

General Services Administration Federal Supply Service Authorized Federal Supply Schedule Catalog / Price List

Contractor	Securance LLC
Schedule	Financial and Business Solutions (FABS) Schedule 520
Contract Number	GS-23F-0076X
Contract Period	May 20, 2011 – May 20, 2016
SINs	520 17, 520 18, 520 8
Product Service Code	R704
Business Size / Status	Small Business

Price List current as of May 2, 2014

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-drive database system. The Internet address for GSA-Advantage!™ is www.gsaadvantage.gov

For more information on ordering from Federal Supply Schedules, please review the information at www.gsa.gov/schedules-ordering

Contract Administrator



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Schedule 520
Contract GS-23F-0076X



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General Contract Information

1a. Table of Awarded Special Item Numbers (SINs):	520 17 Risk Assessment and Mitigation Services 520 18 Independent Risk Analysis 520 8 Complementary Audit Services Please refer to page 5 for a more detailed description.
1b. Lowest Priced Model Number and Lowest Price:	Please refer to our rates on page 6.
1c. Labor Category Descriptions:	Please refer to page 7.
2. Maximum Order:	\$1,000,000.00 per SIN
3. Minimum Order:	\$300.00 per SIN
4. Geographic Coverage:	Domestic only
5. Point(s) of Production:	Tampa, Florida
6. Discount from List Price:	3%
7. Quantity Discounts:	NA
8. Prompt Payment Terms:	0% Due on Receipt of Invoice
9a. Government Purchase Cards accepted at or below the micro-purchase threshold:	Yes
9b. Government Purchase Cards accepted above the micro-purchase threshold:	No
10. Foreign Items:	NA
11a. Time of Delivery:	As negotiated with Customer on PO
11b. Expedited Delivery:	NA
11c. Overnight and 2-Day Delivery:	NA
11d. Urgent Requirement:	NA
12. F.O.B. Point(s):	Destination
13a. Ordering Address:	Securance LLC Attn: GSA Orders 6922 W. Linebaugh Avenue, Suite 101 Tampa, FL 33625 Email: contactus@securanceconsulting.com Fax: 813.960.4946



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- 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: Securance LLC
6922 W. Linebaugh Avenue, Suite 101
Tampa, FL 33625
15. Warranty Provision: NA
16. Export Packing Charges: NA
17. Terms & Conditions of Government Purchase Card Acceptance (any threshold above the micro-purchase level): NA
18. Terms & Conditions of rental, maintenance, and repair: NA
19. Terms & Conditions of repair parts indicating date of parts, price lists and any discounts from list prices: NA
20. Terms & Conditions for any other services: NA
21. List of service and distribution points: NA
22. List of participating dealers: NA
23. Preventative maintenance: NA
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): NA
- 24b. Section 508 compliance information: NA
25. Data Universal Number System (DUNS) Number: 041637542



Additional Information

Contract Overview

GSA awarded Securance LLC a GSA Federal Supply Schedule contract for Financial and Business Solutions (FABS), Contract Number GS-23F-0076X. The current contract period is 5/20/2011 – 5/20/2016. GSA may exercise a total of up to two additional 5-year option periods. The contract allows for the placement of Firm Fixed Price or Time and Materials task orders using the labor categories and ceiling rates defined in the contract.

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Contract Use

This contract is available for use by all federal government agencies, as a source for Financial and Business Solutions, for worldwide use. Executive agencies, other Federal agencies, mixed-ownership Government corporations, and the District of Columbia; government contractors authorized in writing by a Federal agency pursuant to 48 CFR 51.1; and other activities and organizations authorized by statute or regulation to use GSA as a source of supply may use this contract. Additionally, contractors are encouraged to accept orders received from activities within the Executive Branch of the Federal Government.

Contract Scope

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

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

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

- 520 17 Risk Assessment and Mitigation Services
- 520 18 Independent Risk Analysis
- SIN 520 8 Complementary Audit Services

A full description of each SIN definition and examples of the types of work covered by the SIN are provided on the following pages.



SIN Descriptions

520 17 Risk Assessment and Mitigation Services

Risk Assessment and Mitigation Services include but are not limited to the following:

- Documentation of disclosure responsibilities for PII and PHI type information
- Deployment of risk assessment and mitigation strategies and techniques
- Improvement of capabilities through the reduction, identification, and mitigation of risks
- Detailed risk statements, risk explanations and mitigation recommendations
- Design and development of new business applications, processes, and procedures in response to risk assessments
- Ensuring compliance with governance and regulatory requirements
- Evaluation of threats and vulnerabilities to the protection PII and PHI type of information
- Training of government personnel on how to prevent data breaches and identity theft
- Information assurance of PII and PHI type information
- Vulnerability assessments
- Privacy impact and policy assessments
- Review and creation of privacy and safeguarding policies
- Prioritization of threats
- Maintenance and demonstration of compliance
- Evaluation and analysis of internal controls critical to the detection and elimination of weaknesses to the protection of PII and PHI type of information

520 18 Independent Risk Analysis

Independent Risk Analysis includes a review of all information compromised by a data breach for trends and unusual patterns. The circumstances surrounding the breach are investigated to determine whether it appears to be incidental, accidental, or targeted. The breached data itself is analyzed to determine if there is any current evidence of organized misuse. The analysis ultimately provides a determination as to the probability that breached data may be used to harm the individuals whose data has been compromised.

The tasks involved in independent risk analysis include but are not limited to the following:

- Monitoring of multiple data elements and sources
- Metadata analysis
- Pattern analysis
- Risk analysis
- Privacy impact analysis
- Statistical analysis
- Data structure development
- Notification services
- Probability analysis that breached data has been used to cause harm
- Determination of the level of risk for potential misuse of sensitive PII and PHI type of information
- Certification of findings regarding misuse of compromised data
- Investigation of circumstances surrounding breach, including digital forensic analysis
- Collection of evidence regarding data breaches
- Development of a risk mitigation plan

520 8 Complementary Audit Services

Other services performed by auditors including assist in developing questions for use at hearings, develop methods and approaches in evaluating a new or proposed program and forecast potential program outcomes.



GSA Hourly Rates for Services

Rates apply to SINs 520 17, 520 18, and 520 8

Labor Category	2014	2015	2016
Engagement Manager	\$117.27	\$117.27	\$117.27
Independent Reviewer	\$117.27	\$117.27	\$117.27
Senior IT Consultant	\$117.27	\$117.27	\$117.27
Senior Financial Consultant	\$117.27	\$117.27	\$117.27



Labor Category Descriptions

Engagement Manager

Minimum Education: Bachelor's Degree in relevant business or technical field.

Minimum Experience: 15 years of applicable IT audit consulting experience, including substantial experience in managing the products associated with client requirements.

Functional Responsibility: Organizes and directs overall engagement performance. Ensure that goals and objectives are accomplished within prescribed timeframe and funding parameters. Negotiates and makes decisions for the firm. Participates in project status committee meetings to resolve issues through application of Firm resources or experience gained in other projects. Ensures compliance with Firm policies and professional standards.

Independent Reviewer

Minimum Education: Bachelor's Degree in relevant business or technical field.

Minimum Experience: 10 years of applicable IT audit consulting experience, including substantial experience in managing the products associated with client requirements.

Functional Responsibility: Organizes and directs overall engagement performance. Ensure that goals and objectives are accomplished within prescribed timeframe and funding parameters. Participates in project status committee meetings to resolve issues through application of Firm resources or experience gained in other projects. Ensures compliance with Firm policies and professional standards.

Senior IT Consultant

Minimum Education: Bachelor's Degree in relevant business or technical field.

Minimum Experience: 10 years of applicable IT audit consulting experience, including substantial experience in managing the products associated with client requirements.

Functional Responsibility: Organizes and directs overall engagement performance. Ensure that goals and objectives are accomplished within prescribed timeframe and funding parameters. Participates in project status meetings to resolve issues through application of Firm resources or experience gained in other projects. Executes projects and engagements following firm methodologies.

Senior Financial Consultant

Minimum Education: Bachelor's Degree in relevant business or technical field.

Minimum Experience: 10 years of applicable financial consulting experience.

Functional Responsibility: Organizes and directs overall engagement performance. Ensure that goals and objectives are accomplished within prescribed timeframe and funding parameters. Participates in project status committee meetings to resolve issues through application of Firm resources or experience gained in other projects. Ensures projects are compliant with Firm policies and professional standards.



Instructions for Placing Orders for Services Based on GSA Schedule Hourly Rates

GSA provides a streamlined, efficient process for ordering the services you need. GSA has already determined that Securance LLC 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 FABS services, follow these simple steps:

Step 1. Develop a Statement of Work (SOW)

In the SOW, include the following information:

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

Step 2. Select Contractor and Place Order

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

Step 3. Prepare a Request for Quote (RFQ)

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

Step 4. Provide RFQ to at least Three (3) Firms

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



Requirements Exceeding the Maximum Order

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

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

Vendors may:

Offer a new lower price for this requirement (the Price Reduction clause is not applicable to orders placed over the maximum order in FAR 52.216-119 Order Limitations).

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

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

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



Blanket Purchase Agreement

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 services 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 or amounts have been exceeded and additional price reductions can be obtained.
- The ordering activity shall document the results of its review.



About Securance

Securance LLC is a professional services firm dedicated to IT security, internal audit risk consulting and compliance. In a decade of rapid and substantial growth, Securance has found success through the power of a simple idea: deliver uncompromising, high-quality services at a reasonable cost and customers will follow.

Securance was launched in 2002 by a former trusted member of a “Big 4” consulting team. The founder felt that his experience at Ernst & Young had provided him with an understanding of the challenges that many different kinds of companies face -- as well as what it would take to master those challenges. Securance set out to deliver outstanding results to each and every client and to ensure that projects were always done right. The mission of Securance was twofold: to convince hundreds of companies about the importance of risk and audit services, and to deliver outstanding services in those areas. Though getting the message out and building an outstanding reputation took persistence, it almost immediately yielded success, as demonstrated by a 20-percent annual growth rate.

To help sustain that growth, in late 2003, Securance began the process of creating a balanced professional consulting team. Unlike many consulting firms, Securance does not look to hire new college graduates; rather, Securance only hires professionals with a minimum of 10 years’ experience. Generally, that means people with Big 4 experience. Each new hire needs to have special technical strength or leadership skills in order to act as team leader.

From the start, Securance has worked to provide a presence across all 50 states and has maintained an unwavering commitment to delivering superior results. Securance has never positioned itself as a one-stop shop. Our sweet spot is IT risk and consulting. This focus has impressed client organizations. They know that they can count on Securance to deliver outstanding results without trying to “pad” projects or up-sell them unrelated services. In fact, Securance even offers some services on a fixed-price basis.

Over the past decade, Securance has built a strong following in the private sector, serving almost 200 organizations as diverse as Lowe’s, DelMonte Foods, US Food Service, General Mills, Bob Evans, the power-utility industry and major banks. Between 2009 and 2011, the company also started developing a significant presence in the government sector -- federal, state and municipal -- and continues to grow that part of its practice at double-digit rates.

From its inception, Securance has been willing to “go the extra mile” to ensure client satisfaction. With that kind of commitment, Securance Consulting clients become true partners. “Our motto is ‘**Get it right the first time, every time,**’ and that means we want it to be done right, on time and on budget, the first time and every time,” says the founder.

