

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

**Total Solutions for Law Enforcement, Security, Facilities Management, Fire, Rescue**  
FSC Group 84: Law Enforcement and Security Equipment

**Contract Number: GS-07F-0743X**

*For more information on ordering from Federal Supply Schedules click here: <http://www.gsa.gov/schedules-ordering>*

**Contract Period: September 1, 2011 to August 31, 2021**



**a.i solutions, Inc.  
4500 Forbes Blvd., Suite 300  
Lanham, MD 20706  
Telephone: 301-306-1756  
[www.ai-solutions.com](http://www.ai-solutions.com)**

Contact for contract administration:  
Christopher E. Montgomery, Director of Contracts  
[christopher.montgomery@ai-solutions.com](mailto:christopher.montgomery@ai-solutions.com)  
Phone: (301) 306-1756, ext. 192

**Business Size/Status: Large**

**Prices shown herein are NET (discount deducted).**

**Pricelist current through modification # PO-0016 dated June 7, 2016**



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## Customer Information

1a. This contract covers the following Special Item Numbers:

426-4F / 426-4FRC / 426-4FSTLOC Emergency Preparedness and First Responder Equipment, Training and Services

1b. Lowest Priced Model Number and Lowest Price                      Please refer to our pricing on page [13](#)

1c. Labor Category Descriptions    Please refer to page [10](#)

2. Maximum Order:    \$200,000.00

3. Minimum Order:    \$100.00

4. Geographic Coverage:    Domestic Only

5. Point (s) of Production:    Lanham, Prince George's County, Maryland (unless otherwise noted)

6. Discount from List Price:    All Prices Herein are Net

7. Quantity Discounts:    None

8. Prompt Payment Terms:    Net 30 days

9a. Government Purchase Card *is* accepted at or below the micro – purchase threshold.

9b. Government Purchase Card *is* accepted above the micro – purchase threshold.

10. Foreign Items:    Not applicable

11a. Time of Delivery:    30 Days ARO

11b. Expedited Delivery:    To Be Negotiated with Ordering Agency

11c. Overnight and 2-Day Delivery:    Not applicable

11d. Urgent Requirement:    N/A

12. F.O.B. Point(s):    Destination

13a. Ordering Address:    a.i. solutions, Inc.  
Attention: Contracts  
4500 Forbes Boulevard, Suite 300  
Lanham, MD 20706

13b. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment Address: a.i. solutions, Inc.  
4500 Forbes Boulevard, Suite 300  
Lanham, MD 20706
15. Warranty Provision: Not Applicable
16. Export Packing Charges: Not Applicable
17. Terms & Conditions of Government Purchase Card Acceptance: Contact Contract Administrator
18. Terms and conditions of rental, maintenance, and repair: Not Applicable
19. Terms and conditions of installation (if applicable): Not Applicable
20. Terms and conditions of repair parts indicating date of parts, price lists and any discounts from list prices: Not Applicable
- 20a. Terms and conditions for any other services (if applicable): Not Applicable
21. List of service and distribution points (if applicable): Not Applicable
22. List of participating dealers (if applicable): Not Applicable
23. Preventative maintenance (if applicable) Not Applicable
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants.): Not Applicable
- 24b. Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/) Contact Contract Administrator for more information.
25. Data Universal Number System (DUNS) number: 015397631
26. a.i. solutions, Inc. *is* registered in the System for Award Management (SAM).

## Contract Overview

GSA awarded a.i. solutions, Inc. a GSA Federal Supply Schedule contract for the Total Solutions for Law Enforcement, Security, Facilities Management, Fire, Rescue Schedule (LAW), Contract No. GS-07F-0743X. The current contract period is September 1, 2011 to August 31, 2021.

## Contract Administrator

Christopher E. Montgomery  
a.i. solutions, Inc.  
4500 Forbes Blvd., Suite 300  
Lanham, MD 20706  
Telephone: 301-306-1756  
Email: [christopher.montgomery@ai-solutions.com](mailto:christopher.montgomery@ai-solutions.com)

## Marketing and Technical Point of Contact

Marisa Achee  
a.i. solutions, Inc.  
4500 Forbes Blvd., Suite 300  
Lanham, MD 20706  
Telephone: 301-306-1756  
Email: [Marisa.Achee@ai-solutions.com](mailto:Marisa.Achee@ai-solutions.com)

## Ordering Procedures for Services

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

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

Orders under the Micro-Purchase Threshold
<ul style="list-style-type: none"><li>Select the contractor best suited for your needs and place the order.</li></ul>
Orders in-between the Micro-Purchase Threshold and the Simplified Acquisition Threshold
<ul style="list-style-type: none"><li>Prepare a SOW or PWS in accordance with FAR 8.405-2(b).</li><li>Prepare and send the RFQ (including SOW and evaluation criteria) to at least <b>three</b> GSA Schedule contractors.</li><li>Evaluate, then make a "Best Value" determination.</li></ul> <p><b>Note:</b> The ordering activity should request GSA Schedule contractors to submit firm-fixed prices to perform the services identified in the SOW.</p>
Orders over the Simplified Acquisition Threshold
<ul style="list-style-type: none"><li>Prepare the RFQ (including the SOW and evaluation criteria) and post on eBuy to afford all Schedule contractors the opportunity to respond, or provide the RFQ to as many Schedule contractors as practicable, consistent with market research, to reasonably ensure that quotes are received from at least <b>three</b> contractors.</li><li>Seek price reductions.</li><li>Evaluate all responses and place the order, or establish the BPA with the GSA Schedule contractor that represents the best value (refer to FAR 8.405-2(d)).</li></ul> <p><b>Note:</b> The ordering activity should request GSA Schedule contractors to submit firm-fixed prices to perform the services identified in the SOW.</p>

### Developing a Statement of Work (SOW)

In the SOW, include the following information:

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

### Preparing a Request for Quote (RFQ)

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

For more information related to ordering services, go to <http://www.gsa.gov/schedules-ordering> and click "Ordering Information". Also see summary guidelines in the [Multiple Award Schedule \(MAS\) Desk Reference Guide, Ordering Procedures.](#)

## Blanket Purchase Agreement

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

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

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

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

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

Ordering from BPAs:

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

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

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

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

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

Review of BPAs:

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

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

The ordering activity shall document the results of its review.

## **Teaming Arrangements**

### **Contractor Team Arrangement And Federal Supply Schedules**

In the spirit of the Federal Acquisition Streamlining Act, all Federal agencies have been encouraged to facilitate innovative contracting/acquisition approaches. FAR Part 1.102 provides Guiding Principles on the Federal Acquisition System, outlining what the System will achieve --

- Satisfy the customer (cost, quality and timeliness of delivery)
- Maximize use of commercial products and services
- Consider contractor's past performance
- Promoting competition
- Minimize administrative costs
- Conduct business with integrity, fairness and openness
- Fulfill public policy objectives

The Federal Supply Schedule program is a source customers may use to achieve what the System has outlined for Acquisition Teams to follow.

Each member of the "Acquisition Team" is to exercise personal initiative and sound business judgment and is responsible for making acquisition decisions that deliver the best value product or service to meet the customers' needs. FAR 1.102-4 further empowers Government Team members to make acquisition decisions within their areas of responsibility including selection, negotiation and administration. The contracting officer has the authority to the maximum extent practical, to determine the applications of rules, regulations, and policies.

In light of these changes, Federal Supply Schedule customers may refer to FAR 9.6 - Contractors Team Arrangements. The policy and procedures outlined in this part will provide more flexibility and allow innovative acquisition methods when using the Federal Supply Schedules. Customers are encouraged to review this section and should note this is permissible after contract award. Team Arrangements combined with the Federal Supply Schedule Program provides Federal customers a powerful commercial acquisition strategy.

## **Basic Guidelines For Using "Contractor Team Arrangements"**

Federal Supply Schedule contractors may use "Contractor Team Arrangements" (see FAR 9.6) to provide solutions when responding to a customer agency requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPA's are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions of the Federal Supply Schedule contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule contractors may individually meet the customer's needs or -
- Federal Supply Schedule contracts may submit a Schedules "Team Solution" to meet the customer's requirement.
- Customers make a best value selection.

**Labor Category Descriptions – SIN 426-4F / 426-4FRC / 426-4FSTLOC**

**Emergency Management Subject Matter Expert**

**Functional Responsibility:**

- Provides technical knowledge, expertise, analysis, and application of the continuity and emergency management tenants -- preparedness, response, recovery, and mitigation -- by applying principles and methods of functional area expertise to the specific requirements to enhance customer target capabilities.
- Applicable functional areas include: comprehensive emergency management principles, quality assurance, organizational planning, financial management, acquisition logistics, or strategic enterprise continuity and emergency management redesign.
- Must have knowledge of policies and procedures of the given project/program.
- Works under general guidelines established by the customer or project leader that may include expertise to specialized security features and procedures. Examples could include classified communications systems and vital records.
- Designs and conducts analysis of continuity and emergency management equipment and capabilities.
- Recommends solutions to overcome gaps in emergency preparedness and responder capabilities to include emergency communication, disaster notification, rapid deployment go kits, hazardous materials, mass casualty incidents, and responder personal protection.
- Performs incident management during an emergency or continuity of operations condition.
- Delivers presentations, training, tests, exercises, and briefings on emergency preparedness, emergency response, and continuity of operations as required.

LEVEL	DEGREE	YRS EXP.
I	BS/BA	0-1
II	BS/BA	3
III	BS/BA	5
IV	BS/BA	7
V	BS/BA	10
VI	BS/BA	15
VII	BS/BA	20

## Emergency Management Specialist

### Functional Responsibility:

- Applies the tenants of continuity of operations and emergency management -- preparedness, response, recovery, and mitigation -- using principles, methods, and knowledge of the functional area to a specific task order requirements to enhance customer target capabilities.
- Bases solutions on a firm understanding of customer requirements and industry policy, practices, procedures, and emerging continuity of operations and emergency management best practices and future trends based on industry lessons learned to assure the safety, continuity, and recovery of personnel, facilities, and communications.
- Applies specialized security features and procedures. Examples could include classified communications systems and vital records.
- Designs and conducts analysis of continuity and emergency management equipment and capabilities.
- Recommends solutions to overcome gaps in emergency preparedness and responder capabilities to include emergency communication, disaster notification, rapid deployment go kits, hazardous materials, mass casualty incidents, and responder personal protection.
- Supports incident management during an emergency or continuity of operations condition.
- Delivers presentations, training, tests, exercises, and briefings on emergency preparedness, emergency response, and continuity of operations as required.

LEVEL	DEGREE	YRS EXP.
I	BS/BA	0-1
II	BS/BA	3
III	BS/BA	5
IV	BS/BA	7
V	BS/BA	10
VI	BS/BA	15
VII	BS/BA	20

## Emergency Management Analyst

### Functional Responsibility:

- Analyzes customer emergency preparedness, continuity of operations, and responder equipment and training capabilities. Implements solutions necessary to assure the safety, continuity, and recovery of personnel, facilities, and communications to meet specific task order requirements to enhance customer target capabilities.
- Performs data entry, records management, and applies specialized security features and procedures. Examples could include classified communications systems and vital records.
- Participates in designing and conducting analysis of continuity and emergency management capabilities, to include emergency response training, personnel and equipment decontamination, mass casualty containment, employee disaster survival, responder deployment go kits, hazardous material detection equipment and personal protective clothing.
- Supports incident management during an emergency or continuity of operations condition.
- Supports presentations, training, tests, exercises, and briefings as required.

LEVEL	DEGREE	YRS EXP.
I	HS/BS/BA	0-1
II	HS/BS/BA	3
III	BS/BA	5
IV	BS/BA	7
V	BS/BA	10
VI	BS/BA	15
VII	BS/BA	20

## Hourly Rates for Services – SIN 426-4F / 426-4FRC / 426-4FSTLOC

SIN	Labor Category	Year 5 9/1/2015- 8/31/2016	Year 6 9/1/2016- 8/31/2017	Year 7 9/1/2017- 8/31/2018	Year 8 9/1/2018- 8/31/2019	Year 9 9/1/2019- 8/31/2020	Year 10 9/1/2020- 8/31/2021
426-4F	Emergency Management Subject Matter Expert I	\$99.68	\$101.67	\$103.71	\$105.78	\$107.90	\$110.05
426-4F	Emergency Management Subject Matter Expert II	\$109.90	\$112.10	\$114.34	\$116.63	\$118.96	\$121.34
426-4F	Emergency Management Subject Matter Expert III	\$119.96	\$122.36	\$124.81	\$127.30	\$129.85	\$132.45
426-4F	Emergency Management Subject Matter Expert IV	\$126.54	\$129.07	\$131.65	\$134.29	\$136.97	\$139.71
426-4F	Emergency Management Subject Matter Expert V	\$144.31	\$147.20	\$150.14	\$153.14	\$156.21	\$159.33
426-4F	Emergency Management Subject Matter Expert VI	\$153.74	\$156.81	\$159.95	\$163.15	\$166.41	\$169.74
426-4F	Emergency Management Subject Matter Expert VII	\$159.46	\$162.65	\$165.90	\$169.22	\$172.60	\$176.06
426-4F	Emergency Management Specialist I	\$72.95	\$74.41	\$75.90	\$77.42	\$78.96	\$80.54
426-4F	Emergency Management Specialist II	\$77.78	\$79.34	\$80.92	\$82.54	\$84.19	\$85.88
426-4F	Emergency Management Specialist III	\$99.68	\$101.67	\$103.71	\$105.78	\$107.90	\$110.05
426-4F	Emergency Management Specialist IV	\$109.90	\$112.10	\$114.34	\$116.63	\$118.96	\$121.34
426-4F	Emergency Management Specialist V	\$119.96	\$122.36	\$124.81	\$127.30	\$129.85	\$132.45
426-4F	Emergency Management Specialist VI	\$126.54	\$129.07	\$131.65	\$134.29	\$136.97	\$139.71
426-4F	Emergency Management Specialist VII	\$144.31	\$147.20	\$150.14	\$153.14	\$156.21	\$159.33
426-4F	Emergency Management Analyst I	\$64.25	\$65.54	\$66.85	\$68.18	\$69.55	\$70.94
426-4F	Emergency Management Analyst II	\$64.25	\$65.54	\$66.85	\$68.18	\$69.55	\$70.94
426-4F	Emergency Management Analyst III	\$64.25	\$65.54	\$66.85	\$68.18	\$69.55	\$70.94
426-4F	Emergency Management Analyst IV	\$72.95	\$74.41	\$75.90	\$77.42	\$78.96	\$80.54
426-4F	Emergency Management Analyst V	\$77.78	\$79.34	\$80.92	\$82.54	\$84.19	\$85.88
426-4F	Emergency Management Analyst VI	\$99.68	\$101.67	\$103.71	\$105.78	\$107.90	\$110.05
426-4F	Emergency Management Analyst VII	\$109.90	\$112.10	\$114.34	\$116.63	\$118.96	\$121.34