adversary success to acceptable limits.

This "outside the box" approach is not designed to replace traditional security planning, but provides an additional tool that can be utilized to increase the success of the overall protection program planning effort.



PSI has successfully applied this technique in overseas security risk assessments for government and commercial industries, airport and nuclear facility vulnerability assessments, security systems requirements assessments, "live" adversary penetration-of-systems performance tests, and in "tabletop" scenarios.

PSI specializes in providing integrated, multi-disciplinary security services to Government and commercial clients. PSI has participated in the development and validation of Continuity of Operations Plans (COOP) for various government agencies. PSI is widely recognized for comprehensive protection programs that integrate physical, technical, information, operations, personnel, computer, and communications security disciplines. In planning, implementing, or evaluating protection programs, PSI uses threat and vulnerability modeling methodologies, cost-benefit analysis, and other risk management tools to optimize cost effectiveness. PSI has extensive experience in developing threat models for physical and cyber terrorist threats, terrorists using weapons of mass destruction, technical attacks, and operations security (OPSEC) vulnerability assessments. PSI personnel have developed, assisted in and assessed large scale, multi-agency emergency management exercises. These exercises have included scenarios involving weapons of mass destruction in forms ranging from improvised explosive radiological devices to full scale nuclear attacks.

PSI also provides technical security services as a part of an integrated information assurance program. This includes identification and characterization of methods of compromising infrastructure system components and identifying successful attacks. As part of this activity, PSI is responsible for identifying vulnerabilities and attack signatures.

PSI's proven expertise in all areas of security, safety and other related fields provides clients a convenient, comprehensive approach to addressing all their security services needs.



Specialized Experience

In response to the terrorist attacks of September 11th, 2001, the Center for Chemical Process Safety (CCPS) determined that there was an urgent need for the chemical industry to review its infrastructure and identify and mitigate potential vulnerabilities. PSI assisted the CCPS in developing a uniform, effective, and common vulnerability assessment methodology.

PSI was selected because of our extensive background in national level vulnerability assessment methodologies and risk management programs dealing with terrorism, terrorist capabilities, and weapons of mass destruction. As a result, the CCPS developed a new guidelines book (co-authored by PSI staff), titled: *Guidelines for Managing and Analyzing the Security Vulnerabilities of Fixed Chemical Sites*.

PSI personnel are certified to conduct Vulnerability and Risk Assessments for designated critical infrastructure facilities. PSI's security professionals are certified in the Community Vulnerability Assessment Methodology (CVAMSM) developed by Sandia National Laboratory. PSI staff uses CVAM as a systematic process to assist communities in assessing threat, prioritizing targets, identifying consequences, assessing completeness and effectiveness of security systems, and to provide decision makers with the information necessary to make informed decisions on effective use of resources to address vulnerabilities and mitigate risks.

Key components of an assessment include:

- Identifying threats and critical facilities;
- Determining how facilities are vulnerable to identified threats;
- Developing methods to protect identified facility vulnerabilities;
- Providing mitigation strategies, security system designs, and security enhancement planning.



- Sandia National Laboratory Certifications for Vulnerability and Risk Assessments
- Community Vulnerability Assessment Methodology (CVAMSM) Risk Assessment Methodology - Water (RAM-W)
- Risk Assessment Methodology - Dams (RAM-D) Risk Assessment Methodology - Transit (RAM-T)

In summary, our collective corporate experience, coupled with our past performance record, contract security knowledge, and our continuing relationships and contacts within the security field, provide us with a formidable history in the security services and law enforcement industry.

Safeguards & Security and Emergency Planning

- National Security Policy Analysis and Development
- Protection Program Planning and Management
- Vulnerability and Risk Assessment
- Physical Security Systems Design/Assessment
- Protection System Performance Testing
- Personnel Security Administration & Adjudication
- Threat Assessments, Operations Security, and Counterintelligence
- Nuclear Material Control and Accountability (MC&A)
- Property Protection, Control, Accountability
- Oversight Audits, Surveys, Inspections
- Exercise Planning, Conduct and Assessment
- Continuity of Operations
- Continuity of Government
- Intelligence and Counterintelligence Support

Critical Infrastructure Protection & Information Assurance

- Threat Analysis
- Vulnerability Assessments
- Pathway Analysis & Remediation Plans
- Mission Essential Processes Definition
- Mitigation Strategies to Deter Successful Infrastructure Attacks



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- Minimum Essential Infrastructure Assessment
- Response and Reconstruction Plans in the Event of a Successful Infrastructure Attack

Protective Force Operations & Special Services Support

- Protective Force Management
- Security Staffing and Development
- Security Force Planning and Training
- Alarm Station Monitoring
- Incident Reporting
- Credible Adversary Perspective Analysis
- Special Protection and Recovery Operations
- Business Process Analysis
- Industrial Security
- Facilities Security
- Counterterrorism
- Special Operations
- Computer Security
- Intrusion Detection

SINS/NAICS CODES

SIN 334512 – Total Solution Support Products for Facilities Management Systems

SIN 561612 – Protective Service Occupations

SIN 541330L – Security System Integration, Design, Management, and Life Cycle Support

NAICS 561110 Office Administrative Services

NAICS 541611 Administrative Management & General Management Consulting Services

NAICS 561210 Facilities Support Services

NAICS 561621 Security Systems Services

NAICS 561611 Investigation Services

NAICS 561612 Security Guards and Patrol Services

NAICS 541690 Scientific and Technical Consulting NAICS

928110 National Security

CERTIFICATIONS

GSA Federal Supply Schedule Contracts:

Contract Number GS-07F-9597S, GS-07F-0442N

Contract Number GS-10-F-0369M



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Contract Number GS-02F-0067T

Cage Code - 1JF37

Guard Services: FSC Group S206



Protection Strategies Incorporated

Committed to Providing Our Clients the Highest Quality Services

CLIENTS

Department of Energy

Department of State

United States Coast Guard

Department of Defense

Health & Human Services

Dept. of Homeland Security

Defense Logistics Agency



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Department of Transportation
Food and Drug Administration
Bureau of the Census
NASA
National Nuclear Security
Administration
Department of Justice
Environmental Protection Agency
National Credit Union
Administration
Tennessee Valley Authority
Department of the Interior
United States Geological Survey

