

**Advanced Optical Systems, Inc.**

6767 Old Madison Pike, Ste. 410

Huntsville, AL 35806

(256) 971-0036

[contracts@aos-inc.com](mailto:contracts@aos-inc.com)

**GSA CONTRACT # GS-23F-0194P**

Online 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 for GSA Advantage is: <http://www.gsadvantage.gov/>.

Schedule Title: Professional Engineering Services (PES)

FSC Group: 871: 1-4

Contract Number: GS-23F-0194P

Contract Period: (March 25, 2004 to February 28, 2009)

Contractor Name: [Advanced Optical Systems, Inc.](#)

Address: [6767 Old Madison Pike, Suite 410](#)

[Huntsville, AL 35806](#)

Phone Number: [256-971-0036](#)

Fax Number: [256-971-0010](#)

Web site: [www.aos-inc.com](http://www.aos-inc.com)

Contact for contract administration: [Kristina Parmenter](#)

Business size: [small, veteran-owned](#)

Prices Shown Herein are Net (discount deducted)

Date: [5/28/2008](#)

**CUSTOMER INFORMATION PAGE**

- 1a. 871-1 Strategic Planning for Technology Programs/Activity
- 871-2 Concept Development and Requirements Analysis
- 871-3 System Design, Engineering and Integration
- 871-4 Test and Evaluation

1b. Pricing and labor categories are the same for all SIN's 871-1, 871-2, 871-3, 871-4. PED's for all SIN's noted above are EE or ME.

Price Effective P002	
Category	3/24/2008
Principal Engineer/Scientist -4	162.23
Principal Engineer/Scientist -2	147.04
Senior Engineer/Scientist -9	145.48
Senior Engineer/Scientist -7	130.06
Senior Engineer/Scientist -6	129.68
Senior Engineer/Scientist -4	115.59
Staff Engineer/Scientist -8	105.48
Staff Technical Specialist -6	71.70
Administrator -9	55.78
Senior Administrator -7	118.09
Business Manager -4	145.98
Chief Engineer/Scientist -9	276.16
Chief Engineer/Scientist -4	222.02
Principal Engineer/Scientist -10	220.68
Senior Engineer/Scientist -10	154.08
Program Manager	177.07
Subject Matter Expert	240.01

\*Current Schedule includes IFF fee.

Labor Category	Principal Engineer/Scientist
General Characteristics	
<p>An AOS Principal Scientist/Engineer can shoulder the responsibility for solving a large complex problem not amenable to conventional solutions, or which has appeared intractable to others. He/she can call on in depth knowledge of a specialty, broad knowledge of scientific and engineering fields, understanding of state of the art tools, a wide network of other experts, and expert problem solving skills. Equivalent to a full professor at a major university. Level within this category shall be determined primarily by the scope and frequency of contributions to the success of the company. Minimum education and experience may be supplemented with equivalent Performance Factor determined by management. In this category merit is much more important than years of experience.</p>	
Levels 1-3 Subject matter expert and/or experienced in program management for large/complex programs.	Minimum education level MS Ph.D. typical for Science disciplines Minimum experience 8 years
Levels 4-6 Similar to level 1-3, but at a higher level of achievement, skill, and experience. May be a member of management.	Minimum education level MS Ph.D. typical for Science disciplines Minimum experience 10 years
Levels 7-10	Minimum education level MS

Similar to level 4-6, but at a higher level of achievement, skill, and experience. May be a member of senior management.	Ph.D. typical for Science disciplines Minimum experience 12 years
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<b>Labor Category</b>	<b>Chief Engineer/Scientist</b>
<b>General Characteristics</b>	
<p>An incumbent is characterized by an extensive portfolio of personal accomplishment, experience in managing large and complex programs, and has an extensive network of professional contacts. The incumbent's contributions have been recognized by awards and election to the office in professional societies. He/she is sought as an advisor and consultant on scientific and technical problems and programs that extend well beyond his own field. His or her personal competence is likely to be a major factor in consideration of agency sponsorship. The board of directors' compensation committee determines the level within this scope.</p>	
<p>Levels 1-4 Chief technical officer for the company. Knowledgeable regarding scope of all technical programs supported by the company.</p>	<p>Minimum education level MS Ph.D. typical for Science disciplines Minimum experience 12 years</p>
<p>Levels 6-9 Similar to a level 1-4 but at a higher level of achievement, skill, and experience. May be a stakeholder in the company.</p>	<p>Minimum education level MS Ph.D. typical for Science disciplines Minimum experience 15 years</p>

<b>Labor Category</b>	<b>Staff Technical Specialist</b>
<b>General Characteristics</b>	
<p>A Staff Technical Specialist has advanced knowledge and skill in one or more technical areas. Examples include electronics, optics, drafting, design, graphics, and multimedia. The level within this category shall be indicative of the individual's master of his or her technical field, success in accomplishing tasks as assigned by a supervisor or project manager, leadership displayed in accomplishing jobs assigned by project managers, and the progress of the individual toward promotion to Senior Technical Specialist. Minimum education and experience may be supplemented with equivalent Performance Factor determined by management.</p>	
<p>Levels 1-3 Carries out more varied and complex tasks. Works according to established and proven methods.</p>	<p>Minimum education level AS or certification in specialty area Minimum experience 8 years</p>
<p>Levels 4-6 Performs tasks that are not completely standardized. Documents procedures so that they may be understood and repeated by others.</p>	<p>Minimum education level AS or certification in specialty area Minimum experience 10 years</p>
<p>Levels 7-10 Performs tasks of substantial complexity and variety. Trains or advised other technical specialists, scientists, or engineers on their specialty.</p>	<p>Minimum education level AS or certification in specialty area Minimum experience 12 years</p>

<b>Labor Category</b>	<b>Administrator</b>
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<b>General Characteristics</b>	
<p>An Administrator supports the operations of the company by performing administrative duties as assigned by his or her supervisor in one or more administrative specialty. Such specialties include financial, security, contracts, human resources, secretarial, documentations, clerical, purchasing, visitor and call reception, information services, general office work, and support to the technical staff. The level within this category shall be indicative of the individual's mastery of his or her specialty, success in accomplishing tasks as assigned by a supervisor and the progress of the individual toward promotion to Staff Administrator. Minimum education and experience may be supplement with equivalent Performance Factor determined by management. An example is a data entry clerk, or accounts receivable clerk. Only efforts directly associated with client work are charged directly to the client.</p>	
Levels 1-3 Trainee-required close supervision.	Minimum experience 0 years
Levels 4-6 Requires initial close supervision but supervision reduce to spot checks on repetitive tasks.	Minimum education level HS Minimum experience 2 years
Levels 7-10 Receives complete oral and/or written instructions at the beginning of each assignment.	Minimum education level HS May require certification in certain specialties Minimum experience 5 years

<b>Labor Category</b>	<b>Senior Administrator</b>
<b>General Characteristics</b>	
<p>An AOS Senior Administrator is at the top of the field in a specialty that has a defined ladder to very high levels of knowledge and expertise. As an example is comptroller versus bookkeeper. The incumbent is the company's expert in the area. An example is a head bookkeeper. The incumbent assures compliance with administrative requirements such as CDRL reporting, IRS compliance, ERISA, etc. Only efforts directly associated with client work are charged directly to the client. The level within this category shall be indicative of the individual's mastery of his or her specialty, success in accomplishing tasks as assigned by a supervisor, and the scope and frequency of contribution to the success of the company. Minimum education and experience may be supplement with equivalent Performance Factor determined by management. In this category merit is much more important than years of experience.</p>	
Levels 1-3 Applies initiative and resourcefulness to plan and execute non-repetitive and complex tasks.	Minimum education level BS or BA, MS typical Minimum experience 10 years, 8 years with MS
Levels 4-6 Independently plans and executes large block of work that is complete project of limited scope or part of a large project with diverse components.	Minimum education level BS or BA, MS typical Minimum experience 12 years
Levels 7-10 Plans and executes project that require frequent coordination of separate activities. May act in a	Minimum education level BS or BA, MS typical Minimum experience 12 years

managerial role.	
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Labor Category	Business Manager
<p><b>General Characteristics</b></p> <p>An AOS Business Manager has broad knowledge over all aspects of a business, and specific expertise in at least one aspect, such as accounting, finance, human resources, sales, or business development. A business manager may supervise the other administrative staff. A business manager may be directly involved with a client in support of contractual matters and accounting. A business manager may be directly involved with a client in cases of complex business matters involving multiple contracts or tasks, to relieve the program manager of these efforts. A business manager may apply market expertise in support of a client's dealing within an agency or external market. Minimum education and experience may be supplement with equivalent Performance Factor determined by management. In this category merit is much more important than years of experience.</p>	
<p>Levels 1-3</p> <p>Performs and oversees the business aspects of the company, and the business aspects of the company's dealings with clients.</p>	<p>Minimum education level BS or BA. An MBA degree is a plus. Minimum experience 5 years</p>
<p>Levels 4-6</p> <p>Independently performs and oversees the business aspects of the company, and the business aspects of the company's dealings with clients. Is management's source of knowledge and guidance in all business matters of a complex company.</p>	<p>Minimum education level BS or BA. Typically will have additional credentials such as MBA or CPA Minimum experience 8 years</p>
<p>Levels 7-10</p> <p>Leads business activities that significantly increase the value of the company or the value of the company's work for a client.</p>	<p>Minimum education level BS or BA. Typically will have additional credentials such as MBA or CPA Minimum experience 10 years</p>

Labor Category	Staff Engineer/Scientist
<p><b>General Characteristics</b></p> <p>An AOS Staff Scientist/Engineer is an expert in a narrow field of study, or competent in the broad range of disciplines needed to develop a system. The Staff Scientist has a professional education, and has demonstrated through experience the ability to systematically attach an issue through analysis and/or experiment, and provide definitive answers. Recommendations are relied upon by the company, and reviewed before presentation to the client. The level within this category shall be indicative of the individual's expertise of his or her technical field, success in accomplishing tasks as assigned by a supervisor or project manager, leadership displayed in accomplishing jobs assigned by project managers, and the progress of the individual toward promotion to Senior Engineer/Scientist. Minimum education and experience may be supplemented with equivalent Performance Factor determined by management.</p>	
<p>Levels 1-3</p> <p>Plans and executes complex studies or projects</p>	<p>Minimum education level BS, MS typical</p>

involving recognized phenomena and technologies. Provides technical guidance and instructions to lower graded professionals and specialists.	Minimum experience 5 years, 4 years with MS
Levels 4-6 Plans, executes, and reports on original studies and projects requiring innovative approaches. Scientific and engineering solutions and recommendations are normally accepted as sound without close review.	Minimum education level BS, MS typical Minimum experience 8 years
Levels 7-10 Trains or advises other scientists, engineers, and technical specialist on their area of expertise. Papers and reports are accepted internally as authoritative scientific documents. May serve as Associate Program Manager or Associate Principal Investigator.	Minimum education level BS MS or Ph.D. typical Minimum experience 10 years, 9 years with MS, 0 years with Ph.D.

Labor Category	Senior Engineer/Scientist
<p><b>General Characteristics</b></p> <p>An AOS Senior Scientist/Engineer typically works as a team leader, formulating and guiding an attack on problems that are critical obstacles to progress or in areas of exceptional interest. Problems are typically difficult to define, require sophisticated techniques, or present other features of more than average difficulty. The incumbent is qualified to be a task leader, principal investigator or program manager. A high degree of insight is used to isolate and define the critical aspects of a problem. The company and the client can rely upon the incumbent's professional judgment. Quality of work is such that it could be published in a referred journal if appropriate. The level within this category shall be consummate with the individual's contributions and accomplishments. Minimum education and experience may be supplemented with equivalent Performance Factor determined by management.</p>	
<p>Levels 1-4</p> <p>Findings are accepted as authoritative by other. Represents the company or project before customers and the public. Beginning level for program management. May serve as Associate Program Manager, Program Manager, or Principal Investigator on small/low complexity programs.</p>	<p>Minimum education level MS Ph.D. typical for Science disciplines Minimum experience 10 years, 4 years with Ph.D.</p>
<p>Levels 5-6</p> <p>May serve as Associate Program Manager, Program Manager, or Principal Investigator in mid-sized, medium complexity programs.</p>	<p>Minimum education level MS Ph.D. typical for Science disciplines Minimum experience 10 years, 6 years with Ph.D.</p>
<p>Levels 7-8</p> <p>May serve as Associate Program Manager, Program Manager or Principal Investigator in mid-sized, medium complexity programs. Leads programs that are strategically important to the company and/or the customer. Often in a role of increased visibility for the customer.</p>	<p>Minimum education level MS Ph.D. typical for Science disciplines Minimum experience 10 years, 8 years with Ph.D.</p>

<p>Level 9 Leads programs that are strategically important to the company and/or the customer. May serve as Program Manager or Principal Investigator in mid-sized, medium – to large sized, complex programs.</p>	<p>Minimum education level MS Ph.D. typical for Science disciplines Minimum experience 10 years, 9 years with Ph.D.</p>
<p>Level 10 Similar to a level 9 but with a greater level and degree of experience within a particular area of technical focus. May have been credited with various technical accolades, inventions, and other recognitions within the company. May be a stakeholder in the company.</p>	<p>Minimum education level MS Ph.D. typical for Science disciplines Minimum experience 10 years, 10 years with Ph.D.</p>

<b>Labor Category</b>	<b>Program Manager</b>
<p>General Characteristics</p> <p>At AOS a Program Manager provides supervision/management of the activities and staff of a research or technical business unit. Responsible for overall unit performance within budgetary and schedule guidelines. Identifies and recommends objectives and scope of technical projects and communicates goals, scope, approach and scheduled to assigned personnel. Establishes budgets, forecasts manpower, equipment and supply needs. Program Managers often have direct reports of one ore more. Typically has prior management experience. The program size assigned to a Program Manager shall be consummate with the individual’s contributions and accomplishments within his/her area of technical expertise as well as from a company perspective. Minimum education and experience may be supplemented with equivalent Performance Factor determined by management.</p>	
<p>Acts as a fully competent engineer in all conventional aspects of the subject matter. Possesses and applies a comprehensive knowledge of particular field of specialization to the completion of significant assignments. Leads a team to carry out complex or novel assignments requiring the development of new or improved techniques and procedures. Typically works on issues that impact the design success of current products/prototypes or address broad design issues of future products/prototypes or technologies.</p>	<p>Minimum education level B.S. degree M.S. and/or Ph.D. typical for Science disciplines. Minimum experience 5-10 years depending on program scope.</p>

<b>Labor Category</b>	<b>Subject Matter Expert</b>
<p>General Characteristics</p> <p>At AOS a Subject Matter Expert is recognized as an expert in a specialized technical area and in specific functional tasks as identified by our customers. Such individuals should possess unique capabilities or experience not available under basic labor categories. Subject Matter Experts are recognized in their respective trade, field, or industry as being able to provide expert level technical direction on discipline related projects. They can provide guidance and direction for accomplishment of multiple, complex and interrelated projects; design and implement programs, projects or tasks, lead/manage multi-task projects of high complexity while providing primary</p>	

interface with client management personnel regarding strategic issues; ensure completion of programs, projects or tasks within estimated time frames and budget constraints, coordinate with all parties to tasks; review work products for completeness, and adherence to customer requirements; brief and lead strategic level client meeting.

Minimum education level B.S. degree  
M.S. and/or Ph.D. typical for Science disciplines  
Minimum experience 15+ years  
If no degree-appropriate expertise required

2. Maximum order:\$750,000
3. Minimum order: \$100.00
4. Geographic coverage (delivery area):domestic
5. Point(s) of production (city, county, and state or foreign country): Huntsville, Madison, Alabama
6. Discount from list prices or statement of net price: Not applicable
7. Quantity discounts: Not applicable
8. Prompt payment terms: Net 30
- 9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold. Yes
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold. Yes
10. Foreign items: Not applicable.
- 11a. Time of delivery: to be negotiated at the task order level
- 11b. Expedited delivery: to be negotiated at the task order level
- 11c. Overnight and 2-day delivery: to be negotiated at the task order level
- 11d. Urgent requirements: See contract clauseI-FSS-14-B. Agencies can contact the contact for contract administration to obtain faster delivery.
12. F.O.B.point(s): Destination.
- 13a. Ordering address(es):6767 Old Madison Pike, Suite 410, Huntsville, AL 35806
- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on blanket purchase agreements (BPA s), and a sample BPA can be found at the GSA/FSS schedule homepage(fss.gsa.gov/schedules).
14. Payment address: 6767 Old Madison Pike, Suite410, Huntsville, AL 35806
15. Warranty provision: Not applicable
16. Export packing charges: Not applicable.
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).Not applicable
18. Terms and conditions of rental maintenance, and repair not applicable.
19. Terms and conditions of installation not applicable.
20. Terms and conditions of repair parts not applicable.
- 20a. 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. Preventative maintenance not applicable.

- 24a. Special attributes such as environmental attributes: Not applicable
- 24b. If applicable, indicate that 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/).
- 25. Data Universal Number System (DUNS) number: 36-352-6914
- 26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered, and Registration valid to 02/14/2009.