

**General Services Administration
Authorized Federal Supply Schedule Pricelist
for
Logistics Worldwide (LOGWORLD)**

**FSC Group: 874V
Class: R706**



**TSM CORPORATION
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**CONTRACT NO: GS-10F-0197Y
Period Covered by Contract: 2/10/2012 – 2/9/2017**

Pricelist current through Award, dated 2/10/2012

BUSINESS SIZE: LARGE

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!TM, a menu-driven database system. The INTERNET address for GSA Advantage!TM is: <http://www.GSAAdvantage.gov>. For more information on ordering from Federal Supply Schedules click <http://www.fss.gsa.gov>

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CUSTOMER INFORMATION

- 1a. Table of awarded special item numbers:
- | | |
|----------------|--|
| 874-501/501-RC | Supply and Value Chain Management Services |
| 874-505/505-RC | Logistics Training Services |
| 874-507/507-RC | Operations and Maintenance Logistics Management and Support Services |
- 1b. Pricelist/Rates: **See page 14**
- 1c. Labor Category Descriptions/Qualifications: **See page 8**
2. Maximum Order: **\$1,000,000.00**
3. Minimum Order: **\$100.00**
4. Geographic Coverage: **Domestic**
5. Point of Production: **TSM Corporation**
7622 Bartlett Corporate Drive, Suite 101
Bartlett, TN 38133-8962
6. Discount from list prices or statement of net price: **Prices shown are net**
7. Quantity Discounts: **None Offered**
8. Prompt Payment Terms: **Net 30 Days**
- 9a. Notification that Government purchase cards are accepted at or below the micropurchase threshold: **Yes**
- 9b. Notification whether Government purchase cards are accepted above the micropurchase threshold: **Yes**
10. Foreign Items: **Not Applicable**
- 11a. Time of Delivery: **Specified at the Task Order level.**
- 11b. Expedited Delivery: **Not Applicable**
- 11c. Overnight and 2-day Delivery: **Not Applicable**
- 11d. Urgent Requirements: **Not Applicable**
12. FOB Point: **Destination**
- 13a. Ordering Address: **TSM Corporation**
7622 Bartlett Corporate Drive, Suite 101
Bartlett, TN 38133-8962

Attn: Wendy E. Sanford
Tele: (407) 730-8617
Fax: (407) 650-2741
Email: Wendy.Sanford@TSMCorporation.com

- 13b. Ordering Procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at <http://www.gsa.gov/portal/category/100643>.
14. Payment Address: **TSM Corporation**
7622 Bartlett Corporate Drive, Suite 101
Bartlett, TN 38133-8962
Attn: Accounts Receivable
15. Warranty Provisions: **Standard Commercial**
16. Export Packing Charges **Not Applicable**
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micropurchase level): **Not Applicable**
18. Terms and Conditions of Rental, Maintenance, and Repair: **Not Applicable**
19. Terms and Conditions of Installation: **Not Applicable**
- 20a. Terms and Conditions of repair parts indicating date of parts price lists and any discounts from list prices: **Not Applicable**
- 20b. Terms and Conditions for any other services: **Not Applicable**
21. List of Service and Distribution Points: **Not Applicable**
22. List of Participating Dealers: **Not Applicable**
23. Preventive Maintenance: **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 at: <http://www.tsmcorporation.com/vpat.asp>
- The EIT Standard can be found at: <http://www.Section508.gov>
25. Data Universal Number System (DUNS) number: **096073705**
26. TSM Corporation **is registered** in the Central Contractor Register (CCR) database.
Tax ID Number: **62-1044495**

**USE OF FEDERAL SUPPLY SCHEDULE CONTRACTS
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 micropurchase threshold. Ordering offices can place orders at or below the micropurchase threshold with any Federal Supply Schedule Contractor.
- b. Orders exceeding the micropurchase 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—

- (1) Review additional Schedule Contractors' 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 items 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.

ORDERING PROCEDURES FOR SERVICES

The following ordering procedures were developed to assist our customer agencies in the purchase of services that are priced at hourly rates.

FAR 8.402 contemplates that GSA may occasionally find it necessary to establish special ordering procedures for individual Federal Supply Schedules or for some Special Item Numbers (SINs) within a Schedule. GSA has established special ordering procedures for services that are priced on Schedule at hourly rates. These special ordering procedures take precedence over the procedures in FAR 8.404.

The GSA has determined that the rates for services contained in the contractor's price list applicable to this schedule are fair and reasonable. However, the ordering office using this contract is responsible for considering the level of effort and mix of labor proposed to perform specific task being ordered and for making a determination that the total firm-fixed price or ceiling price is fair and reasonable.

When ordering services, ordering offices shall—

- I. Prepare a Request for Quotes:
 - A. A performance-based statement of work that outlines, at a minimum, the work to be performed, location of work, period of performance, deliverable schedule, applicable standards, acceptance criteria, and any special requirements (i.e., security clearances, travel, special knowledge, etc.) should be prepared.
 - B. A request for quotes should be prepared which includes the performance-based statement of work and requests the contractors to submit either a firm-fixed price or a ceiling price to provide the services outlined in the statement of work. A firm-fixed price order shall be requested, unless the ordering office makes a determination that it is not possible at the time of placing the order to estimate accurately the extent or duration of the work or to anticipate cost with any reasonable degree of confidence. When such a determination is made, a labor hour or time-and-materials quote may be requested. The firm-fixed price shall be based on the hourly rates in the schedule contract and shall consider the mix of labor categories and level of effort required to perform the services described in the statement of work. The firm-fixed price of the order should also include any travel costs or other incidental costs related to performance of the services ordered, unless the order provides for reimbursement of travel costs at the rates provided in the Federal Travel or Joint Travel Regulations. A ceiling price must be established for labor-hour and time-and-materials orders.
 - C. The request for quotes may request the contractors, if necessary or appropriate, to submit a project plan for performing the task and information on the contractor's experience and/or past performance performing similar tasks.
 - D. The request for quotes shall notify the contractors what basis will be used for selecting the contractor to receive the order. The notice shall include the basis for determining whether the contractors are technically qualified and provide an explanation regarding the intended use of any experience and/or past performance information in determining technical acceptability of responses.

II. Transmit the Request for Quotes to Contractors:

- A. Based upon an initial evaluation of catalogs and price lists, the ordering office should identify the contractors that appear to offer the best value (considering the scope of services offered, hourly rates and other factors such as contractors' locations, as appropriate).
- B. The request for quotes should be provided to three (3) contractors if proposed order is estimated to exceed the micro-purchase threshold, but not exceed the maximum order threshold. For proposed orders exceeding the maximum order threshold, the request for quotes should be provided to additional contractors that offer services that will meet the agency's needs. Ordering offices should strive to minimize the contractors' costs associated with responding to requests for quotes for specific orders. Requests should be tailored to the minimum level necessary for adequate evaluation and selection for order placement. Oral presentations should be considered when possible.

III. Evaluate quotes and select the contractor to receive the order:

After responses have been evaluated against the factors identified in the request for quotes, the order should be placed with the schedule contractor that represents the best value and results in the lowest overall cost alternative (considering price, special qualifications, administrative costs, etc.) to meet the Government's needs.

The establishment of Federal Supply Schedule Blanket Purchase Agreements (BPAs) for recurring services is permitted when the procedures outlined herein are followed. All BPAs for services must define the services that may be ordered under the BPA, along with delivery or performance time frames, billing procedures, etc. The potential volume of orders under BPAs, regardless of the size of individual orders, may offer the ordering office the opportunity to secure volume discounts. When establishing BPAs ordering offices shall inform the contractors in the request for quotes (based on the agency's requirement) if a single BPA or multiple BPAs will be established, and indicate the basis that will be used for selecting the contractors to be awarded the BPAs.

- A. **SINGLE BPA:** Generally, a single BPA should be established when the ordering office can define the tasks to be ordered under the BPA and establish a firm-fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for service arises. The schedule contractor that represents the best value and results in the lowest overall cost alternative to meet the agency's needs should be awarded the BPA.
- B. **MULTIPLE BPAs:** When the ordering office determines multiple BPAs are needed to meet its requirements, the ordering office should determine which contractors can meet any technical qualifications before establishing the BPAs. When multiple BPAs are established, the authorized users must follow the procedures in II.B above, and then place the order with the Schedule contractor that represents the best value and results in the lowest overall cost alternative to meet the agency's needs.

IV. Review BPAs periodically. Such reviews shall be conducted at least annually. The purpose of the review is to determine whether the BPA still represents the best value (considering price, special qualifications, etc.) and results in the lowest overall cost alternative to meet the agency's needs.

- V. The ordering office should give preference to small business concerns when two or more contractors can provide the services at the same firm-fixed price or ceiling price.
- VI. When the ordering office's requirement involves both products as well as professional services, the ordering office should total the prices for the products and the firm-fixed price for the services and select the contractor that represents the greatest value in terms of meeting the agency's total needs.
- VII. The ordering office, at a minimum, should document orders by identifying the contractor the services were purchased from, the services purchased, and the amount paid. If other than a firm-fixed price order is placed, such documentation should include the basis for the determination to use a labor-hour or time-and-materials order. For agency requirements in excess of the micro-purchase threshold, the order file should document the evaluation of Schedule contractors' quotes that formed the basis for the selection of the contractor that received the order and the rationale for any trade-offs made in making the selection.

LABOR CATEGORY DESCRIPTIONS

Detailed Position Descriptions

TSM Corporation's proposed labor categories are provided below. We have listed each labor category title, along with a description, including the function/responsibility and minimum education and experience requirements.

Labor Category Title: Program Manager

Labor Category Description:

Functional Responsibility: Manages logistics programs to achieve technical, cost and schedule goals. Ensures system resources are used effectively. Responsible for overall management of major task projects and programs. Acts as an expert within the company and develops new applications based on professional principles and theories. Oversees and coordinates the operational aspects of ongoing projects and serves as liaison between project management and planning, project team, and line management personnel. 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.

Minimum Experience: Twelve (12) years of relevant experience, with five (5) years in a management role.

Minimum Education: Bachelor's degree.

Labor Category Title: Senior Analyst

Labor Category Description:

Functional Responsibility: Receives guidance from senior-level managers and works independently to accomplish assigned tasks. Assesses/represents user logistics requirements to include preventive maintenance planning and documenting logistics plans, processes, procedures, analyses and periodic reports. Conducts field problem analysis, designs distribution plans, defines standard parts fielding packages, plans and executes Total Package Fielding to assure logistics support accompanies systems as they are fielded, develops/monitors logistics budgets, implements logistics systems, applies generic logistics processes to specific applications, and performs contingency planning and global resource identification for logistics sources/inventories/processes. Develops logistics concepts, techniques and standards. Works directly with the customer in determining support requirements. Reviews field support requirements and recommends tools and test equipment. Thoroughly understands the application of logistics principles, concepts and standards. Oversees maintenance and maintainability demonstrations for customers. Prepares/reviews handbooks for technical adequacy. Assists in developing maintenance engineering and logistics support. Performs logistics analysis work that is intellectual in nature and requires knowledge of engineering, science or another discipline customarily acquired through specialized instruction and study.

Minimum Experience: Six (6) years of experience.

Minimum Education: Bachelor's degree.

Labor Category Title: Information Systems Analyst

Labor Category Description:

Functional Responsibility: Receives guidance from senior-level managers and works independently to accomplish assigned tasks. Performs systems analysis of logistics, computer, communications and network systems. Supports the installation of computer operating systems, networks, logistics application software, and computer/network hardware. Provides hotline support to customers and

possesses troubleshooting skills. Develops, implements and maintains systems and related policies and procedures designed to obtain, record and process company, segment or division information. Recommends, implements and plans for improvements, enhancements and new applications to the system. Provides retrieval ability to produce information for logistics analysis and decision-making statistical data and reports, as required. Maintains current awareness of trends in logistics management software developments.

Minimum Experience: Four (4) years of experience.

Minimum Education: Typically requires an Associate's degree. A technical certificate from trade school, community college, or military experience and an additional two (2) years of relevant experience to demonstrate the ability to successfully perform the job duties can be accepted in lieu of degree.

Labor Category Title: Analyst II

Labor Category Description:

Functional Responsibility: Receives guidance from senior-level managers and works independently to accomplish assigned tasks. Assesses/represents user logistics requirements to include preventive maintenance planning and documenting logistics plans, processes, procedures, analyses and periodic reports. Conducts field problem analysis, designs distribution plans, defines standard parts fielding packages, plans and executes Total Package Fielding to assure logistics support accompanies systems as they are fielded, develops/monitors logistics budgets, implements logistics systems, applies generic logistics processes to specific applications, and performs contingency planning and global resource identification for logistics sources/inventories/processes. Works directly with the customer in determining support requirements. Reviews field support requirements and recommends tools and test equipment. Thoroughly understands the application of logistics principles, concepts and standards. Oversees maintenance and maintainability demonstrations for customers. Prepares/reviews handbooks for technical adequacy. Assists in developing maintenance engineering and logistics support. Performs logistics analysis work that is intellectual in nature and requires knowledge of engineering, science or another discipline customarily acquired through specialized instruction and study.

Minimum Experience: Four (4) years of experience.

Minimum Education: Typically requires an Associate's degree. A technical certificate from trade school, community college, or military experience and an additional two (2) years of relevant experience to demonstrate the ability to successfully perform the job duties can be accepted in lieu of degree.

Labor Category Title: Analyst I

Labor Category Description:

Functional Responsibility: Receives guidance from senior-level managers and/or engineers. Works as part of a team to accomplish assigned tasks. Assesses/represents user logistics requirements to include preventive maintenance planning and documenting logistics plans, processes, procedures, analyses and periodic reports. Conducts field problem analysis, designs distribution plans, defines standard parts fielding packages, plans and executes Total Package Fielding to assure logistics support accompanies systems as they are fielded, develops/monitors logistics budgets, implements logistics systems, applies generic logistics processes to specific applications, and performs contingency planning and global resource identification for logistics sources/inventories/processes. Assists in developing maintenance, engineering and logistics support. Performs logistics analysis work that is intellectual in nature and requires knowledge of engineering, science or another discipline customarily acquired through specialized instruction and study.

Minimum Experience: Two (2) years of experience.

Minimum Education: Typically requires an Associate's degree. A technical certificate from trade school, community college, or military experience and an additional two (2) years of relevant experience to demonstrate the ability to successfully perform the job duties can be accepted in lieu of degree.

Labor Category Title: Training Specialist

Labor Category Description:

Functional Responsibility: Manages multiple projects and acts as an expert in at least one technical area or field. Designs, implements, monitors and assesses processes to train maintainers and users of log systems/tools; implements logistics training designs, employing various modes of electronic, visual and hardcopy presentation; designs/produces aids for logistics training, including maintenance training devices and appropriate Commercial-Off-The-Shelf (COTS) devices. Develops student and instructor training material and instructs students using training devices, simulators or simulations. Provides technical direction in developing and conducting training programs.

Minimum Experience: Eight (8) years of experience.

Minimum Education: Typically requires an Associate's degree. A technical certificate from trade school, community college, or military experience and an additional two (2) years of relevant experience to demonstrate the ability to successfully perform the job duties can be accepted in lieu of degree.

Labor Category Title: Logistics Engineer II

Labor Category Description:

Functional Responsibility: Manages multiple projects and acts as an expert in at least one technical area or field. Assesses/represents user logistics requirements to include preventive maintenance planning and documenting logistics plans, processes, procedures, analyses and periodic reports. Conducts field problem analysis, designs distribution plans, defines standard parts fielding packages, plans and executes Total Package Fielding to assure logistics support accompanies systems as they are fielded, develops/monitors logistics budgets, implements logistics systems, applies generic logistics processes to specific applications, and performs contingency planning and global resource identification for logistics sources/inventories/processes. Provides expert functional and technical support to top-level management to integrate the best industry practices and reduce risk in implementing new technologies, methods and processes, including expertise in one or more of the following: logistics systems, tools, assessments of existing supply chains, implementation and change strategies, life-cycle impact analyses, facility and location consolidations, and transportation modeling. Develops logistics concepts, techniques and standards. Works directly with the customer in determining support requirements. Reviews field support requirements and recommends tools and test equipment. Thoroughly understands the application of logistics principles, concepts and standards. Oversees maintenance and maintainability demonstrations for customers. Prepares/reviews handbooks for technical adequacy. Assists in developing maintenance, engineering and logistics support. Performs logistics analysis work that is intellectual in nature and requires knowledge of engineering, science or another discipline customarily acquired through specialized instruction and study.

Minimum Experience: Six (6) years of experience.

Minimum Education: Bachelor's degree.

Labor Category Title: Technician

Labor Category Description:

Functional Responsibility: Supervises a team of logisticians through project completion. Employs methodologies for guiding others in problem resolution. Performs maintenance and other logistics

functions on fielded systems; maintains inventory; prepares order quantities; tracks resupply activities; performs fleet planning, operation and maintenance; prepares materials for shipping; and provides technical oversight of maintenance operations (Functional area of application may require formal certification for technical inspectors.). Performs a variety of logistics functions that are broad in nature and include warehousing, packaging, shipping, and maintaining, repairing, and operating facilities and/or equipment including efforts involved in buying goods and services. Receives requests for purchase of parts or repair of materiel. Locates sources of supplies, requests quotes from vendors, evaluates bids, and selects the most qualified source. Issues purchase orders, tracks status, and expedites orders according to customer requirements. Communicates with customers in person, electronically or by telephone (Automated and Internet-based systems may be used for most functions.). Purchases machinery, equipment, tools, raw materials, packaging materials, parts, services and supplies necessary for operation of an organization. Compiles information on price trends and manufacturing processes. Confers with vendors and analyzes vendor operations to determine factors that affect prices and determines lowest cost consistent with quality, reliability and ability to meet required schedules. Reviews proposals, recommends suppliers, analyzes trends, places follow- up orders, verifies delivery, and maintains necessary records.

Minimum Experience: Six (6) years of experience.

Minimum Education: Typically requires an Associate's degree. A technical certificate from trade school, community college, or military experience and an additional two (2) years of relevant experience to demonstrate the ability to successfully perform the job duties can be accepted in lieu of degree.

Labor Category Title: Engineer

Labor Category Description:

Functional Responsibility: Applies specifications for engineering applications or modifies and maintains existing applications using information supplied by others. Executes design, fabrication, testing and documentation. Responsible for applications dealing with operation and maintenance routines, communication, networking and related mathematical/scientific applications.

Minimum Experience: Ten (10) years of experience.

Minimum Education: Bachelor's degree.

Labor Category Title: Logistics Support Specialist

Labor Category Description:

Functional Responsibility: Receives guidance from senior-level managers and/or engineers and works as part of a team to accomplish assigned tasks. Plans/reviews production processes to ensure compatibility with parts availability, reviews logistics modularity concepts for producibility, monitors procurement/production of items to ensure supportability/maintainability requirements are met.

Minimum Experience: Four (4) years of experience

Minimum Education: Typically requires an Associate's degree. A technical certificate from trade school, community college, or military experience and an additional two (2) years of relevant experience to demonstrate the ability to successfully perform the job duties can be accepted in lieu of degree.

Labor Category Title: Technical Writer/Editor

Labor Category Description:

Functional Responsibility: Researches, writes, edits and proofreads complex technical data for use in documents or sections of documents, such as manuals, procedures and specifications, to provide clients with information regarding technical areas in a less technical way. Determines the scope and timeline of new documentation projects in order to plan projects. Coordinates project plans,

determines resources, etc. Interviews programmers, engineers, developers and other technical personnel. Reads previous documentation and design notes; uses computer-based training or company technical products to gather and research complex technical information for use in complex documentation; and writes, organizes, enters and compiles complex online help files to support end users.

Minimum Experience: Two (2) years of experience.

Minimum Education: Typically requires an Associate's degree. A technical certificate from trade school, community college, or military experience and an additional two (2) years of relevant experience to demonstrate the ability to successfully perform the job duties can be accepted in lieu of degree.

Labor Category Title: Senior Aviation Maintenance Analyst

Labor Category Description:

Functional Responsibility: Manages and coordinates the on-site activities of those engaged in the installation, maintenance, repair and modification of the assigned aircraft, its systems, and its associated support equipment to ensure the orderly execution of tasks in accordance with the customer and program priorities and schedules. Plans and schedules work assignments for the personnel consistent with the overall program and customer priorities and monitors progress to identify/resolve actual and potential problems. Interfaces with squadron staff and command personnel on-site to ensure the continued exchange of information pertaining to operations, maintenance and personnel support of assigned projects.

Minimum Experience: Eight (8) years of experience.

Minimum Education: Bachelor's degree.

Labor Category Title: Aircraft Mechanic

Labor Category Description:

Functional Responsibility: Maintains, repairs and modifies aircraft structures and structural components; maintains and repairs aircraft components including, but not limited to, flight controls, engines, hydraulics, pneumatics, fuel systems, and mechanical components; applies technical knowledge of airframe and powerplant systems in determining equipment malfunctions; applies required expertise in restoring equipment condition and/or operation; and applies comprehensive technical expertise to solve moderate to complex problems by interpreting technical documentation such as blueprints or manufactures' manuals.

Minimum Experience: Two (2) years of experience.

Minimum Education: Typically requires a high school diploma plus specialized training to demonstrate the ability to successfully perform the job duties. A technical certificate from trade school, community college, or military experience is preferred.

Labor Category Title: Senior Financial Analyst

Labor Category Description:

Functional Responsibility: Performs analysis and develops rational solutions to complex financial, cost and organizational problems/issues. Performs cost/benefit analyses for planned and operational Government and military programs. Performs life-cycle cost estimates, maintains program Earned Work Values via cost analysis, and maintains contractor total program costs. Completely proficient in Windows®-based software tools, including Excel®. Capable of formatting and developing financial analysis tools to stated requirements using spreadsheet tools.

Minimum Experience: Four (4) years of experience.

Minimum Education: Bachelor's degree.

Labor Category Title: Graphic Artist**Labor Category Description:**

Functional Responsibility: Works with Technical Writers and analysts to prepare manuals, user's guides, and other technical documentation. Proficiency in one or more of the following areas is required: production of line art, mechanical drawings, illustrations, manipulation/modification of digital graphic images for training materials, technical documentation, composition of web-sites, and interactive technical manuals. Proficient in the use of PC-based graphics and paint programs.

Minimum Experience: Five (5) years of experience.

Minimum Education: Typically requires a high school diploma plus specialized training to demonstrate the ability to successfully perform the job duties. A technical certificate from trade school, community college, or military experience is preferred.

Labor Category Title: Administrative Assistant**Labor Category Description:**

Functional Responsibility: Manages multiple projects and acts as an expert in at least one technical area or field. Provides administrative-type support to logistics, technical and management-level personnel. Plans and supports documentation development, project administration, program management, event administration, office relocation, mail services, record keeping, and data input. Prepares/edits textual material for logistics applications, inputs data to established databases/logistics models, prepares illustrations for logistics documentation, and coordinates meetings/schedules. Supports logistics business processes such as data entry, word processing and general clerical support. Conceives designs, creates layouts, coordinates illustrations and creative artwork for logistics publications, and translates facts and features of subject material into graphic terms that best convey intended meaning.

Minimum Experience: Four (4) years of experience.

Minimum Education: Typically requires a high school diploma plus specialized training to demonstrate the ability to successfully perform the job duties. A technical certificate from trade school, community college, or military experience is preferred.

Labor Category Title: Configuration Management Specialist**Labor Category Description:**

Functional Responsibility: Establishes and maintains consistency of a system's or product's performance and its functional and physical attributes with requirements, design and operational information throughout entire life cycle.

Minimum Experience: Four (4) years of experience.

Minimum Education: Typically requires an Associate's degree. A technical certificate from trade school, community college, or military experience and an additional two (2) years of relevant experience to demonstrate the ability to successfully perform the job duties can be accepted in lieu of degree.

Labor Category Title: Aviation Maintenance Analyst**Labor Category Description:**

Functional Responsibility: Provides system engineering/analyses, technical, training and logistic support to the Government for the installation, testing, operation and configuration control of weapon(s) systems. Identifies and performs analyses of weapon system technical problem reports and interprets information obtained through review conferences and/or technical specialists. Coordinates with engineering and logistic support organizations to obtain technical information to support analyses and the status of weapon system engineering changes, modifications and problem reports.

Minimum Experience: Four (4) years of experience.

Minimum Education: Typically requires a Bachelor's degree. A technical certificate from trade school, community college, or military experience and an additional six (6) years of relevant experience to demonstrate the ability to successfully perform the job duties can be accepted in lieu of degree.

PRICE LIST

All prices listed below are fully burdened hourly rate.

SINs SINs: 874-501, 874-505, 874-507	Base				
	2/10/2012 through 2/9/2013	2/10/2013 through 2/9/2014	2/10/2014 through 2/9/2015	2/10/2015 through 2/9/2016	2/10/2016 through 2/9/2017
Labor Categories					
Program Manager	\$151.40	\$154.42	\$157.51	\$160.66	\$163.88
Senior Analyst	\$119.88	\$122.28	\$124.73	\$127.22	\$129.76
Information Systems Analyst	\$118.40	\$120.77	\$123.18	\$125.65	\$128.16
Analyst II	\$110.22	\$112.42	\$114.67	\$116.97	\$119.31
Analyst I	\$99.44	\$101.43	\$103.46	\$105.53	\$107.64
Training Specialist	\$87.28	\$89.03	\$90.81	\$92.62	\$94.47
Logistics Engineer II	\$84.71	\$86.40	\$88.13	\$89.90	\$91.69
Technician	\$79.45	\$81.04	\$82.66	\$84.31	\$86.00
Engineer	\$75.25	\$76.76	\$78.29	\$79.86	\$81.45
Logistics Support Specialist	\$75.14	\$76.64	\$78.17	\$79.74	\$81.33
Technical Writer/Editor	\$65.98	\$67.30	\$68.65	\$70.02	\$71.42
Senior Aviation Maintenance Analyst	\$62.58	\$63.83	\$65.10	\$66.41	\$67.73
Aircraft Mechanic	\$61.57	\$62.80	\$64.06	\$65.34	\$66.64
Senior Financial Analyst	\$52.39	\$53.44	\$54.51	\$55.60	\$56.71
Graphic Artist	\$51.91	\$52.94	\$54.00	\$55.08	\$56.19
Administrative Assistant	\$47.84	\$48.79	\$49.77	\$50.76	\$51.78
Configuration Management Specialist	\$45.21	\$46.11	\$47.03	\$47.97	\$48.93
Aviation Maintenance Analyst	\$38.53	\$39.30	\$40.08	\$40.88	\$41.70

Prices include an Industrial Funding Fee (IFF) of .75% and annual escalation of 2.0%.

SCA WAGE DETERMINATION TABLE

TSM Corporation has determined the awarded labor categories listed in the matrix below are subject to the Service Contract Act (SCA). The matrix provides our SCA Eligible Contract Labor Categories mapped to their SCA Equivalent Code-Title, along with the Wage Determination (WD) Number, Revision and Date. Prices for the SCA eligible labor categories meet or exceed those in the WDs listed in the matrix.

TSM understands that escalation for the SCA labor categories will be governed by only one method. The method TSM chooses is to have escalation based on clause 52.222-43, Fair Labor Standards Act and Service Contract Act – Price Adjustment (Multiple Year and Option Contracts).

SCA Eligible Contract Labor Category	SCA Equivalent Code-Title	WD Number, Revision, Date
Administrative Assistant	01020 – Administrative Assistant	05-2559 – Rev 13 – 08-17-2010
Graphic Artist	15080 – Graphic Artist	05-2559 – Rev 13 – 08-17-2010
Technical Writer/Editor	30462 – Technical Writer II	05-2559 – Rev 13 – 08-17-2010
Aircraft Mechanic	23023 – Aircraft Mechanic III	05-2559 – Rev 13 – 08-17-2010
Technician	30085 – Engineering Technician V	05-2559 – Rev 13 – 08-17-2010

**USA COMMITMENT TO PROMOTE
SMALL BUSINESS PARTICIPATION
PROCUREMENT PROGRAMS**

PREAMBLE

TSM Corporation provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged, veteran-owned, service disabled veteran-owned, HUBZone, and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

COMMITMENT

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged, veteran-owned, service disabled veteran-owned, HUBZone, and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact:

TSM Corporation

7622 Bartlett Corporate Drive, Suite 101

Bartlett, TN 38133-8962

Attn: Carla Whitehorn

Tele: (901) 373-0300

Fax: (901) 373-0323

BusDev@TSMCorporation.com

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

(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act (ordering activity) 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 Blanket Purchase Agreements (BPAs) eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Agreements 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 ordering activity that works better and costs less.

Signatures:

Ordering Activity

Date

Contractor

Date

(CUSTOMER NAME)
BLANKET PURCHASE AGREEMENT

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

- (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 ordering activity estimates, but does not guarantee, that the volume of purchases through this agreement will be _____.

- (4) This BPA does not obligate 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 the BPA will take precedence.

**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 an ordering activity requirements.

These Team Arrangements can be included under a BPA. BPAs 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 customers needs, or –
- Federal Supply Schedule Contractors may individually submit a Schedules “Team Solution” to meet the customer’s requirements.
- Customers make a best value selection.