



## GENERAL SERVICES ADMINISTRATION

### Federal Supply Service Authorized Federal Supply Schedule Pricelist

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 *GS AAdvantage*, a menu-driven database system. The INTERNET address for *GS AAdvantage* is [GSAAdvantage.gov](http://GSAAdvantage.gov).

**Scientific Equipment and Services; Test and Measurement Equipment, Unmanned Scientific Vehicles; Laboratory Instruments, Furnishings and LIMS; Geophysical and Environmental Analysis Equipment; and Mechanical, Chemical, Electrical, and Geophysical Testing Services**

SIN 873-1/873-1RC Mechanical Testing and Analysis



**Skyward, Ltd. is a small business specializing in total customer solutions through laboratory testing and analysis services focused on mechanical testing and analysis applications**

**Contract Number  
GS-24F-0016M  
February 8, 2007 - February 7, 2012  
Revised January 30, 2007 (Mod AO04)**

For more information on ordering from Federal Supply Schedules,  
click on the FSS Schedules button at [www.fss.gsa.gov](http://www.fss.gsa.gov)

**Skyward, Ltd.** • 5100 Springfield Street • Suite 418 • Dayton, OH 45431-1264  
(937) 252-2710 • Fax: (937) 252-3486 • Email: [gsa@skywardltd.com](mailto:gsa@skywardltd.com) • Web Site: [www.skywardltd.com](http://www.skywardltd.com)

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## CUSTOMER INFORMATION

### 1. **AWARDED SPECIAL ITEM NUMBER (SIN):**

- 873-1/873-1RC Mechanical Testing and Analysis Services
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### 2. **MAXIMUM ORDER THRESHOLD:**

The maximum order threshold value per order for all Scientific Equipment and Services; Test and Measurement Equipment, Unmanned Scientific Vehicles; Laboratory Instruments, Furnishings and LIMS; Geophysical and Environmental Analysis Equipment; and Mechanical, Chemical, Electrical, and Geophysical Testing Services will be \$100,000.

### 3. **MINIMUM ORDER:**

The minimum dollar value per order for all Scientific Equipment and Services; Test and Measurement Equipment, Unmanned Scientific Vehicles; Laboratory Instruments, Furnishings and LIMS; Geophysical and Environmental Analysis Equipment; and Mechanical, Chemical, Electrical, and Geophysical Testing Services will be \$100.

### 4. **GEOGRAPHIC SCOPE OF CONTRACT:**

The 48 contiguous States, D.C., Alaska, Hawaii and Puerto Rico.

### 5. **POINT OF PRODUCTION:**

The primary point of production is the Skyward corporate headquarters location in Dayton, Montgomery County, Ohio.

### 6. **DISCOUNT FROM LIST PRICES:**

All prices listed are net prices.

### 7. **QUANTITY DISCOUNTS:**

None

**8. PROMPT PAYMENT TERMS:**

No special discount is offered for prompt payment. Payment terms are net 30 days.

**9. ACCEPTANCE OF GOVERNMENT CREDIT CARDS:**

**9.a.** Government credit cards will be accepted for orders below the micro-purchase threshold.

**9.b.** Government credit cards will be accepted for orders above the micro-purchase threshold.

**10. FOREIGN ITEMS:**

None.

**11. TIME OF DELIVERY:**

**11.a.** 30 days to respond to an order or as negotiated with the Government Ordering Office.

**11.b.** Only services are available in this price list; expedited delivery is not available.

**11.c.** Overnight and 2-day delivery are not available.

**11.d.** Urgent requirements may be satisfied in accordance with Skyward's contract (GS-24F-0016M), clause I-FSS-140-B URGENT REQUIREMENTS.

**12. FOB POINT:**

Destination.

**13. ORDER ADDRESS:**

**13.a.** Skyward, Ltd.  
5100 Springfield Street, Suite 418  
Dayton, OH 45431-1264  
Attn: Daniel C. Cyphers, Vice President  
Telephone: (937) 252-2710 Facsimile: (937) 252-3486  
gsa@skywardltd.com

**13.b.** For supplies and services, the ordering procedures information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).

**14. PAYMENT ADDRESSES:**

**For payment via wire transfer:**

Payment via wire transfer information will be furnished upon contract award.

**For Payment via Check/U.S. Mail:**

Skyward, Ltd.  
5100 Springfield Street, Suite 418  
Dayton, OH 45431-1264

**ACH Payments:**

ACH payment information will be furnished upon contract award.

**15. WARRANTY PROVISION:**

Skyward warrants the “professional” and “non-professional” manpower provided under this price list by Skyward shall have the experience, education and expertise as delineated in the Labor Categories section.

**16. EXPORT PACKING CHARGES:**

Not applicable.

**17. TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCES (ABOVE THE MICRO-PURCHASE THRESHOLD):**

Accepted above the micro-purchase threshold.

**18. SPECIAL ATTRIBUTES:**

Not applicable.

**19. DATA UNIVERSAL NUMBERING SYSTEM (DUNS) NUMBER:**

00-223-1525

**20. CENTRAL CONTRACTOR REGISTRATION (CCR) DATABASE:**

Skyward, Ltd. is registered in the Central Contractor Registration (CCR) database.

## 21. SECURITY

No DD254s are associated with the basic Scientific Equipment and Services; Test and Measurement Equipment, Unmanned Scientific Vehicles; Laboratory Instruments, Furnishings and LIMS; Geophysical and Environmental Analysis Equipment; and Mechanical, Chemical, Electrical, and Geophysical Testing Services Federal Supply Service Contract. If security clearances are required for a specific task order, DD254s may be issued against the order. Skyward's cognizant security offices are—

### **Facility Clearance**

Defense Security Service  
2900 Presidential Drive  
Suite #200  
Fairborn, OH 45324-6224

Telephone: (937) 225-2702

### **Facility**

Clearance: Secret with Secret Storage  
Capability

Granted by: DISCO, Columbus, OH  
August 28, 1997

### **Personnel Security Clearance Verification**

Defense Security Service Operations Center -  
Columbus  
2780 Airport Drive  
Suite 400  
Columbus, OH 43219-2268

Telephone: (888) 282-7682

## **CORPORATE OVERVIEW**

Skyward, Ltd., with corporate headquarters in Dayton, Ohio, is an expanding small business with a mission of providing the highest quality laboratory testing and analysis services to Federal Government Agency customers and other eligible users of GSA MAS programs. Skyward's intent as a small business is to fulfill its mission objective by serving customers via its unique talents, experience and small business advantages, its willingness to partner with larger businesses to cover other niche areas, and its capability to apply knowledge where there are no experts. In supporting its customers, Skyward concentrates on total system support through data synthesis and analysis and test planning and test site support. Other emphasis areas include weapon systems analysis and modeling and simulation.

Skyward's employees are key to its core capabilities. Collectively, our engineers and analysts average over twenty years of technical experience relevant to Skyward's mission objective. Eighty percent of these experts have advanced technical degrees. Our academic training combined with our technical experience translates into exceptional value added for our customers.

The services offered for the GSA Scientific Equipment and Services; Test and Measurement Equipment, Unmanned Scientific Vehicles; Laboratory Instruments, Furnishings and LIMS; Geophysical and Environmental Analysis Equipment; and Mechanical, Chemical, Electrical, and Geophysical Testing Services Schedule by Skyward span critical segments of the engineering life cycle and the mechanical engineering Primary Engineering Discipline. The array of services, when applied individually or blended to conduct enterprise-wide and/or project-based efforts, will bring comprehensive, productive, and progressive state-of-the-art solutions to our federal customers.

Skyward has the experience, technical capability, skilled professional staff, and leadership, backed by a proven record of successful performance for the Federal Agencies we serve. Skyward's comprehensive Scientific Equipment and Services; Test and Measurement Equipment, Unmanned Scientific Vehicles; Laboratory Instruments, Furnishings and LIMS; Geophysical and Environmental Analysis Equipment; and Mechanical, Chemical, Electrical, and Geophysical Testing Services Schedule supports Federal Agency goals now and into the future.



## LABOR CATEGORIES

### LABOR CATEGORIES

Each labor category specified below is defined with regard to education, general experience, and specific experience requirements. Training and certification requirements for a labor category are specified in the specific experience description. The duties normally performed by a person filling a labor category position are defined. Laboratory testing and analysis services required to support customer needs will involve both “professional” and “non-professional” skills, and Skyward will provide both categories of labor. Labor categories five through ten are “non-professional” and are covered by the Service Contract Act (SCA). The correspondence between the labor categories listed as covered by the SCA and the labor categories of Wage Determination No. 1994-2419, Revision No. 18 are as follows:

Engineering Technician V	Support Specialist
Engineering Technician IV	Engineering Technician V
Engineering Technician III	Engineering Technician IV
Design Draftsman	Engineering Technician III
Senior Support Specialist	Scientist/Engineer Technical Aide

Skyward recognizes that successful performance depends on having the right skills and experience. These skills and experience, in turn, are acquired through the proper mix of education and professional experience. More and more, we find that the skills needed to support advanced technology efforts, and to meet today’s problems and tomorrow’s challenges, are not always supported by a traditional education and work experience combination. Therefore, Skyward may substitute between equivalent experience and education in order to provide the quality of services required by the customer.

### 1. SENIOR PROGRAM MANAGER

**Education:** B.S. or B.A. degree\*

**General Experience:** Typically has 10 to 12 years experience in managing complex testing and analysis technical efforts involving multiple facets of scientific or engineering disciplines.

**Specialized Experience:** At least 6 years of direct supervision of technical personnel involved in complex testing and analysis technical efforts. Must be capable of leading projects that involve the successful management of teams composed of engineers, scientists, and management professionals who have been involved in analyzing, designing, developing, integrating, training, testing, documenting, implementing, and maintaining complex systems.

**Duties:** Performs day-to-day management of overall contract support operations, possibly involving multiple projects and groups of personnel at multiple locations. Organizes, directs, and coordinates the planning and production of all contract support activities. Demonstrates written

and oral communication skills. Establishes and alters (as necessary) corporate management structure to direct effective contract support activities.

\* Master's Degree is equivalent to two (2) years of general experience

## **2. PROGRAM MANAGER**

**Education:** B.S. or B.A. degree\*

**General Experience:** Typically has 6 to 9 years experience in managing complex testing and analysis technical efforts involving multiple facets of a scientific or engineering discipline.

**Specialized Experience:** At least 4 years of direct supervision of technical personnel involved in complex testing and analysis technical efforts. Must be capable of leading projects that involve the successful management of teams composed of engineers, scientists, and management professionals who have been involved in analyzing, designing, developing, integrating, training, testing, documenting, implementing, and maintaining complex systems.

**Duties:** Performs day-to-day management of overall contract support operations, possibly involving multiple projects and groups of personnel at multiple locations. Organizes, directs, and coordinates the planning and production of all contract support activities. Demonstrates written and oral communication skills. Establishes corporate management structure to direct effective contract support activities.

\* Master's Degree is equivalent to two (2) years of general experience

## **3. SENIOR SCIENTIST/ENGINEER**

**Education:** B.S. or B.A. degree\*

**General Experience:** Typically has 8 to 10 years testing and analysis experience in a scientific or engineering discipline such as industrial, civil, aviation, aerospace, electrical, mechanical, nuclear, chemical, information, computer, software, marine, environmental, telecommunications, information security, network, or other engineering, analytical or scientific disciplines such as mathematics or physics.

**Specialized Experience:** At least 6 years leading complex testing and analysis efforts and supervising scientific and engineering staff involved with the application of testing and analysis disciplines in the technical field directly related to the required tasking area being supported.

**Duties:** Leads complex scientific and engineering test and analysis efforts and supervises scientific and engineering staff participating in such efforts. Provides engineering, technical, and managerial direction for problem definition, analysis, requirement development, and implementation for complex systems in the scientific or engineering discipline required to meet

technical requirements. Makes recommendations and advises on test and analysis development, improvements, optimization, or support efforts. Performs risk assessments and analyses employing modeling and simulation techniques such as mathematics or physics.

\* Master's Degree is equivalent to two (2) years of general experience

#### 4. SCIENTIST/ENGINEER

**Education:** B.S. or B.A. degree\*

**General Experience:** Typically has 3 to 8 years testing and analysis experience in a scientific or engineering discipline such as industrial, civil, aviation, aerospace, electrical, mechanical, nuclear, chemical, information, computer, software, marine, environmental, telecommunications, information security, network, or other engineering, analytical or scientific disciplines.

**Specialized Experience:** At least 3 years leading testing and analysis efforts and supervising scientific and engineering staff involved with the application of testing and analysis disciplines in the technical field directly related to the required tasking area being supported.

**Duties:** Supports scientific and engineering test and analysis efforts and contributes to engineering, technical, and managerial direction for problem definition, analysis, requirement development, and implementation for systems in the scientific or engineering discipline required to meet technical requirements. Participates in efforts that develop recommendations and advice on test and analysis development, improvements, optimization, or support efforts.

\* Master's Degree is equivalent to two (2) years of general experience

#### 5. JUNIOR SCIENTIST/ENGINEER

**Education:** B.S. or B.A. degree\*

**General Experience:** Educational background in a scientific or engineering discipline such as industrial, civil, aviation, aerospace, electrical, mechanical, nuclear, chemical, information, computer, software, marine, environmental, telecommunications, information security, network, or other engineering, analytical or scientific disciplines.

**Specialized Experience:** At least an educational background associated with the application of testing and analysis disciplines in the technical field directly related to the required tasking area being supported.

**Duties:** Supports scientific and engineering test and analysis efforts and contributes to engineering, technical, and managerial direction for problem definition, analysis, requirement development, and implementation for systems in the scientific or engineering discipline required to meet technical requirements. Participates in efforts that develop recommendations and advice on test and analysis development, improvements, optimization, or support efforts.

\* Master's Degree is equivalent to two (2) years of general experience

## 6. SCIENTIST/ENGINEER TECHNICAL AIDE

**Education:** Associate degree in a scientific or engineering discipline or H.S. diploma and two years educational experience in a scientific or engineering discipline

**General Experience:** Educational background in a scientific or engineering discipline such as industrial, civil, aviation, aerospace, electrical, mechanical, nuclear, chemical, information, computer, software, marine, environmental, telecommunications, information security, network, or other engineering, analytical or scientific disciplines.

**Specialized Experience:** At least two years of an educational background associated with the application of testing and analysis disciplines in the technical field directly related to the required tasking area being supported.

**Duties:** Under appropriate supervision, supports scientific and engineering test and analysis efforts and contributes to engineering, technical, and managerial direction for problem definition, analysis, requirement development, and implementation for systems in the scientific or engineering discipline required to meet technical requirements.

## 7. ENGINEERING TECHNICIAN V

**Education:** High school diploma or equivalent

**General Experience:** Typically has 8 years of work experience or 2 years of technical training above the high school level with 5 years of work experience.

**Specialized Experience:** Work experience in the fabrication and repair of aircraft and/or aircraft systems.

**Duties:** Supports scientific and engineering test and analysis efforts through performance of non-routine assignments of substantial variety and complexity. Receives objectives and technical advice from engineer or lead technician and may supervise the activities of lower level engineering technicians. Specific skills with proven relational experience must be possessed in the test and analysis areas to be supported. Possesses knowledge of standard shop safety practices and a familiarity with system safety procedures.

## 8. ENGINEERING TECHNICIAN IV

**Education:** High school diploma or equivalent

**General Experience:** Typically has 5 years of work experience or 2 years of technical training above the high school level with 2 years of work experience.

**Specialized Experience:** Work experience in the fabrication and repair of aircraft and/or aircraft systems.

**Duties:** Supports scientific and engineering test and analysis efforts through performance of non-routine assignments of substantial variety and complexity. Receives objectives and technical advice from engineer or lead technician and work is reviewed for technical adequacy. May assist in the review of designs or specifications of equipment to ensure all requirements of a test are covered. Installs equipment, performs equipment modifications and completes expansions to existing equipment or supervise the installation by lower level engineering technicians. Has familiarity with standard shop safety practices and system safety procedures.

## 9. ENGINEERING TECHNICIAN III

**Education:** High school diploma or equivalent

**General Experience:** Typically has 2 years of work experience or 2 years of technical training above the high school level.

**Specialized Experience:** Work experience in the fabrication and repair of aircraft and/or aircraft systems.

**Duties:** Supports scientific and engineering test and analysis efforts through performance of non-routine assignments not completely standardized or prescribed. Receives objectives and technical advice from engineer or lead technician and work is reviewed for technical adequacy. May assist in the review of designs or specifications of equipment to ensure all requirements of a test are covered. Installs equipment, performs equipment modifications and completes expansions to existing equipment or supervise the installation by lower level engineering technicians.

## 10. DESIGN DRAFTSMAN

**Education:** Associate degree

**General Experience:** Educational background in engineering with an emphasis on drafting and design or completion of a design drafting apprenticeship program.

**Specialized Experience:** At least eight years work experience plus knowledge of and experience in aircraft and/or aircraft systems testing.

**Duties:** Supports scientific and engineering test and analysis efforts by planning, designing and overseeing the construction of unique fixtures and test articles making independent judgments and decisions as to materials and construction methods needed to meet these requirements. Produces drawings by using computer-aided design software. Leads fabrication efforts with minimal supervision.

## **11. SENIOR SUPPORT SPECIALIST**

**Education:** Associate degree or H.S. diploma and 4 years relevant work experience

**General Experience:** Typically 3 to 4 years of experience providing support to technical programs.

**Specialized Experience:** At least 2 years experience in areas such as writing and editing documents, graphics, document preparation, and drafting.

**Duties:** Depending on the functional specialty, support the program management staff in the preparation of deliverables, proposals, internal reports, briefings, and drawings associated with the project being supported. Supervise other support specialists performing on the project. Must demonstrate the ability to work independently or under only general direction.

## **12. SUPPORT SPECIALIST**

**Education:** Associate degree or H.S. diploma and 2 years relevant work experience

**General Experience:** Typically 1 year of experience providing support to technical programs.

**Specialized Experience:** General experience in areas such as writing and editing documents, graphics, document preparation, and drafting.

**Duties:** Depending on the functional specialty, support the program management staff in the preparation of deliverables, proposals, internal reports, briefings, and drawings associated with the project being supported.

**LABOR RATES****SKYWARD CONTRACTOR-SITE LABOR RATES—OPTION PERIOD (YEARS 1-5)**  
**Effective January 30, 2007**

<b>Labor Category</b>	<b>Year One (2/8/07- 2/7/08)</b>	<b>Year Two (2/8/08- 2/7/09)</b>	<b>Year Three (2/8/09- 2/7/10)</b>	<b>Year Four (2/8/10- 2/7/11)</b>	<b>Year Five (2/8/11- 2/7/12)</b>
1. Senior Program Manager	\$116.59	\$120.67	\$124.89	\$129.26	\$133.78
2. Program Manager	\$93.17	\$96.43	\$99.81	\$103.30	\$106.92
3. Senior Scientist/Engineer	\$99.75	\$103.24	\$106.85	\$110.59	\$114.46
4. Scientist/Engineer	\$83.86	\$86.28	\$89.30	\$92.43	\$95.67
5. Junior Scientist/Engineer	\$67.19	\$69.54	\$71.97	\$74.49	\$77.10
6. Scientist/Engineer Technical Aide	\$45.23	\$46.81	\$48.45	\$50.15	\$51.91
7. <b>Engineering Technician V</b>	\$66.47				
8. <b>Engineering Technician IV</b>	\$54.49				
9. <b>Engineering Technician III</b>	\$50.70				
10. <b>Design Draftsman</b>	\$58.35				
11. <b>Senior Support Specialist</b>	\$31.66				
12. <b>Support Specialist</b>	\$23.47				

For labor categories shown in bold that are covered by the Service Contract Act, the Year One pricing is the baseline for this schedule. Future price increases are subject to the Fair Labor Standards Act (See FAR 52.222-43).

**SKYWARD GOVERNMENT-SITE LABOR RATES—OPTION PERIOD (YEARS 1–5)**  
**Effective January 30, 2007**

<b>LaborCategory</b>	<b>Year One (2/8/07- 2/7/08)</b>	<b>Year Two (2/8/08- 2/7/09)</b>	<b>Year Three (2/8/09- 2/7/10)</b>	<b>Year Four (2/8/10- 2/7/11)</b>	<b>Year Five (2/8/11- 2/7/12)</b>
1. Senior Program Manager	\$102.26	\$105.84	\$109.54	\$113.37	\$117.34
2. Program Manager	\$81.71	\$84.57	\$87.53	\$90.59	\$93.76
3. Senior Scientist/Engineer	\$87.49	\$90.55	\$93.72	\$97.00	\$100.40
4. Scientist/Engineer	\$71.16	\$73.65	\$76.23	\$78.90	\$81.66
5. Junior Scientist/Engineer	\$59.08	\$61.15	\$63.29	\$65.51	\$67.08
6. Scientist/Engineer Technical Aide	\$38.31	\$39.65	\$41.04	\$42.48	\$43.97
7. <b>Engineering Technician V</b>	\$56.74				
8. <b>Engineering Technician IV</b>	\$46.51				
9. <b>Engineering Technician III</b>	\$43.28				
10. <b>Design Draftsman</b>	\$49.81				
11. <b>Senior Support Specialist</b>	\$27.03				
12. <b>Support Specialist</b>	\$20.04				

For labor categories shown in bold that are covered by the Service Contract Act, the Year One pricing is the baseline for this schedule. Future price increases are subject to the Fair Labor Standards Act (See FAR 52.222-43).