



**GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

**CONTRACT NUMBER: GS-35F-0094M  
CONTRACT PERIOD: 11/27/2001 through 11/26/2021  
Modification # PA-0087, dated 06/12/20**

**Multiple Award Schedule – Information Technology**

**CONTRACTOR:** COREONYX Government Solutions, LLC  
43696 Lees Mill Sq  
Leesburg, VA 20176  
Tel: (202) 797-7711  
Fax: (202) 797-7715  
Web: [coreonyx.com](http://coreonyx.com)

**CONTRACT ADMINISTRATOR:** Marshall Combs, COO  
(443) 878-2812  
marshall.combs@coreonyx.com

**BUSINESS SIZE:** Small Business  
Veteran-Owned Small Business  
Service Disabled Veteran-Owned Small Business  
Small Disadvantaged Business

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-driven database system. The INTERNET address GSA Advantage!® is: [GSAAdvantage.gov](http://GSAAdvantage.gov).

For more information on ordering from this Federal Supply Schedule contract, please visit: [www.gsa.gov/schedules](http://www.gsa.gov/schedules)

# Contractor Information

---

**1a. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs):**

511210	Software Licenses
54151	Software Maintenance Services
54151ECOM	Electronic Commerce and Subscription Service
54151S	Information Technology Professional Services
611420	Information Technology Training
OLM	Order Level Materials

**1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH AWARDED SIN:** *See Appendix A*

**1c. HOURLY RATES (Services only):** *See Appendix A*

**2. MAXIMUM ORDER THRESHOLD:** \$500,000: 511210, 54151, 54151ECOM, 54151S  
\$250,000: 611420

**3. MINIMUM ORDER THRESHOLD:** \$100.00

**4. GEOGRAPHIC COVERAGE:** 50 States, DC, Puerto Rico

**5. POINT(S) OF PRODUCTION:** *United States*

**6. DISCOUNT FROM BEST MARKET RATE:** *GSA Net Prices can be found in Pricing Matrixes (below). Negotiated discounts have been applied and the Industrial Funding Fee has been added.*

**7. QUANTITY DISCOUNT(S):** 611420: *10.5% off when 6 or more students are registered at the same time.*

**8. PROMPT PAYMENT TERMS:** *Net 30*

*Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.*

**9.a Government Purchase Cards will be accepted at or below the micro-purchase threshold.**

**9.b Government Purchase Cards will NOT be accepted above the micro-purchase threshold.**

**10. FOREIGN ITEMS:** *None*

**11a. TIME OF DELIVERY:** *To be negotiated with individual ordering agency*

**11b. EXPEDITED DELIVERY:** *Contact Contractor if Available*

**11c. OVERNIGHT AND 2-DAY DELIVERY:** *Contact Contractor if Available*

**11d. URGENT REQUIRMENTS:** *Agencies can contact the Contractor's representative to affect a faster delivery. Customers are encouraged to contact the Contractor for the purpose of requesting accelerated delivery.*

**12. FOB POINT:** *N/A*

**13a. ORDERING ADDRESS:** *COREONYX Government Solutions, LLC  
C/O Marshall Combs  
2411 Dulles Corner Park, Suite 425  
Herndon, VA 20171*

- 13b. ORDERING PROCEDURES:** *For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.*
- 14. PAYMENT ADDRESS:** *COREONYX Government Solutions, LLC  
C/O Bobby Hayes  
2411 Dulles Corner Park, Suite 425  
Herndon, VA 20171*
- 15. WARRANTY PROVISION:** *N/A*
- 16. EXPORT PACKING CHARGES:** *None*
- 17. TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:** *None*
- 18. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE):** *Not Applicable*
- 19. TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE):** *Not Applicable*
- 20. TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF AVAILABLE):** *Not Applicable*
- 20a. TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE):** *Not Applicable*
- 21. LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE):** *Washington, DC*
- 22. LIST OF PARTICIPATING DEALERS (IF APPLICABLE):** *Not Applicable*
- 23. PREVENTIVE MAINTENANCE (IF APPLICABLE):** *Not Applicable*
- 24a. SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants):** *Not Applicable*
- 24b. SECTION 508 COMPLIANCE FOR ELECTRONIC AND INFORMATION TECHNOLOGY (EIT):** *As applicable*
- 25. DUNS NUMBER:** *098692066*
- 26. NOTIFICATION REGARDING REGISTRATION IN SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE:** *Contractor has an active registration in the System for Award Management (SAM) database.*

# Appendix A – Price List

## Software

511210

### Google

MFR PART #	PRODUCT NAME	PRODUCT DESCRIPTION	GSA w/IFF
<b>G100 PRODUCTION 2 YEAR SUPPORT</b>			
GSAG100500K2YSTD	G100 GOOGLE SEARCH APPL 500k	PRODUCTION BOX 2 YEARS SUPPORT	\$34,288.00
GSAG1001M2YSTD	G100 GOOGLE SEARCH APPL 1M	PRODUCTION BOX 2 YEARS SUPPORT	\$56,138.00
GSAG1002M2YSTD	G100 GOOGLE SEARCH APPL 2M	PRODUCTION BOX 2 YEARS SUPPORT	\$110,288.00
GSAG1003M2YSTD	G100 GOOGLE SEARCH APPL 3M	PRODUCTION BOX 2 YEARS SUPPORT	\$155,925.00
GSAG1005M2YSTD	G100 GOOGLE SEARCH APPL 5M	PRODUCTION BOX 2 YEARS SUPPORT	\$242,550.00
GSAG10010M2YSTD	G100 GOOGLE SEARCH APPL 10M	PRODUCTION BOX 2 YEARS SUPPORT	\$372,973.20
GSAG10015M2YSTD	G100 GOOGLE SEARCH APPL 15M	PRODUCTION BOX 2 YEARS SUPPORT	\$478,362.50
GSAG10020M2YSTD	G100 GOOGLE SEARCH APPL 20M	PRODUCTION BOX 2 YEARS SUPPORT	\$582,312.50
<b>G100 PRODUCTION 3 YEAR SUPPORT</b>			
GSAG100500K3YSTD	G100 GOOGLE SEARCH APPL 500k	PRODUCTION BOX 3 YEARS SUPPORT	\$47,588.00
GSAG1001M3YSTD	G100 GOOGLE SEARCH APPL 1M	PRODUCTION BOX 3 YEARS SUPPORT	\$77,988.00
GSAG1002M3YSTD	G100 GOOGLE SEARCH APPL 2M	PRODUCTION BOX 3 YEARS SUPPORT	\$152,100.00
GSAG1003M3YSTD	G100 GOOGLE SEARCH APPL 3M	PRODUCTION BOX 3 YEARS SUPPORT	\$216,526.50
GSAG1005M3YSTD	G100 GOOGLE SEARCH APPL 5M	PRODUCTION BOX 3 YEARS SUPPORT	\$335,580.40
GSAG10010M3YSTD	G100 GOOGLE SEARCH APPL 10M	PRODUCTION BOX 3 YEARS SUPPORT	\$519,750.00
GSAG10015M3YSTD	G100 GOOGLE SEARCH APPL 15M	PRODUCTION BOX 3 YEARS SUPPORT	\$664,125.00
GSAG10020M3YSTD	G100 GOOGLE SEARCH APPL 20M	PRODUCTION BOX 3 YEARS SUPPORT	\$808,500.00
<b>G100 HOT BACK UP 2 YEAR SUPPORT</b>			
GSAG100500KHOT2YSTD	G100 GOOGLE HOT BACK UP 500K	HBU 2 YEAR SUPPORT	\$20,988.00
GSAG1001MHOT2YSTD	G100 GOOGLE HOT BACK UP 1M	HBU 2 YEAR SUPPORT	\$24,788.00
GSAG1002MHOT2YSTD	G100 GOOGLE HOT BACK UP 2M	HBU 2 YEAR SUPPORT	\$29,837.50
GSAG1003MHOT2YSTD	G100 GOOGLE HOT BACK UP 3M	HBU 2 YEAR SUPPORT	\$41,200.00
GSAG1005MHOT2YSTD	G100 GOOGLE HOT BACK UP 5M	HBU 2 YEAR SUPPORT	\$46,200.00
GSAG10010MHOT2YSTD	G100 GOOGLE HOT BACK UP 10M	HBU 2 YEAR SUPPORT	\$62,562.50
GSAG10015MHOT2YSTD	G100 GOOGLE HOT BACK UP 15M	HBU 2 YEAR SUPPORT	\$89,590.00
GSAG10020MHOT2YSTD	G100 GOOGLE HOT BACK UP 20M	HBU 2 YEAR SUPPORT	\$110,300.00
<b>G100 HOT BACK UP 3 YEAR SUPPORT</b>			
GSAG100500KHOT3YSTD	G100 GOOGLE HOT BACK UP 500K	HBU 3 YEAR SUPPORT	\$28,500.00
GSAG1001MHOT3YSTD	G100 GOOGLE HOT BACK UP 1M	HBU 3 YEAR SUPPORT	\$34,288.00
GSAG1002MHOT3YSTD	G100 GOOGLE HOT BACK UP 2M	HBU 3 YEAR SUPPORT	\$39,988.00
GSAG1003MHOT3YSTD	G100 GOOGLE HOT BACK UP 3M	HBU 3 YEAR SUPPORT	\$56,998.00
GSAG1005MHOT3YSTD	G100 GOOGLE HOT BACK UP 5M	HBU 3 YEAR SUPPORT	\$64,399.00
GSAG10010MHOT3YSTD	G100 GOOGLE HOT BACK UP 10M	HBU 3 YEAR SUPPORT	\$88,888.00
GSAG10015MHOT3YSTD	G100 GOOGLE HOT BACK UP 15M	HBU 3 YEAR SUPPORT	\$124,100.00
GSAG10020MHOT3YSTD	G100 GOOGLE HOT BACK UP 20M	HBU 3 YEAR SUPPORT	\$154,000.00
<b>G500 PRODUCTION 2 YEAR SUPPORT</b>			
GSAG50025M2YSTD	G500 GOOGLE SEARCH APPLIANCE 25M	PRODUCTION BOX 2 YEARS SUPPORT	\$632,124.00
GSAG50030M2YSTD	G500 GOOGLE SEARCH APPLIANCE 30M	PRODUCTION BOX 2 YEARS SUPPORT	\$675,046.00
GSAG50050M2YSTD	G500 GOOGLE SEARCH APPLIANCE 50M	PRODUCTION BOX 2 YEARS SUPPORT	\$1,018,422.00
GSAG50075M2YSTD	G500 GOOGLE SEARCH APPLIANCE 75M	PRODUCTION BOX 2 YEARS SUPPORT	\$1,395,940.50
GSAG500100M2YSTD	G500 GOOGLE SEARCH APPLIANCE 100M	PRODUCTION BOX 2 YEARS SUPPORT	\$1,685,664.00

MFR PART #	PRODUCT NAME	PRODUCT DESCRIPTION	GSA w/IFF
G500 PRODUCTION 3 YEAR SUPPORT			
GSAG50025M3YSTD	G500 GOOGLE SEARCH APPLIANCE 25M	PRODUCTION BOX 3 YEARS SUPPORT	\$877,950.00
GSAG50030M3YSTD	G500 GOOGLE SEARCH APPLIANCE 30M	PRODUCTION BOX 3 YEARS SUPPORT	\$936,480.00
GSAG50050M3YSTD	G500 GOOGLE SEARCH APPLIANCE 50M	PRODUCTION BOX 3 YEARS SUPPORT	\$1,414,475.00
GSAG50075M3YSTD	G500 GOOGLE SEARCH APPLIANCE 75M	PRODUCTION BOX 3 YEARS SUPPORT	\$1,939,294.00
GSAG500100M3YSTD	G500 GOOGLE SEARCH APPLIANCE 100M	PRODUCTION BOX 3 YEARS SUPPORT	\$2,341,200.00
G500 HOT BACK UP 2 YEAR SUPPORT			
GSAG50025MHOT2YSTD	G500 GOOGLE HOT BACK UP 25M	HOT BACK UP 2 YEARS SUPPORT	\$126,815.00
GSAG50030MHOT2YSTD	G500 GOOGLE HOT BACK UP 30M	HOT BACK UP 2 YEARS SUPPORT	\$139,496.50
GSAG50050MHOT2YSTD	G500 GOOGLE HOT BACK UP 50M	HOT BACK UP 2 YEARS SUPPORT	\$210,708.00
GSAG50075MHOT2YSTD	G500 GOOGLE HOT BACK UP 75M	HOT BACK UP 2 YEARS SUPPORT	\$284,846.00
GSAG500100MHOT2YSTD	G500 GOOGLE HOT BACK UP 100M	HOT BACK UP 2 YEARS SUPPORT	\$348,253.50
G500 HOT BACK UP 3 YEAR SUPPORT			
GSAG50025MHOT3YSTD	G500 GOOGLE HOT BACK UP 25M	HOT BACK UP 3 YEARS SUPPORT	\$175,590.00
GSAG50030MHOT3YSTD	G500 GOOGLE HOT BACK UP 30M	HOT BACK UP 3 YEARS SUPPORT	\$193,149.00
GSAG50050MHOT3YSTD	G500 GOOGLE HOT BACK UP 50M	HOT BACK UP 3 YEARS SUPPORT	\$292,650.00
GSAG50075MHOT3YSTD	G500 GOOGLE HOT BACK UP 75M	HOT BACK UP 3 YEARS SUPPORT	\$395,077.50
GSAG500100MHOT3YSTD	G500 GOOGLE HOT BACK UP 100M	HOT BACK UP 3 YEARS SUPPORT	\$482,872.50
7007 UPG STD			
GBUPG70071DNSTD	UPGRADE FROM 500000 TO 1M DOCS	PER MONTH	\$808.01
GBUPG70072DNSTD	UPGRADE FROM 1M TO 2M DOCS	PER MONTH	\$2,020.51
GBUPG70073DNSTD	UPGRADE FROM 2M TO 3M DOCS	PER MONTH	\$2,020.51
GBUPG70074DNSTD	UPGRADE FROM 3M TO 5M DOCS	PER MONTH	\$4,042.99
GBUPG70075DNSTD	UPGRADE FROM 5M GB-5005/GB-7007 TO 10M GB-7007	PER MONTH	\$6,062.50
9009 STD 2 & 3 YEARS			
GBUPG90092DNSTD	UPGRADE FROM 15M GB-9009 TO 30M GB-9009	PER MONTH	\$10,417.00
GBUPG9009HOT1DNGOV	UPG HOT BACKUP UNIT FROM 10MIL TO 15MIL DOCUMENTS	PER MONTH	\$2,667.50

**Ektron**

MFR PART #	Product Name and Description	GSA w/IFF
P151D	Ektron CMS (Professional Web Content Management): Includes Content Authoring Management, Site Creation, Mobile Device Detection, eSync. Includes 2 Production Servers (Authoring, Display), 1 Non-Production Server (Development, QA, Testing, DR, Staging), 1 Domain, 15 Named Users, Terms & Conditions Apply	\$ 38,287.15
P151DX	Ektron CMS (Professional Digital Experience Management with WCM): Includes Web Content Management. Includes Content Authoring Management, Site Creation, Mobile Device Detection, eSync. Includes Marketing Optimization, Content Targeting, Multi-variant Testing, Search Engine Optimization, Social Marketing, DXH Google Analytics, and 1 Add-on Connector. Includes 2 Production Servers (Authoring, Display), 1 Non-Production Server (Development, QA, Testing, DR, Staging), 1 Domain, 15 Named Users, Terms & Conditions Apply	\$ 62,216.62
CDEV	Ektron CMS (Corporate Web Content Management): Includes Content Authoring Management, Site Creation, Mobile Device Detection, eSync. Includes 3 Production Servers (Authoring, Display), 1 Non-Production Server (Development, QA, Testing, DR, Staging), Unlimited Domains, 15 Named Users, Terms & Conditions Apply	\$ 95,717.88
CUUD	Ektron CMS (Corporate Digital Experience Management with WCM): Includes Web Content Management. Includes Content Authoring Management, Site Creation, Mobile Device Detection, eSync. Includes Marketing Optimization, Content Targeting, Multi-variant Testing, Search Engine Optimization, Social Marketing, DXH Google Analytics, and 1 Add-on Connector. Includes 3 Production Servers (Authoring, Display), 1 Non-Production Server (Development, QA, Testing, DR, Staging), Unlimited Domains, 15 Named Users, Terms & Conditions Apply	\$ 119,647.36
CADDA	Ektron CMS Add-on Production Server, Terms & Conditions Apply	\$ 28,715.37
CADDS	Ektron CMS Add-on Non-Production Server, Terms & Conditions Apply	\$ 14,357.68
EANU10	Ektron Additional Named Users (Bundle of 10), Terms & Conditions Apply	\$ 9,571.79
MA CONNECTOR	Ektron Connector - Marketing (HubSpot, Marketo), Terms & Conditions Apply	\$ 9,571.79
CRM CONNECTOR	Ektron Connector - CRM (Salesforce), Terms & Conditions Apply	\$ 9,571.79
DM CONNECTOR	Ektron Connector - Document Management (Sharepoint), Terms & Conditions Apply	\$ 9,571.79
ANALYTICS CONNECTOR	Ektron Connector - Analytics (Google Analytics, Webtrends, Omniture), Terms & Conditions Apply	\$ 9,571.79
SEARCH CONNECTOR	Ektron Connector - Search (FAST, SOLR, Google Search Appliance), Terms & Conditions Apply	\$ 9,571.79
DXM ADD ON	Digital Experience Marketing (DXM), Terms & Conditions Apply	\$ 38,287.15
MARKETING OPTIMIZATION	Ektron Marketing Optimization (stand-alone), Terms & Conditions Apply	\$ 23,929.47
SOCIAL MARKETING	Ektron Social Marketing (stand alone), Terms & Conditions Apply	\$ 14,357.68
DXH HUB	Ektron Digital Experience Hub (DXH - stand alone), Terms & Conditions Apply	\$ 23,929.47
CLOUD MANAGER	Ektron Cloud Manager, Terms & Conditions Apply	\$ 19,143.58
ECOMM	Ektron eCommerce, Terms & Conditions Apply	\$ 19,143.58
STANDARD MAINTENANCE	Standard Maintenance 20% of Software Cost (12 month), Terms & Conditions Apply	20% of Software Cost
PREMIUM MAINTENANCE	Premium Maintenance 30% of Software Cost (12 month), Terms & Conditions Apply	30% of Software Cost

# Software Maintenance

54151

## Google

MFR PART #	PRODUCT NAME	PRODUCT DESCRIPTION	GSA w/IFF
GSASUPCOLLBDN	10% uplift to entire order to include Collab	GSA COLLABORATION SUP	\$0.10
GSASUPPREMDN	20% uplift to entire order Premium Support	PREM SUP W/ COLLABORATION SUP	\$0.20
GSASUPDISCDN	30% uplift to entire order Disconnected	DISCONNECTED SUP W/COLLAB SUP.	\$0.30
GSASUPPREMDISCDN	40% uplift to entire order	Disconnected & Premium Support.	\$0.40

# Training Courses

611420

## COREONYX Government Solutions Training Courses

Title	Description	Length of Course	GSA Price
Adobe Acrobat	This course covers both Adobe Professional and Acrobat Standard for designers, developers, and business users. Where a tool or feature is specific to Acrobat Professional, the information is italicized and called out with an icon in the course book. This course is two days in length.	2 Days	\$665.20
Essentials of Adobe InDesign	During the step-by-step lessons presented in this course, you will use InDesign's incredible typography commands to set beautiful type. You will also import and manipulate a myriad of graphic formats. You will create a flyer from scratch and then package it into a folder with key components such as the layout, images and fonts. You will then export the document in a Portable Document Format (PDF).	4 Days	\$1,143.76
CommonSpot for Developers	This three-day course takes you through the best practices for customizing a website developed using the CommonSpot Content Management Server from PaperThin, Inc.	3 Days	\$1,909.46
Administering ColdFusion	Administering ColdFusion teaches system administrators and developers how to effectively install, configure, secure, and manage ColdFusion servers in a variety of different configurations. It is a hands-on course.	2 Days	\$1,239.48
LiveCycle: Building Applications	Adobe® LiveCycle™ Building Applications software helps organizations streamline, integrate, and secure human-centric business processes within and beyond the firewall — whether users are online or offline. Through the unique component-based architecture of Adobe LiveCycle Workflow, both business and IT professionals can visually assemble end-to-end workflows that unify people, systems, documents, business rules, and Web services — quickly and flexibly. And because it leverages industry-standard technologies, such as PDF, J2EE, XML, and Web services, Adobe LiveCycle Workflow is highly scalable and integrates easily into virtually any IT infrastructure. This course focuses on learning the fundamentals of Adobe LiveCycle Process Management, Adobe LiveCycle Reader Extensions, and Adobe Policy Server.	3 Days	\$1,430.90
Adobe Acrobat Connect Professional	Adobe Acrobat Connect Professional covers topics including scheduling meetings; displaying content in meetings; using audio and video during meetings; customizing the meeting room; interacting with participants; and recording meetings. In addition to teaching methodology, the course focuses strongly on best practices for hosting meetings and managing associated content.	2 Days	\$665.20
Site Building with Drupal	This course is suitable both for users who are new to Drupal and those who want to broaden their Drupal skills. After two days, participants will know how to make custom content types and use Views. You will understand how to use the block system and taxonomy to organize content. You will also be able to create custom pages, blocks, and RSS feeds on your site. Lastly you will learn how to manage media, build calendars and complex, dynamic queries of content by selecting and configuring the most popular modules.	2 Days	\$952.39
Drupal Layout and Theming	This two day course is an in-depth introduction to front end development with Drupal. In this course you will learn the best practices for configuring Drupal's output, and what you can do to Intercept and override output to get the exact customization you need. This course requires some prior experience in site building with Drupal, specifically content creation and maintenance.	2 Days	\$952.39
Drupal Module Development	Learn how to get custom functionality using Drupal's hook system, as well as how to extend or alter contributed module functionality. You should have prior experience using custom content types, Views, and Panels to create websites but may have never built your own module. You will start by writing a simple module and work your way into writing a complex module, step by step using Forms API, Schema API, all of the top ten Drupal hooks, and creating custom database tables.	2 Days	\$952.39
Drupal Jumpstart Workshop	Our Jumpstart Workshop will dramatically reduce your team's learning curve on Drupal by providing training and advisement when you need it most. The jumpstart helps you begin your project with best practice approaches to Drupal and site development. Jumpstarts are typically one week engagements that include hands-on learning exercises, tailored to your team's site requirements and focus. The agenda for a jumpstart is tailored to each specific team's make-up and experience, knowledge of Drupal, and project requirements.	5 days	\$14,357.68
Drupal Architectural Workshop	Your team will collaborate with an experienced Drupal architect to develop a better informed plan grounded in best practice design and architectural decisions. The first day will be a requirements review with your team and the discovery process. The rest of the week will center around defining component architecture and design, Drupal module selection, custom module design, defining content and deployment architecture, reviewing deployment Infrastructure, defining a process for performance and scalability.	5 days	\$14,357.68
Fast Track to Adobe Acrobat	Learn how to efficiently and effectively create and manage PDF files	2 days	\$665.24
Acrobat Accessibility	The Adobe Acrobat Accessibility Deep-Dive is a hands-on course that covers how to make your documents accessible by using tagging. Students are encouraged to bring their problematic documents to class for evaluation.	1 Day	\$378.06

Title	Description	Length of Course	GSA Price
LiveCycle: Designing Forms	The intent of this course is to illustrate how, both conceptually and technically, Adobe® LiveCycle™ Designer can be used to create static, interactive and dynamic forms as interfaces to an intelligent automation platform. Adobe® LiveCycle™ Designer software enables organizations to intelligently capture information to streamline form-driven business processes through automation. Whether users are online or offline, internal or external, Adobe LiveCycle Platform lets organizations deploy secure XML-based forms as Adobe PDF or HTML over any platform or device — from PCs to handhelds — without requiring any new software or plug-ins. This course introduces and describes various techniques for using Adobe LiveCycle Designer to create electronic forms that can complement, or supersede, other means of collecting and presenting enterprise data. After the completion of this course, you will be able to create static and dynamic interactive forms that can reduce data collection and processing errors, and enhance the user experience. The course first introduces the basics of form design and describes how to design your forms for efficient data exchange. As the course progresses, more advanced techniques are covered that enable you to add intelligence to your form and to create dynamic layouts that react to the data or to user interactions.	2 Days	\$952.34
Captivate Fundamentals	Captivate Fundamentals provides students with the knowledge and hands-on practice they need to develop and build software demonstrations and interactive simulations with Captivate. In addition to learning key concepts, students also learn best practices for creating and publishing Captivate projects.	2 Days	\$760.91
Advanced Adobe Captivate	So, you've been working with Adobe Captivate for a while; now you want to see what else the program can do to push your eLearning initiatives to the next level.	2 days	\$952.39
RoboHelp	RoboHelp covers Basic/Intermediate RoboHelp including the strategies and development process of designing a Help system. You will be introduced to the RoboHelp Office environment and create actual HTML-based Help projects, including creating context-sensitive WebHelp. You will also explore the single-sourcing capability of RoboHelp by generating cross-platform WebHelp, HTML Help and creating printed documentation.	3 Days	\$1,048.05
Advanced ColdFusion	This Advanced ColdFusion course provides ColdFusion application developers with the knowledge and hands-on practice that they need to build, maintain, and scale effective web applications. Note: Collective FLS developed this course for Adobe, Inc.	3 Days	\$1,430.90
Administering ColdFusion	This three-day hands-on class teaches the fundamentals of installing, configuring, troubleshooting, and maintaining ColdFusion servers. You will install and configure a cluster as well as deploy and load test CF applications.	3 days	\$1,909.57
Fast Track to ColdFusion	Fast Track to ColdFusion is a 3-day course that provides experienced Web developers with the knowledge and hands-on practice they need to start building and maintaining dynamic and interactive Web applications using ColdFusion.	3 Days	\$1,048.05
Fast Track to AJAX	Collective FLS leveraged its years of AJAX consulting experience in developing this three-day course on how to effectively develop ColdFusion and AJAX based applications. This highly detailed hands-on class teaches a variety of AJAX techniques and frameworks including Adobe Spry and jQuery.	3 days	\$1,239.55
Securing ColdFusion Servers on Windows	Securing ColdFusion Servers on Windows is a one-day lecture course that provides Web application developers with the fundamentals in building secure ColdFusion application servers on the Windows platform, and information on how to keep them secure. Students will learn how to secure the Windows OS, IIS and CF Server, find and eliminate security holes in application code, and maintain security on servers. Students will also obtain an in-depth understanding as to how attacks work, and how to defend against them.	1 Day	\$473.81
Using Adobe Connect Meeting	In this instructor-led training, students will learn how to create and host an Adobe Acrobat Connect Pro meeting, and will cover topics including scheduling meetings; displaying content in meetings; using audio and video during meetings; customizing the meeting room; interacting with participants; recording, editing, and downloading meetings, using breakout rooms, administrating an Acrobat Connect Pro account; and creating and managing Adobe Connect Events.	2 days	\$665.24
Designing HTML Email using Dreamweaver	This one day class teaches experienced Dreamweaver users how to design templates and lay out content for HTML emails and eNewsletters.	1 day	\$473.80
Using Adobe Presenter	In this instructor-led training, students will learn how to create Breeze presentations, and will cover topics including recording and editing slide narration; publishing locally and to a Breeze server; adding quizzes, animations, links, files, Flash content, and Captivate movies to a presentation; and managing presentations. The course also includes optional content that teaches students how to create and manage training courses and curricula.	2 Days	\$665.20
Dreamweaver: Website Development	Dreamweaver: Website Development provides web designers with the knowledge and hands-on practice they need to build and manage professional web sites using Dreamweaver. This course is 3 days in length.	3 Days	\$1,048.05
Flex Developing Rich Internet Applications	This four day course introduces developers to all the primary features of Flex they'll need to know in order to build a fully functional, well architected front end for a Rich Internet Application (RIA).	4 days	\$1,909.57

Title	Description	Length of Course	GSA Price
Flex and LiveCycle Data Services: Integrating with ColdFusion	Flex and LiveCycle Data Services: Integrating with ColdFusion provides experienced application developers with hands-on, practical experience connecting their Flex front ends to remote, dynamic data using LiveCycle Data Services. This two-day course instructs developers how to connect with remote data using web services and LiveCycle Data Services' features allowing communication with a Java backend. In addition, skills will be learned how to manipulate and format the returned data.	2 Days	\$952.34
Essentials of Adobe InDesign	During the step-by-step lessons presented in this course, you will use InDesign's incredible typography commands to set beautiful type. You will also import and manipulate a myriad of graphic formats. You will create a flyer from scratch and then package it into a folder with key components such as the layout, images and fonts.	4 days	\$1,430.98
Adobe LiveCycle ES Bootcamp	During this five day bootcamp you'll learn how to design Adobe Livecycle forms, capture and route form submissions into a workflow process, dynamically populate forms with data coming from a database, dynamically generate PDF files, and secure sensitive information in a PDF.	5 days	\$3,062.97
Developing a LiveCycle ES Application	This is the entry-level class for Adobe LiveCycle ES developers. It ensures that you can create an Adobe LiveCycle Enterprise Suite application. During this course you will build and deploy an application that is either document-centric, human-centric, or a combination of both.	2 days	\$952.39
LiveCycle Process MGMT ES Specialist	The main objective of this course is to ensure that you can create a human-centric process using Adobe LiveCycle Process Management Suite . You will be able to build and deploy an application that is either human-centric, document-centric, or both.	3 days	\$1,430.98
Developing Forms with LiveCycle Designer	This course introduces and teaches, in detail, techniques for developing forms for data capture and data display using Adobe LiveCycle Designer. Through in-depth hands-on practice, by the end of the course you will know how to create static as well dynamic, interactive, data-bound forms including input validation, localized fields, accessibility information, embedded barcodes, digital signatures, and simple through advanced scripted interactions.	2 days	\$952.39
LiveCycle Designer ES Specialist	This is an advanced, three-day, instructor-led workshop designed for developers who are familiar with design environments and wish to create dynamic PDF templates. The workshop focuses on creating complex, dynamic PDFs using LiveCycle Designer and is geared towards developers who build front-end applications and forms. Through a series of lectures, demonstrations and exercises, you will develop a dynamic form template that utilizes some of the more advanced features of creating dynamic forms.	3 days	\$1,718.14
Livecycle ES Rights Management	In addition to providing you with theory about LiveCycle Rights Management features, a large segment of the training is devoted to hands-on exercises as well as demonstrations. The exercises are divided into tasks and build upon each other to configure Rights Management, create policy sets and policies, and to apply these policies using Adobe Acrobat and an automated process to protect documents	1 day	\$760.96
Photoshop	Photoshop is a 2-day course that covers the basics of Photoshop while providing countless tips and techniques to help you become more productive and adept using it. This course also explores new features released in Photoshop such as Adobe Bridge and ways to optimize and create web content using Photoshop and ImageReady.	2 Days	\$760.91
Adobe Premiere Pro	Adobe Premiere Pro is an introductory course for those who are currently or wish to be in the video editing field, or for Adobe users wishing to expand their skills in video. This course covers the essentials of editing digital video using Adobe Premiere Pro including techniques to help you become more productive with its features including new multicam editing tools, auto-creation of menu-based DVDs from the timeline, and Native HD, SD and HDV support. Students will learn how to work with audio, create transitions and titles, manipulate subclips and virtual clips, and more. After taking this class, students will be able to create visual effects for use in web video and podcasts, broadcast television, and even film.	2 Days	\$856.63
Fast Track to After Effects	Fast Track to Adobe After Effects is a 3-day introductory course for those working or wishing to work in the video field, or for Adobe users wishing to expand their skills in video effects. This class covers the core concepts and skills necessary to excel in motion graphics animation and visual effects, as well as advanced approaches and techniques. In this course students will create compositions applying motion and animated effects to media elements, create transparency in layers using mattes, masks, and stencils, animate objects in 3-D space, and much more. After taking this class, students will be able to create visual effects for use in web video and podcasts, broadcast television, and even film.	3 Days	\$1,143.76
Drawing and Illustration with Adobe Illustrator	Discover high quality drawing and illustration with Adobe Illustrator CS6. You will start with an overview of Illustrator and work on lessons that will step you into a greater skill level. Discover the unique features of Illustrator, including how to create logos, professional type effects, complex airbrush effects and color control.	2 days	\$760.96
CommonSpot for Content Contributors	This two-day private course teaches the basics of adding, editing, deleting, formatting content, and setting security in a CommonSpot Content Server managed web site. Pricing includes development of a one-day course using examples from your current CommonSpot site. This course can also be customized to include Task assignment, Workflow, Content Approval, Simple Forms, Datasheets, Scheduling, Personalizing Content, Managing Page Sets, and Understanding the CommonSpot Administrator.	1 day	\$4,546.60
Google Apps Deployment Essentials (Apps200)	This instructor-led course provides participants with a comprehensive hands-on overview to activate, configure, and deploy Google Apps for Business to their customers. The course is taught by a Google Apps Deployment Certified instructor.	4 days	\$957.18

Title	Description	Length of Course	GSA Price
Google Apps Training for End Users	To have a successful Google Apps deployment, we always recommend that our customers have a training plan in place. Our team of experienced training consultant can help your organization build the training plan and, when you're ready, execute against that plan to help you have a successful Google Apps deployment.	1 day	\$2,632.24
Google Apps For End Users: Single Topic Webinars	Learn best practices for using or implementing Google Apps for your business or organization. Each webinar hour can cover a different topic area of your choice. This class is taught online and customized for your specific needs. The course is taught by a Google Apps Deployment Certified instructor.	1 Hour	\$239.29
Google Apps Admin Training	The two-day Google Apps Admin course goes beyond the Control Panel to cover common problems and troubleshooting within Google Apps. During this class, you will work with a Google Apps account created just for class, and you'll learn how to identify and solve common Apps issues. You'll learn about commonly used network diagnostic tools, common mail delivery problems and solutions, anti-spam measures such as SPF and DKIM, and much more!	2 days	\$952.39
GSA 101: Google Search Appliance Quick Start	If you are new to the appliance and in a technical role, or would like to know how to harness its true power, you will benefit from this class. It is designed to introduce you to core functionality and capabilities of the appliance. You will walk away with the knowledge and skills to deploy fundamental features.	2 days	\$856.68
GSA 102: Google Search Appliance Intermediate	This class is designed to take you to the next level of functionality and capabilities of the appliance. You will walk away with the knowledge and skills to deploy more features, especially around security and integrating more content sources.	2 days	\$856.68
GSA 200: Advanced Google Search Appliance	This three-day advanced hands-on class provides administrators and developers advanced technical knowledge and skills for the following topics: <ul style="list-style-type: none"> <li>* Searching content in other ECMs such as Lotus Notes, Livelink, and Documentum</li> <li>* Building custom connectors using the connector framework</li> <li>* Building custom security solutions using SAML</li> <li>* Combining results from repositories indexed on separate appliances using unification</li> <li>* Searching 30+ million documents using distributed crawl and serve</li> <li>* Troubleshooting issues</li> </ul>	3 Days	\$1,430.98
Google Search Appliance	Google Fundamentals: GSA-100 Google Search Appliance Configuration of the Google Search Appliance for indexing content and serving results. This 3-day session will enable administrators to effectively configure their Google Search Appliance. This course introduces the fundamentals of crawling and indexing web-based content, adding non-web content directly into the index through feeds, and serving the search results. This course was developed by Google and is an integral component of the Google Enterprise Professional program.	3 Days	\$1,718.04
Upgrading to HTML 5	Learn the fundamentals of HTML 5 and advanced techniques to get a head-start in developing the next generation of web content and applications.	2 days	\$952.39
Fast Track to Presto for Power Users	This introductory course includes hands-on exercises that explain how Power Users can quickly build and share secure decision-support dashboards and next-generation Apps that leverage your live data.	2 days	\$952.39
Presto for Developers	You will learn how to manipulate data using the Enterprise Mashup Markup Language (EMML), extend Presto Wires with custom blocks, and create custom views and apps using HTML5 and JavaScript. This course also discusses administrative issues such as server configuration and developing in a team-based environment.	3 days	\$1,718.14
Fast Track to jQuery	From adding cool effects to your web pages to creating scalable enterprise applications, this comprehensive course developed by Collective FLS has got you covered.	3 days	\$477.63
Fast Track to JavaScript	Fast Track to JavaScript is a 2-day course that provides experienced Web application developers with the fundamentals of the JavaScript programming language, with a focus on using JavaScript as a client-side language for ColdFusion-based applications. Students will learn immediately useful "real-world" JavaScript techniques for manipulating Web page components like forms, images and browser windows.	2 Days	\$952.41
Fast Track to SQL	Fast Track to SQL is a 2-day course that provides application developers with the foundation critical to any dynamic web application – database and SQL knowledge. This hands-on course gets students useable knowledge on Structured Query Language – the language of relational databases. It also extends that knowledge to database design basics, choosing the correct database for your web application, and useful interface design on the web.	2 Days	\$856.69
Cascading Style Sheets	You are familiar with using HTML to design web pages. You have used HTML style-oriented tags and attributes to stylize and design your pages. Cascading Style Sheets, or CSS, is integrated into HTML and forms an important component of successful web design. CSS offers great flexibility and ease in designing web pages without code heavy HTML documents. In this course, you will work with properties and styles related to colors, typography, page layouts, customized cursors, links, and forms available in CSS to build an effective web page.	2 Days	\$760.91
Web Design with XHTML, HTML, and CSS	In this course, you will examine the basics of foundational web technology and create your own functional web pages using markup languages such as Hypertext Markup Language (HTML), Extensible Hypertext Markup Language (XHTML), and Cascading Style Sheets (CSS).	2 days	\$856.68

Title	Description	Length of Course	GSA Price
<p><i>Please Note: Local mileage, public transportation and out-of-town travel to non-Collective FLS training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).</i></p>			
<p><b>PRIVATE COURSE PRICING INFORMATION:</b> All courses are available privately for a GSA price of \$2,632.09 per course day with the exception of Administering ColdFusion and Google Search Appliance. These private courses are offered for a GSA price of \$3,828.50 per course day. Private courses are offered at the Collective FLS, Inc. site with training room rental fee of \$717.88 per day, or at the client site with applicable travel charges. Our classroom and meeting facilities provide flexible options for technical training and non-technical training, and meetings. Deliver your own training programs or host professional, productive company meetings, in our classrooms which can be configured to meet your specific needs and capacity. Each room is equipped with state-of-the-art equipment, high-speed internet access and digital projectors with technical staff present to support you with set up and configuration. Our classrooms are located at 1400 16th Street, Washington, DC and seat 14 people plus an instructor. Collective FLS training facilities include: High-tech computer labs, High-speed internet access, Network capabilities, Digital projectors, Audio-Visual equipment, Whiteboards &amp; flipcharts, Onsite technical staff, Proprietary software setup</p>			
<p>Quantity Discounts: Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.</p>			

## HubSpot

MFR PART NO	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GSA w/IFF
HS-BAS-ON	HubSpot Basic Onboarding	HubSpot marketing software Basic Onboarding (Required with HubSpot Basic). Our Basic Onboarding service is designed for new customers using the Basic HubSpot software. Based on your business goals and the Inbound Methodology, you will receive a plan for an inbound marketing campaign. This campaign is designed to teach you how to use the HubSpot software to attract the right visitors to your site, convert them into leads, close them into customers, and delight those customers into promoters. . <a href="http://www.hubspot.com/services/basic-onboarding">http://www.hubspot.com/services/basic-onboarding</a>	Per Basic Onboarding	\$592.44
HS-PRO-ON	HubSpot Professional Onboarding	HubSpot marketing software Professional Onboarding (Required with HubSpot Professional). Professional Onboarding is designed for new customers on the Professional software suite who want a more personalized training experience. With the help of an Implementation Specialist, you will receive both technical guidance to properly configure the HubSpot software and campaign assistance to leverage the HubSpot tools and Inbound Methodology. <a href="http://www.hubspot.com/services/professional-onboarding">http://www.hubspot.com/services/professional-onboarding</a>	Per Professional Onboarding	\$2,962.22
HS-ENT-ON	HubSpot Enterprise Onboarding	HubSpot Enterprise Onboarding (Required for HubSpot Enterprise). Enterprise Onboarding consists of assistance with the setup and/or implementation of your HubSpot subscription and with the creation of up to one (1) campaign utilizing the HubSpot tools and methodology. Enterprise Onboarding is delivered remotely by an Implementation Specialist or equivalent HubSpot expert(s). You and we will agree to the amount of assistance necessary during initial kickoff. <a href="http://www.hubspot.com/services/enterprise-onboarding">http://www.hubspot.com/services/enterprise-onboarding</a>	Per Enterprise Onboarding	\$4,937.03
HS-ON-ON	HubSpot Onsite Onboarding	HubSpot marketing software Onsite Onboarding. On-site Onboarding is designed for new customers on either the Professional or Enterprise software suites who want personalized implementation with advanced techniques. With the help of a Marketing and Technical Consultant, you will receive hands-on guidance to ensure that your tool training, technical assistance and strategy formulation is tailored and completely custom. <a href="http://www.hubspot.com/services/onsite-onboarding">http://www.hubspot.com/services/onsite-onboarding</a>	Per Onsite Onboarding	\$19,748.11
HS-TR-F	HubSpot Fundamentals Training	HubSpot Fundamentals Training: Building and Inbound Campaign. Fundamentals Training: Building an Inbound Campaign is designed specifically for customers who are looking for a more hands-on, personalized HubSpot training experience. This classroom course will lay the foundation of the inbound methodology and guide you through the process of building an inbound marketing campaign. <a href="http://www.hubspot.com/services/fundamentals-training-building-inbound-campaign">http://www.hubspot.com/services/fundamentals-training-building-inbound-campaign</a>	Per Seat	\$987.41
HS-EXS	HubSpot Executive Summit	HubSpot marketing software Executive Summit: How HubSpot Built its Sales and Marketing Machine. HubSpot's executives will share key metrics, benchmarks, lessons, and pitfalls so you can decide how to build and grow your own organization. <a href="http://www.hubspot.com/services/market-like-hubspot">http://www.hubspot.com/services/market-like-hubspot</a>	Per Seat	\$2,962.22

# Professional Services

54151S

SERVICE	JOB DESCRIPTION	EDUCATION/WORK EXPERIENCE	GSA w/IFF
Art Director	<ul style="list-style-type: none"> <li>•Meet with clients and project team to gather design requirements.</li> <li>•Coordinate with Creative Director to define visual and technical direction for project.</li> <li>•Develop site map and screen flows.</li> <li>•Develop and present design comprehensives to client.</li> <li>•Create HTML site and/or structural templates.</li> <li>•Collaborate with development team (programming, project management, and quality assurance) to monitor implementation and provide support.</li> <li>•Mentor and [in some cases] manage junior creative staff.</li> </ul>	<ul style="list-style-type: none"> <li>•Bachelor degree in Art</li> <li>•3 years of professional design experience</li> </ul>	\$100.65
Best Practices Consultant	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>•Reviews system and application architecture, code and functionality.</li> <li>•Creates document detailing findings and suggested architectural or code improvements to increase application scalability, reliability, or general performance.</li> </ul>	<ul style="list-style-type: none"> <li>•Bachelor Degree</li> <li>•4 years experience in software development</li> <li>•Advanced Certified Professional ColdFusion Developer</li> <li>•Experience in network administration or MCSE certification</li> </ul>	\$251.63
Business Consultant	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>•Executes needs assessment, requirements analysis, and scope monitoring as required.</li> <li>•Act as liaison between client and Collective FLS, to ensure that client's business goals and objectives are clearly identified and needs are met.</li> <li>•Creates and maintains specification documents</li> <li>•Works with account and project team to determine, communicate, and document project strategies, functional design, look and feel, technical requirements, Q/A and maintenance needs.</li> </ul>	<ul style="list-style-type: none"> <li>•BA or BS from accredited university/college</li> <li>•1 year experience analyzing complex data internet working projects</li> </ul>	\$82.13
Creative Director	<ul style="list-style-type: none"> <li>•Provide creative and technical guidance and direction to staff.</li> <li>•Set design standards and ensure client satisfaction.</li> <li>•Work with sales and marketing department to drive business.</li> <li>•Organize and facilitate client creative sessions.</li> <li>•Coordinate with design staff to define visual and technical direction for project.</li> <li>•Monitor project progression and provide feedback to staff and project team.</li> <li>•Review site maps and screen flows for usability, feasibility and architectural soundness.</li> <li>•Maintain client relationships to ensure satisfaction.</li> <li>•Troubleshoot project related problems and provide solutions.</li> <li>•Collaborate with departmental officers (programming, project management) to set development process standards and ensure compliance.</li> <li>•Mentor creative staff.</li> <li>•Provide additional design support for all projects as necessary.</li> </ul>	<ul style="list-style-type: none"> <li>•Bachelor degree in Art</li> <li>•5 years of professional design experience</li> </ul>	\$97.53
Graphic Artist	<ul style="list-style-type: none"> <li>•Assist Art Director in all aspects of graphic production.</li> <li>•Produce graphics according to design standards set forth by Art Director and/or Creative Director.</li> <li>•Optimize graphics.</li> <li>•Layout and assembly.</li> </ul>	<ul style="list-style-type: none"> <li>•Associate degree in Art</li> <li>•1 year of professional design experience</li> </ul>	\$92.40
Information Architect	<ul style="list-style-type: none"> <li>•Meet with clients and project team to gather technical and application design requirements.</li> <li>•Develop methodologies to acquire user profile or demographic information [focus groups, interviews, SMEs, questionnaires, etc].</li> <li>•Participates in team meetings to improve product design and consistency to increase application usability.</li> <li>•Consider interface design as it relates to usability and the clarity of instructions.</li> <li>•Creates, assembles, and edits technical and end user documentation according to applicable style guidelines.</li> <li>•Ensures grammar, style, formatting, and consistency are applied throughout all documentation.</li> <li>•Translates technical information into a format that is appropriate for technical and non-technical audiences.</li> <li>•Designs site hierarchy and informational structure.</li> <li>•Specifies application requirements.</li> <li>•Gathers information for documentation deliverables.</li> <li>•Analyzes application usability and reports the results of the analysis to project team throughout the course of the project.</li> </ul>	<ul style="list-style-type: none"> <li>•B.A. in English, Communications, or a related field</li> <li>•2 years of professional experience</li> </ul>	\$95.62

SERVICE	JOB DESCRIPTION	EDUCATION/WORK EXPERIENCE	GSA w/IFF
Instructional Designer	<ul style="list-style-type: none"> <li>•Meet with clients and project team to gather technical and application design requirements.</li> <li>•Coordinate with Creative Director to define technical and visual direction for project.</li> <li>•Work with client, subject matter experts and Producer to define project approach.</li> <li>•Research subject matter.</li> <li>•Develop project storyboards or game scenario.</li> </ul>	<ul style="list-style-type: none"> <li>•B.A. degree majoring in educational, liberal arts, media or communication fields</li> <li>•2 years of professional instructional design experience</li> </ul>	\$100.65
Interactive Media Programmer	<ul style="list-style-type: none"> <li>•Meet with clients and development team to gather technical requirements.</li> <li>•Design client/server interaction and develop technical specification.</li> <li>•Develop, code, test, and debug applications.</li> <li>•Work with team and QA to understand technical issues and provide resolution.</li> <li>•Keep up to date on new technologies and integration of various rich media types.</li> <li>•Document and comments code.</li> </ul>	<ul style="list-style-type: none"> <li>•Bachelor Degree</li> <li>•2 years of professional experience</li> </ul>	\$135.89
Interactive Producer	<ul style="list-style-type: none"> <li>•Meet with clients and project team to gather technical and application design requirements.</li> <li>•Coordinate with Creative Director to define technical and visual direction for project.</li> <li>•Work with client, subject matter experts and Instructional Designer to define project approach.</li> <li>•Coordinate all aspects of development process and facilitate handoff between team members.</li> <li>•Facilitate acquisition or contract developers as necessary to produce audio, video, etc.</li> <li>•Collaborate with development team (programming, project management, and quality assurance) to monitor implementation and provide support.</li> <li>•Mentor and [in some cases] manage junior staff.</li> </ul>	<ul style="list-style-type: none"> <li>•Bachelor Degree in computer science or technical training equivalent</li> <li>•3 years of professional programming experience</li> </ul>	\$100.65
Interface Designer	<ul style="list-style-type: none"> <li>•Meet with clients and project team to gather technical and application design requirements.</li> <li>•Coordinate with Creative Director and Information Architect to define technical requirements or structure for the application/site.</li> <li>•Keep up to date on the latest findings and trends in the GUI and usability field including Federal Regulations on usable design [Section 508 requirements].</li> <li>•Design user interface wire frames, screen-flows [storyboards] according to user profiles and application/site requirements.</li> <li>•Develop site map and/or application hierarchy.</li> <li>•Document screen functionality.</li> </ul>	<ul style="list-style-type: none"> <li>•B.A. degree in a communications related field</li> <li>•1 year of professional usability design experience</li> </ul>	\$82.13
Lead Software Tester	<p>Under general direction:</p> <ul style="list-style-type: none"> <li>•Estimates time for testing tasks at a project level.</li> <li>•Acts as the Project Test Lead on several projects at a time.</li> <li>•Reviews draft specification documents.</li> <li>•Develops and documents test cases based on application specifications.</li> <li>•Writes test plans.</li> <li>•Provides input on time estimates for testing tasks.</li> <li>•Acts as the day-to-day testing point of contact on several projects at a time.</li> <li>•Executes test cases and test plans created and/or assigned by others and documents results.</li> <li>•Writes bug reports according to standard guidelines.</li> <li>•Work with development staff to resolve and verify reported issues.</li> </ul>	<ul style="list-style-type: none"> <li>•High School Diploma</li> <li>•3 years experience testing software</li> </ul>	\$166.08
Lead Web Programmer	<p>Under general direction:</p> <ul style="list-style-type: none"> <li>• Has full technical knowledge of the project.</li> <li>• Instructs, assigns, directs, and checks the work of other developers.</li> <li>• Architects large systems and system integration projects.</li> <li>• Develops, codes, tests, and debugs new applications or enhancements to existing applications.</li> <li>• Works with team to understand problems with applications and to resolve them.</li> <li>• Gathers client requirements and assists with development of specification.</li> <li>• Constructs specification documentation.</li> <li>• Constructively responds to clients and resolves client complaints.</li> <li>• Explains complex technologies and/or problems in non-technical fashion.</li> <li>• Manages client expectations.</li> <li>• Accurately forecasts project timelines and cost estimates.</li> <li>• Makes suggestions for problem solutions or application enhancements.</li> <li>• Estimates task duration and work effort.</li> <li>• Documents and comments code.</li> </ul>	<ul style="list-style-type: none"> <li>•Bachelor Degree</li> <li>•4 years experience in software development</li> <li>•Advanced Certified Professional ColdFusion Developer</li> </ul>	\$169.39

SERVICE	JOB DESCRIPTION	EDUCATION/WORK EXPERIENCE	GSA w/IFF
Project Manager	<p>Under direct supervision:</p> <ul style="list-style-type: none"> <li>•Serves as client point of contact and executes needs assessment, requirements analysis, and scope monitoring as required.</li> <li>•Acts as liaison between client and Collective FLS, to ensure that client's business goals and objectives are clearly identified and needs are met.</li> <li>•Responsible for the overall management of the specific project tasks and ensuring that the technical solutions and schedules in the project are implemented in a timely and cost effective manner.</li> <li>•Manages and enhances client expectations on a daily basis, as well as manage a project team from engagement through delivery.</li> <li>•Creates and maintains project plan, cost estimates, budgets, schedules, scope documents, and specification documents.</li> <li>•Works with account and project team to determine, communicate, and document project strategies, functional design, look and feel, technical requirements, Q/A and maintenance needs.</li> <li>•Identifies risks or roadblocks to these tasks and take timely and appropriate actions to resolve them to the satisfaction of both the client and the project team.</li> <li>•Facilitates functional specification requirements interviews and creative sessions.</li> </ul>	<ul style="list-style-type: none"> <li>•BA or BS from accredited university/college</li> <li>•1.5 years experience managing data internet working projects (project value \$50K or less)</li> </ul>	\$92.40
QA Specialist Analyst	<p>Under general direction:</p> <ul style="list-style-type: none"> <li>•Estimates time for testing tasks at a project level.</li> <li>•Creates preliminary test plans and test cases from specification documents.</li> <li>•Reviews draft specification documents.</li> </ul>	<ul style="list-style-type: none"> <li>•High School Diploma</li> <li>•2 years work experience in an IT environment</li> </ul>	\$95.62
Senior Project Manager	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>•Evaluates and performs resource forecasting and staffing needs assessment.</li> <li>•Demonstrates solid leadership skills and effectively communicate with multi-disciplined engineering and creative teams.</li> <li>•Act as liaison between client and Collective FLS, to ensure that client's business goals and objectives are clearly identified and needs are met.</li> <li>•Responsible for the overall management of the specific project tasks and ensuring that the technical solutions and schedules in the project are implemented in a timely and cost effective manner.</li> <li>•Manages and enhances client expectations on a daily basis, as well as manage a project team from engagement through delivery.</li> <li>•Creates and maintains project plan, cost estimates, budgets, schedules, scope documents, and specification documents.</li> <li>•Works with account and project team to determine, communicate, and document project strategies, functional design, look and feel, technical requirements, Q/A and maintenance needs.</li> <li>•Identifies risks or roadblocks to these tasks and take timely and appropriate actions to resolve them to the satisfaction of both the client and the project team.</li> <li>•Possesses strong MS Project and other project management tools.</li> </ul>	<ul style="list-style-type: none"> <li>•BA or BS from accredited university/college</li> <li>•2.5 years experience managing multiple large scale, enterprise-wide software implementation (project value \$100K or higher).</li> </ul>	\$97.53
Senior Software Tester	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>•Reviews draft specification documents.</li> <li>•Develops and documents test cases based on application specifications.</li> <li>•Writes test plans.</li> <li>•Provides input on time estimates for testing tasks.</li> <li>•Acts as the day-to-day testing point of contact on several projects at a time.</li> <li>•Executes test cases and test plans created and/or assigned by others and documents results.</li> <li>•Writes bug reports according to standard guidelines.</li> <li>•Work with development staff to resolve and verify reported issues.</li> </ul>	<ul style="list-style-type: none"> <li>•High School Diploma</li> <li>•2 years experience testing software</li> </ul>	\$135.89
Senior Technical Writer	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>•Provides editorial feedback.</li> <li>•Reviews technical specifications to estimate time required to complete documentation tasks.</li> <li>•Participates in team meetings to improve product design and consistency to increase application usability.</li> <li>•Considers interface design as it relates to usability and the clarity of instructions.</li> <li>•Creates, assembles, and edits technical and end user documentation according to applicable style guidelines.</li> <li>•Ensures grammar, style, formatting, and consistency are applied throughout all documentation.</li> <li>•Translates technical information into a format that is appropriate for technical and non-technical audiences.</li> <li>•Limited responsibility for creating and/or editing graphics and illustrations.</li> <li>•Gathers information for documentation deliverables.</li> <li>•Analyzes application usability and reports the results of the analysis to project team throughout the course of the project.</li> </ul>	<ul style="list-style-type: none"> <li>•B.A. in English, Communications, or a related field</li> <li>•2 years experience writing technical and user documentation for software development</li> <li>•1 year writing online help systems</li> </ul>	\$100.65

SERVICE	JOB DESCRIPTION	EDUCATION/WORK EXPERIENCE	GSA w/IFF
Senior Web Programmer	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>Architects small systems.</li> <li>Develops, codes, tests, and debugs new applications or enhancements to existing applications.</li> <li>Works with team to understand problems with applications and to resolve them.</li> <li>Gathers client requirements and assists with development of specification.</li> <li>Constructively responds to clients and resolves client complaints.</li> <li>Makes suggestions for problem solutions or application enhancements.</li> <li>Estimates task duration and work effort.</li> <li>Documents and comments code.</li> </ul>	<ul style="list-style-type: none"> <li>Bachelor Degree</li> <li>3 years experience in software development</li> </ul>	\$138.59
Software Tester	<p>Under direct supervision:</p> <ul style="list-style-type: none"> <li>Executes test cases and test plans created and/or assigned by others and documents results.</li> <li>Writes bug reports according to standard guidelines.</li> <li>Work with development staff to resolve and verify reported issues.</li> </ul>	<ul style="list-style-type: none"> <li>High School Diploma</li> <li>1 year experience testing software</li> </ul>	\$95.62
Specifications Writer	<p>Under general direction:</p> <ul style="list-style-type: none"> <li>Analyzes customer and audience requirements to determine the type, scope, and complexity of required documentation.</li> <li>Creates, assembles, and edits specification documentation according to applicable style guidelines.</li> <li>Translates technical information into a format that is appropriate for technical and non-technical audiences.</li> <li>Analyzes application usability and reports the results of the analysis to project team throughout the course of the project.</li> <li>Considers interface design as it relates to usability and the clarity of instructions.</li> <li>Provides editorial feedback.</li> </ul>	<ul style="list-style-type: none"> <li>B.A. in English, Communications, Computer Science or a related field OR 2 years experience documenting software functional specifications</li> <li>1 year experience analyzing customer requirements and drafting functional specifications</li> <li>MA or MBA can substitute for experience</li> </ul>	\$80.52
Technical Director	<p>Responsible for all web application programming activities.</p> <ul style="list-style-type: none"> <li>Makes recommendations on personnel actions (hiring, terminations, promotions, etc.).</li> <li>Develops standards for all application development.</li> <li>Evaluates products.</li> <li>Prepares activity and progress reports for web programming department.</li> <li>Supervises activities of development teams.</li> <li>Periodically reviews application architecture under development.</li> <li>Allocates resources to projects.</li> <li>Maintains client relationships and manages client expectations.</li> </ul>	<ul style="list-style-type: none"> <li>Bachelor Degree</li> <li>8 years experience in software development management</li> <li>Advanced Certified Professional ColdFusion Developer</li> </ul>	\$251.63
Technical Requirements Specialist	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>Gathers client requirements and assists with development of specification.</li> <li>Constructs specification documentation.</li> <li>Gathers client requirements and assists with development of specification.</li> <li>Constructs specification documentation.</li> <li>Makes suggestions for problem solutions or application enhancements.</li> <li>Works with team to understand problems with applications and to resolve them.</li> </ul>	<ul style="list-style-type: none"> <li>Bachelor Degree</li> <li>3 years experience in software development</li> <li>Advanced Certified Professional ColdFusion Developer</li> </ul>	\$97.52
Technical Writer	<p>Under direct supervision:</p> <ul style="list-style-type: none"> <li>Creates, assembles, and edits technical and end user documentation according to applicable style guidelines.</li> <li>Ensures grammar, style, formatting, and consistency are applied throughout all documentation.</li> <li>Translates technical information into a format that is appropriate for technical and non-technical audiences.</li> <li>Limited responsibility for creating and/or editing graphics and illustrations.</li> <li>Gathers information for documentation deliverables.</li> <li>Analyzes application usability and reports the results of the analysis to project team throughout the course of the project.</li> </ul>	<ul style="list-style-type: none"> <li>B.A. in English, Communications, or a related field</li> <li>2 years writing technical and user documentation for software development</li> </ul>	\$95.62
Web Programmer	<p>Under direct supervision:</p> <ul style="list-style-type: none"> <li>Architects small systems.</li> <li>Performs maintenance on existing web applications</li> <li>Assists in coding and debugging new applications or making enhancements to existing applications.</li> <li>Codes applications according to specifications from higher-level staff.</li> <li>Makes suggestions for problem solutions or application enhancements.</li> <li>Estimates task duration and work effort.</li> <li>Documents and comments code.</li> </ul>	<ul style="list-style-type: none"> <li>Bachelor Degree</li> <li>1 year experience in software development</li> </ul>	\$97.53

The Service Contract Labor Standards is applicable to this contract as it applies to the entire Multiple Award Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCLS eligible labor categories. If and/or when the contractor adds SCLS labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

# Electronic Commerce/Subscription Services

54151ECOM

## Google Vault Apps

Product SKU	Product Description	GSA w/IFF
<b>Geolocation API</b>		
GGB-125K-OEM	Google Geolocation API for Business OEM: 12 month subscription/support term; up to 125,000 queries;	\$17,103.27
GGB-125K-STD	Google Geolocation API for Business: 12 month subscription/support term; up to 125,000 queries;	\$9,773.30
GGB-1USR-12MO-OEM	Google Geolocation API for Business OEM: 12 month subscription/support term; up to 1 client; applicable for general purpose devices, unlimited API calls per day	\$17.10
GGB-1USR-12MO-STD	Google Geolocation API for Business: 12 month subscription/support term; up to 1 client; applicable for general purpose devices, unlimited API calls per day	\$9.77
GGB-EMD-1K-OEM	Google Geolocation API for Business OEM: up to 1,000 queries; Applicable for OEM solutions	\$1.71
GGB-EMD-1K-STD	Google Geolocation API for Business: up to 1,000 queries;	\$0.98
GGB-EMD-1UNT-OEM	Google Geolocation API for Business OEM: right to embed Geolocation API into general purpose hardware or software application for the lifetime of the product, no queries included	\$51.31
GGB-EMD-1UNT-STD	Google Geolocation API for Business: right to embed Geolocation API into general purpose hardware or software application for the lifetime of the product, no queries included	\$29.32
GGB-OVG1K-OEM	Google Geolocation API for Business OEM Upgrade: 12 month subscription term; additional 1,000 queries; queries overage	\$684.13
GGB-OVG1K-STD	Google Geolocation API for Business Upgrade: 12 month subscription term; additional 1,000 public queries; queries overage	\$390.93
<b>Google Earth Enterprise</b>		
GE-ENTDEV-12MO-STD	Google Earth Enterprise Evaluation/Developer Kit: 12 month subscription/support term; up to 10 users;	\$24,433.25
GE-FUPRO-12MO-GOV	Google Earth Enterprise Fusion Pro: 12 month subscription/support term; up to 8 cores;	\$19,546.60
GE-FUPRO-12MO-STD	Google Earth Enterprise Fusion Pro: 12 month subscription/support term; up to 8 cores;	\$24,433.25
GE-FUPRO-CORE-12MO-GOV	Google Earth Enterprise Fusion Pro Upgrade: 12 month subscription/support term; additional 1 core;	\$2,345.59
GE-FUPRO-CORE-12MO-STD	Google Earth Enterprise Fusion Pro Upgrade: 12 month subscription/support term; additional 1 core;	\$2,931.99
GE-FUPRO-CORE-GOV	Google Earth Enterprise Fusion Pro Upgrade: 12 month subscription/support term; additional 1 core;	\$7,818.64
GE-FUPRO-CORE-RN-GOV	Google Earth Enterprise Fusion Pro Renewal: 12 month subscription/support term; renewal up to 1 core;	\$1,407.36
GE-FUPRO-CORE-RN-STD	Google Earth Enterprise Fusion Pro Renewal: 12 month subscription/support term; renewal up to 1 core;	\$1,759.19
GE-FUPRO-CORE-STD	Google Earth Enterprise Fusion Pro Upgrade: 12 month subscription/support term; additional 1 core;	\$9,773.30
GE-FUPRO-GOV	Google Earth Enterprise Fusion Pro: perpetual subscription term; 12 month support term; up to 8 cores;	\$46,911.84
GE-FUPRO-RN-GOV	Google Earth Enterprise Fusion Pro Renewal: 12 month subscription/support term; renewal	\$7,818.64
GE-FUPRO-RN-STD	Google Earth Enterprise Fusion Pro Renewal: perpetual subscription term; 12 month support term; renewal	\$9,773.30
GE-FUPRO-STD	Google Earth Enterprise Fusion Pro: perpetual subscription term; 12 month support term; up to 8 cores;	\$58,639.80
GE-FUPROGRID-RN-GOV	Google Earth Enterprise Fusion Pro Renewal: 12 month subscription/support term; renewal Grid Configuration	\$11,727.96
GE-FUPROGRID-RN-STD	Google Earth Enterprise Fusion Pro Renewal: 12 month subscription/support term; renewal Grid Configuration	\$14,659.95
GE-PORTABLE-10USR-12MO-GOV	Google Earth Enterprise Portable: 12 month subscription/support term; up to 10 users;	\$7,818.64
GE-PORTABLE-10USR-12MO-STD	Google Earth Enterprise Portable: 12 month subscription/support term; up to 10 users;	\$9,773.30
GE-PORTABLE-1USR-12MO-GOV	Google Earth Enterprise Portable: 12 month subscription/support term; up to 1 user;	\$1,954.66
GE-PORTABLE-1USR-12MO-STD	Google Earth Enterprise Portable: 12 month subscription/support term; up to 1 user;	\$2,443.32
GE-SRV-12MO-GOV	Google Earth Enterprise Server: 12 month subscription/support term; up to 1,000 users;	\$19,546.60
GE-SRV-12MO-STD	Google Earth Enterprise Server: 12 month subscription/support term; up to 1,000 users;	\$24,433.25
GE-SRV-GOV	Google Earth Enterprise Server: 12 month subscription/support term; up to 1,000 users;	\$46,911.84
GE-SRV-HOT-12MO-GOV	Google Earth Enterprise Server Other: 12 month subscription/support term; Hot Backup subscription	\$7,818.64

Product SKU	Product Description	GSA w/IFF
GE-SRV-HOT-12MO-STD	Google Earth Enterprise Server Other: 12 month subscription/support term; Hot Backup subscription	\$9,773.30
GE-SRV-HOT-GOV	Google Earth Enterprise Server Other: perpetual subscription term; 12 month support term; Hot Backup subscription	\$19,546.60
GE-SRV-HOT-RN-GOV	Google Earth Enterprise Server Renewal: 12 month subscription/support term; renewal Hot Backup subscription	\$3,518.39
GE-SRV-HOT-RN-STD	Google Earth Enterprise Server Renewal: 12 month subscription/support term; renewal Hot Backup subscription	\$4,397.98
GE-SRV-HOT-STD	Google Earth Enterprise Server Other: perpetual subscription term; 12 month support term; Hot Backup subscription	\$24,433.25
GE-SRV-RN-GOV	Google Earth Enterprise Server Renewal: 12 month subscription/support term; renewal up to 1,000 users;	\$7,818.64
GE-SRV-RN-STD	Google Earth Enterprise Server Renewal: 12 month subscription/support term; renewal up to 1,000 users;	\$9,773.30
GE-SRV-STD	Google Earth Enterprise Server: 12 month subscription/support term; up to 1,000 users;	\$58,639.80
Maps API		
GM-150USR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 150 clients;	\$17,103.27
GM-150USR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 150 clients;	\$9,773.30
GM-1AS-AFR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$23.46
GM-1AS-AFR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$23.46
GM-1AS-AFR-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$1.95
GM-1AS-AFR-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$1.95
GM-1AS-EAS-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$23.46
GM-1AS-EAS-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$23.46
GM-1AS-EAS-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$1.95
GM-1AS-EAS-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$1.95
GM-1AS-EUR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$23.46
GM-1AS-EUR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$23.46
GM-1AS-EUR-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$1.95
GM-1AS-EUR-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$1.95
GM-1AS-NRT-AFR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$11.73
GM-1AS-NRT-AFR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$11.73
GM-1AS-NRT-AFR-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$0.98
GM-1AS-NRT-AFR-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$0.98
GM-1AS-NRT-EAS-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$11.73
GM-1AS-NRT-EAS-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$11.73
GM-1AS-NRT-EAS-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$0.98
GM-1AS-NRT-EAS-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$0.98
GM-1AS-NRT-EUR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$11.73
GM-1AS-NRT-EUR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$11.73
GM-1AS-NRT-EUR-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$0.98
GM-1AS-NRT-EUR-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$0.98
GM-1AS-NRT-OTH-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$5.86
GM-1AS-NRT-OTH-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$5.86
GM-1AS-NRT-OTH-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$0.49
GM-1AS-NRT-OTH-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$0.49
GM-1AS-NRT-SEA-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$11.73

Product SKU	Product Description	GSA w/IFF
GM-1AS-NRT-SEA-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$11.73
GM-1AS-NRT-SEA-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$0.98
GM-1AS-NRT-SEA-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$0.98
GM-1AS-OTH-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$11.73
GM-1AS-OTH-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$11.73
GM-1AS-OTH-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$0.98
GM-1AS-OTH-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$0.98
GM-1AS-SEA-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$23.46
GM-1AS-SEA-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$23.46
GM-1AS-SEA-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$1.95
GM-1AS-SEA-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$1.95
GM-1USR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 client;	\$114.59
GM-1USR-12MO-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 client;	\$65.48
GM-1USR-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 client;	\$9.74
GM-1USR-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 client;	\$5.45
GM-400AS-EAS-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 400 assets;	\$9,773.30
GM-400AS-EAS-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 400 assets;	\$9,773.30
GM-400AS-EUR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 400 assets;	\$9,773.30
GM-400AS-EUR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 400 assets;	\$9,773.30
GM-800AS-NRT-EAS-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Excludes Routing/Directions Service	\$2,443.32
GM-800AS-NRT-EAS-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Excludes Routing/Directions Service	\$2,443.32
GM-800AS-NRT-EUR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Excludes Routing/Directions Service	\$2,443.32
GM-800AS-NRT-EUR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Excludes Routing/Directions Service	\$2,443.32
GM-800AS-NRT-SEA-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Excludes Routing/Directions Service	\$9,773.30
GM-800AS-NRT-SEA-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Excludes Routing/Directions Service	\$9,773.30
GM-800AS-OTH-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 800 assets;	\$9,773.30
GM-800AS-OTH-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Unlimited pageviews	\$9,773.30
GM-DEV-100K-STD	Google Maps API for Business Evaluation/Developer Kit: 12 month subscription/support term; up to 100,000 map loads;	\$2,443.32
GM-DMA-1QPS-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 API querye(s) per second;	\$977.33
GM-DMA-1QPS-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Distance Matrix API querye(s) per second; additional 86,400 Distance Matrix API calls per day;	\$977.33
GM-DMA-750K-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 750,000 Distance Matrix API calls per day;	\$4,886.65
GM-DMA-750K-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 750,000 Distance Matrix API calls per day;	\$4,886.65
GM-DRV-1QPS-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Directions API querye(s) per second;	\$977.33
GM-DRV-1QPS-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Directions API querye(s) per second;	\$977.33
GM-DRV-750K-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 750,000 Directions API calls per day;	\$4,886.65
GM-DRV-750K-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 750,000 Directions API calls per day;	\$4,886.65
GM-ELV-1QPS-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Elevation API querye(s) per second;	\$977.33
GM-ELV-1QPS-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Elevation API querye(s) per second;	\$977.33
GM-ELV-750K-OEM	Google Maps API for Business Upgrade: 750K Requests for HTTP Elevation	\$4,886.65

Product SKU	Product Description	GSA w/IFF
GM-ELV-750K-STD	Google Maps API for Business Upgrade: 750K Requests for HTTP Elevation	\$4,886.65
GM-EMD-1UNT-OEM	Google Maps API for Business Other: up to 1 client; Right to embed Maps API into hardware or software application for the lifetime of the product, no pageviews included	\$48.87
GM-EXT-1M-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1,000,000 public map loads;	\$17,103.27
GM-EXT-1M-STD	Google Maps API for Business: 12 month subscription/support term; up to 1,000,000 public map loads;	\$9,773.30
GM-EXT-OVG1K-OEM	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 public map loads; in excess of contracted amount	\$85.52
GM-EXT-OVG1K-STD	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 public map loads; in excess of contracted amount	\$48.87
GM-GEO-1QPS-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Geocoding API querie(s) per second;	\$977.33
GM-GEO-1QPS-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Geocoding API querie(s) per second;	\$977.33
GM-GEO-750K-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 750,000 Geocoding API calls per day;	\$4,886.65
GM-GEO-750K-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 750,000 Geocoding API calls per day;	\$4,886.65
GM-INT-250K-OEM	Google Maps API for Business: 12 month subscription/support term; up to 250,000 private map loads;	\$17,103.27
GM-INT-250K-STD	Google Maps API for Business: 12 month subscription/support term; up to 250,000 private map loads;	\$9,773.30
GM-INT-OVG1K-OEM	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 private map loads; in excess of contracted amount	\$171.03
GM-INT-OVG1K-STD	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 private map loads; in excess of contracted amount	\$97.73
GM-TMZ-1QPS-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Timezone API querie(s) per second;	\$977.33
GM-TMZ-1QPS-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Timezone API querie(s) per second;	\$977.33
GM-TMZ-750K-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; 750K Requests for HTTP Time Zone	\$4,886.65
GM-TMZ-750K-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; 750K Requests for HTTP Time Zone	\$4,886.65
M4B-PRT-TKT-AUTH	Google Maps API for Business Evaluation/Developer Kit: 12 month subscription/support term; Google GEO Enterprise Partner Toolkit for Authorized partner level	\$4,886.65
M4B-PRT-TKT-PREM	Google Maps API for Business Evaluation/Developer Kit: 12 month subscription/support term; Google GEO Enterprise Partner Toolkit for Premium partner level	\$2,443.32
<b>Maps Mobile SDK</b>		
GM-MOBILE-1AS-12MO-OEM	Google Maps API for Business OEM: 12 month subscription/support term; up to 1 asset; Asset Tracking with Maps SDK for Mobile, 1 year, unlimited pageviews	\$11.73
GM-MOBILE-EMD-1UNT-OEM	Google Maps API for Business Other: up to 1 client; Right to embed Maps API into hardware or software application for the lifetime of the product, no pageviews included, Mobile Maps SDK	\$48.87
GM-MOBILE-EXT-1M-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1,000,000 public map loads; Google Maps SDK for Android and iOS	\$17,103.27
GM-MOBILE-EXT-1M-STD	Google Maps API for Business: 12 month subscription/support term; up to 1,000,000 public map loads; Google Maps SDK for Android and iOS	\$9,773.30
GM-MOBILE-EXT-OVG1K-OEM	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 public map loads; in excess of contracted amount, Google Maps SDK for Android and iOS	\$85.52
GM-MOBILE-EXT-OVG1K-STD	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 public map loads; in excess of contracted amount, Google Maps SDK for Android and iOS	\$48.87
GM-MOBILE-INT-250K-OEM	Google Maps API for Business: 12 month subscription/support term; up to 250,000 private map loads; Google Maps SDK for Android and iOS	\$17,103.27
GM-MOBILE-INT-250K-STD	Google Maps API for Business: 12 month subscription/support term; up to 250,000 private map loads; Google Maps SDK for Android and iOS	\$9,773.30
GM-MOBILE-INT-OVG1K-OEM	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 private map loads; in excess of contracted amount, Google Maps SDK for Android and iOS	\$171.03
GM-MOBILE-INT-OVG1K-STD	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 private map loads; in excess of contracted amount, Google Maps SDK for Android and iOS	\$97.73
GM-MOBILE-OVG1K	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 private map loads; in excess of contracted amount, Mobile Maps SDK	\$171.03
<b>Places API</b>		
GPB-1USR-12MO-OEM	Google Places API for Business: 12 month subscription/support term; up to 1 client; unlimited API calls per day;	\$34.21
GPB-EMD-1K-OEM	Google Places API for Business: up to 1,000 private queries;	\$0.98
GPB-EMD-1UNT-OEM	Google Places API for Business OEM: up to 0 API calls per day; right to embed Places API into hardware or software application for the lifetime of the product	\$19.55
GPB-EXT-2M-OEM	Google Places API for Business: 12 month subscription/support term; up to 2,000,000 public queries; applicable only for public facing websites	\$17,103.27

Product SKU	Product Description	GSA w/IFF
GPB-EXT-OVG1K-OEM	Google Places API for Business Upgrade: 12 month subscription term; additional 1,000 public queries; queries overage; applicable only for public facing websites	\$42.76
GPB-INT-500K-OEM	Google Places API for Business: 12 month subscription/support term; up to 500,000 private queries; applicable only for internal applications	\$17,103.27
GPB-INT-OVG1K-OEM	Google Places API for Business Upgrade: 12 month subscription term; additional 1,000 private queries; queries overage; applicable only for internal applications	\$85.52
GPB-ZGT-1USR-12MO-STD	Google Places API for Business: 12 month subscription/support term; up to 1 client; unlimited API calls per day;	\$19.55
GPB-ZGT-DEV-200K-STD	Google Places API for Business Evaluation/Developer Kit: 12 month subscription/support term; up to 200,000 queries;	\$2,443.32
GPB-ZGT-EMD-1K-STD	Google Places API for Business: up to 1,000 private queries;	\$0.98
GPB-ZGT-EMD-1UNT-STD	Google Places API for Business OEM: up to 0 API calls per day; right to embed Places API into hardware or software application for the lifetime of the product	\$19.55
GPB-ZGT-EXT-2M-STD	Google Places API for Business: 12 month subscription/support term; up to 2,000,000 public queries;	\$9,773.30
GPB-ZGT-EXT-OVG1K-STD	Google Places API for Business Upgrade: 12 month subscription term; additional 1,000 public queries; queries overage	\$24.43
GPB-ZGT-INT-500K-STD	Google Places API for Business: 12 month subscription/support term; up to 500,000 private queries;	\$9,773.30
GPB-ZGT-INT-OVG1K-STD	Google Places API for Business Upgrade: 12 month subscription term; additional 1,000 private queries; queries overage; applicable only for internal applications	\$48.87
GPB-ZGT-UPG-1USR-12MO-OEM	Google Places API for Business: 12 month subscription/support term; up to 1 client; unlimited API calls per day; Zagat upgrade	\$6.84
GPB-ZGT-UPG-EMD-1K-OEM	Google Places API for Business: up to 1,000 private queries; Zagat upgrade	\$0.20
GPB-ZGT-UPG-EMD-1UNT-OEM	Google Places API for Business OEM: up to 0 API calls per day; right to embed Places API into hardware or software application for the lifetime of the product; Zagat upgrade	\$3.91
GPB-ZGT-UPG-EXT-2M-OEM	Google Places API for Business: 12 month subscription/support term; up to 2,000,000 public queries; Zagat upgrade	\$3,420.65
GPB-ZGT-UPG-EXT-OVG1K-OEM	Google Places API for Business Upgrade: 12 month subscription term; additional 1,000 public queries; queries overage; Zagat upgrade	\$8.55
GPB-ZGT-UPG-INT-500K-OEM	Google Places API for Business: 12 month subscription/support term; up to 500,000 private queries; Zagat upgrade	\$3,420.65
GPB-ZGT-UPG-INT-OVG1K-OEM	Google Places API for Business Upgrade: 12 month subscription term; additional 1,000 private queries; queries overage; applicable only for internal applications; Zagat upgrade	\$17.10
Tracks API		
GM-TRK-1AS-STD	Google Maps API for Business: 12 month subscription/support term; Tracks API per-asset subscription; include unlimited Maps API usage per-asset	\$19.55

### Google Apps Volume Discount Schedule

	From	To	Reduction	GSA
<b>GM-EXT-1M-STD. GPB-ZGT-EXT-2M-STD. GM-MOBILE-EXT-1M-STD</b>				
	1	4		See Pricelist
	5	14	20.00%	\$ 8,000.00
	15	29	50.00%	\$ 5,000.00
	30	99	70.00%	\$ 3,000.00
	100	249	80.00%	\$ 2,000.00
	250	999	85.00%	\$ 1,500.00
<b>GM-EXT-1M-OEM. GPB-EXT-2M-OEM. GM-MOBILE-EXT-1M-OEM</b>				
	1	4		See Pricelist
	5	14	20.00%	\$ 14,000.00
	15	29	50.00%	\$ 8,750.00
	30	99	70.00%	\$ 5,250.00
	100	249	80.00%	\$ 3,500.00
	250	999	85.00%	\$ 2,625.00
<b>GM-INT-250K-STD. GPB-ZGT-INT-500K-STD. GM-MOBILE-INT-250K-STD</b>				
	1	5		See Pricelist
	6	29	33.00%	\$ 6,700.00
	30	59	67.00%	\$ 3,300.00
	60	179	71.00%	\$ 2,900.00
	180	399	79.00%	\$ 2,100.00
	400	infinite	81.00%	\$ 1,900.00

	From	To	Reduction	GSA
<b>GM-INT-250K-OEM. GPB-INT-500K-OEM.</b>				
<b>GM-MOBILE-INT-250K-OEM</b>				
	1	5		See Pricelist
	6	29	33.00%	\$ 11,725.00
	30	59	67.00%	\$ 5,775.00
	60	179	71.00%	\$ 5,075.00
	180	399	79.00%	\$ 3,675.00
	400	infinite	81.00%	\$ 3,325.00
<b>GM-1USR-12MO-STD</b>				
	150	799		See Pricelist
	800	2,499	25.37%	\$ 50.00
	2,500	7,999	40.30%	\$ 40.00
	8,000	19,999	67.35%	\$ 21.88
	20,000	99,999	73.88%	\$ 17.50
	100,000	infinite	81.72%	\$ 12.25
<b>GM-1USR-1MO-STD</b>				
	150	799		See Pricelist
	800	2,499	25.37%	\$ 4.16
	2,500	7,999	40.30%	\$ 3.33
	8,000	19,999	67.35%	\$ 1.82
	20,000	99,999	73.88%	\$ 1.46
	100,000	infinite	81.72%	\$ 1.02
<b>GM-1USR-12MO-OEM</b>				
	150	799		See Pricelist
	800	2,499	25.37%	\$ 87.50
	2,500	7,999	40.30%	\$ 70.00
	8,000	19,999	67.35%	\$ 38.28
	20,000	99,999	73.88%	\$ 30.63
	100,000	infinite	81.72%	\$ 21.43
<b>GM-1USR-1MO-OEM</b>				
	150	799		See Pricelist
	800	2,499	25.37%	\$ 7.44
	2,500	7,999	40.30%	\$ 5.95
	8,000	19,999	67.35%	\$ 3.26
	20,000	99,999	73.88%	\$ 2.60
	100,000	infinite	81.72%	\$ 1.82
<b>GM-1AS-NRT-OTH-12MO-STD.</b>				
<b>GM-1AS-NRT-OTH-12MO-OEM</b>				
	1	999		See Pricelist
	1,000	1,999	4.18%	\$ 5.75
	2,000	4,999	8.33%	\$ 5.50
	5,000	9,999	16.67%	\$ 5.00
	10,000	24,999	25.00%	\$ 4.50
	25,000	49,999	33.33%	\$ 4.00
	50,000	infinite	37.50%	\$ 3.75
<b>GM-1AS-NRT-OTH-1MO-OEM.</b>				
<b>GM-1AS-NRT-OTH-1MO-STD</b>				
	1	999		See Pricelist
	1,000	1,999	4.18%	\$ 0.48
	2,000	4,999	8.33%	\$ 0.46
	5,000	9,999	16.67%	\$ 0.42
	10,000	24,999	25.00%	\$ 0.38
	25,000	49,999	33.33%	\$ 0.33
	50,000	infinite	37.50%	\$ 0.31

	From	To	Reduction	GSA
GM-1AS-OTH-12MO-STD. GM-1AS-OTH-12MO-OEM. GM-MOBILE-1AS-12MO-OEM				
	1	999		See Pricelist
	1,000	1,999	4.14%	\$ 11.50
	2,000	4,999	8.33%	\$ 11.00
	5,000	9,999	16.67%	\$ 10.00
	10,000	24,999	25.01%	\$ 9.00
	25,000	49,999	33.35%	\$ 8.00
	50,000	infinite	37.50%	\$ 7.50
GM-1AS-OTH-1MO-OEM. GM-1AS-OTH-1MO-STD				
	1	999		See Pricelist
	1,000	1,999	4.14%	\$ 0.96
	2,000	4,999	8.33%	\$ 0.92
	5,000	9,999	16.67%	\$ 0.83
	10,000	24,999	25.01%	\$ 0.75
	25,000	49,999	33.35%	\$ 0.67
	50,000	infinite	37.50%	\$ 0.63
GM-1AS-NRT-EUR-12MO-STD. GM-1AS-NRT-EUR-12MO-OEM				
	1	999		See Pricelist
	1,000	1,999	4.17%	\$ 11.50
	2,000	4,999	8.33%	\$ 11.00
	5,000	9,999	16.67%	\$ 10.00
	10,000	24,999	25.01%	\$ 9.00
	25,000	49,999	33.35%	\$ 8.00
	50,000	infinite	37.50%	\$ 7.50
GM-1AS-NRT-AFR-1MO-OEM. GM-1AS-NRT-AFR-1MO-STD. GM-1AS-NRT-EAS-1MO-OEM. GM-1AS-NRT-EAS-1MO-STD. GM-1AS-NRT-EUR-1MO-OEM. GM-1AS-NRT-EUR-1MO-STD. GM-1AS-NRT-SEA-1MO-OEM. GM-1AS-NRT-SEA-1MO-STD				
	1	999	0.00%	See Pricelist
	1,000	1,999	4.17%	\$ 0.96
	2,000	4,999	8.33%	\$ 0.92
	5,000	9,999	16.67%	\$ 0.83
	10,000	24,999	25.01%	\$ 0.75
	25,000	49,999	33.35%	\$ 0.67
	50,000	infinite	37.50%	\$ 0.63
GM-1AS-EUR-12MO				
	1	999		See Pricelist
	1,000	1,999	4.17%	\$ 23.00
	2,000	4,999	8.32%	\$ 22.00
	5,000	9,999	16.67%	\$ 20.00
	10,000	24,999	25.00%	\$ 18.00
	25,000	49,999	33.33%	\$ 16.00
	50,000	infinite	37.50%	\$ 15.00
GM-1AS-AFR-1MO-OEM. GM-1AS-AFR-1MO-STD. GM-1AS-EAS-1MO-OEM. GM-1AS-EAS-1MO-STD. GM-1AS-EUR-1MO-OEM. GM-1AS-EUR-1MO-STD. GM-1AS-SEA-1MO-OEM. GM-1AS-SEA-1MO-STD				
	1	999	0.00%	See Pricelist
	1,000	1,999	4.17%	\$ 1.92
	2,000	4,999	8.33%	\$ 1.83
	5,000	9,999	16.67%	\$ 1.67
	10,000	24,999	25.01%	\$ 1.50
	25,000	49,999	33.35%	\$ 1.33
	50,000	infinite	37.50%	\$ 1.25

	From	To	Reduction	GSA
<b>GPB-ZGT-1USR-12MO-STD</b>				
	1	9,999		See Pricelist
	10,000	24,999	40.00%	\$ 12.00
	25,000	49,999	60.00%	\$ 8.00
	50,000	99,999	72.50%	\$ 5.50
	100,000	499,999	82.50%	\$ 3.50
	500,000	1,999,999	89.50%	\$ 2.10
	2,000,000	4,999,999	92.00%	\$ 1.60
	5,000,000	9,999,999	94.00%	\$ 1.20
	10,000,000	infinite	95.00%	\$ 1.00
<b>GPB-1USR-12MO-OEM</b>				
	1	9,999	0.00%	See Pricelist
	10,000	24,999	40.00%	\$ 21.00
	25,000	49,999	60.00%	\$ 14.00
	50,000	99,999	72.50%	\$ 9.63
	100,000	499,999	82.50%	\$ 6.13
	500,000	1,999,999	89.50%	\$ 3.68
	2,000,000	4,999,999	92.00%	\$ 2.80
	5,000,000	9,999,999	94.00%	\$ 2.10
	10,000,000	infinite	95.00%	\$ 1.75
<b>GGB-125K-STD</b>				
	1	7		See Pricelist
	8	79	38.00%	\$ 6,200.00
	80	399	88.00%	\$ 1,200.00
	400	1,599	95.00%	\$ 500.00
	1,600	3,999	97.00%	\$ 300.00
	4,000	7,999	98.00%	\$ 200.00
	8,000	infinite	99.00%	\$ 100.00
<b>GGB-125K-OEM</b>				
	1	7		See Pricelist
	8	79	38.00%	\$ 10,850.00
	80	399	88.00%	\$ 2,100.00
	400	1,599	95.00%	\$ 875.00
	1,600	3,999	97.00%	\$ 525.00
	4,000	7,999	98.00%	\$ 350.00
	8,000	infinite	99.00%	\$ 175.00
<b>GGB-1USR-12MO-STD</b>				
	1	9,999		See Pricelist
	10,000	49,999	33.33%	\$ 6.67
	50,000	99,999	50.00%	\$ 5.00
	100,000	499,999	65.00%	\$ 3.50
	500,000	999,999	75.00%	\$ 2.50
	1,000,000	1,999,999	82.00%	\$ 1.80
	2,000,000	4,999,999	87.00%	\$ 1.30
	5,000,000	infinite	90.00%	\$ 1.00
<b>GGB-1USR-12MO-OEM</b>				
	1	99,999	0.00%	See Pricelist
	10,000	49,999	33.33%	\$ 11.67
	50,000	99,999	50.00%	\$ 8.75
	100,000	499,999	65.00%	\$ 6.13
	500,000	999,999	75.00%	\$ 4.38
	1,000,000	1,999,999	82.00%	\$ 3.15
	2,000,000	4,999,999	87.00%	\$ 2.28
	5,000,000	infinite	90.00%	\$ 1.75

	From	To	Reduction	GSA
<b>GGB-EMD-1UNT-STD</b>				
	1	99,999		See Pricelist
	10,000	49,999	33.33%	\$ 20.00
	50,000	99,999	50.00%	\$ 15.00
	100,000	499,999	65.00%	\$ 10.50
	500,000	999,999	75.00%	\$ 7.50
	1,000,000	1,999,999	82.00%	\$ 5.40
	2,000,000	4,999,999	87.00%	\$ 3.90
	5,000,000	infinite	90.00%	\$ 3.00
<b>GGB-EMD-1UNT-OEM</b>				
	1	99,999		See Pricelist
	10,000	49,999	33.33%	\$ 35.00
	50,000	99,999	50.00%	\$ 26.25
	100,000	499,999	65.00%	\$ 18.38
	500,000	999,999	75.00%	\$ 13.13
	1,000,000	1,999,999	82.00%	\$ 9.45
	2,000,000	4,999,999	87.00%	\$ 6.83
	5,000,000	infinite	90.00%	\$ 5.25
<b>GM-TRK-1AS-STD</b>				
	1	999		See Pricelist
	1,000	1,999	4.18%	\$ 19.16
	2,000	4,999	8.33%	\$ 18.33
	5,000	9,999	16.67%	\$ 16.67
	10,000	24,999	25.00%	\$ 15.00
	25,000	49,999	33.33%	\$ 13.33
	50,000	infinite	37.50%	\$ 12.50
<b>GE-PORTABLE-1USR-12MO-STD</b>				
	1	20		See Pricelist
	21	100	0.4	\$ 1,500.00
	101	500	0.6	\$ 1,000.00
	501	infinite	0.7	\$ 750.00
<b>GE-PORTABLE-1USR-12MO-GOV</b>				
	1	20		See Pricelist
	21	100	0.4	\$ 1,200.00
	101	500	0.6	\$ 800.00
	501	infinite	0.7	\$ 600.00
<b>GE-PORTABLE-10USR-12MO-STD</b>				
	1	20		See Pricelist
	21	100	0.4	\$ 6,000.00
	101	500	0.6	\$ 4,000.00
	501	infinite	0.7	\$ 3,000.00
<b>GE-PORTABLE-10USR-12MO-GOV</b>				
	1	20		See Pricelist
	21	100	0.4	\$ 4,800.00
	101	500	0.6	\$ 3,200.00
	501	infinite	0.7	\$ 2,400.00
<b>GMP-PUBLIC-ML-1M-STD</b>				
	1	4		See Pricelist
	5	14	20.00%	\$ 8,000.00
	15	29	50.00%	\$ 5,000.00
	30	99	70.00%	\$ 3,000.00
	100	249	80.00%	\$ 2,000.00
	250	infinite	85.00%	\$ 1,500.00

	From	To	Reduction	GSA
<b>GMP-PUBLIC-ML-1M-OEM</b>				
	1	4		<b>See Pricelist</b>
	5	14	<b>20.00%</b>	<b>\$ 14,000.00</b>
	15	29	<b>50.00%</b>	<b>\$ 8,750.00</b>
	30	99	<b>70.00%</b>	<b>\$ 5,250.00</b>
	100	249	<b>80.00%</b>	<b>\$ 3,500.00</b>
	250	infinite	<b>85.00%</b>	<b>\$ 2,625.00</b>

## HubSpot

MFR PART NO	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GSA w/IFF
HS-BAS	HubSpot Basic	HubSpot Basic marketing software includes 100 contacts (annual contract required price shown is per month cost) *requires HubSpot Basic Onboarding <a href="http://www.hubspot.com/pricing#?currency=USD">http://www.hubspot.com/pricing#?currency=USD</a>	Per month	\$197.48
HS-BAS-AC	HubSpot Basic Additional Contacts	HubSpot Basic marketing software 1,000 Additional Contacts - must be purchased with HubSpot Basic (per month cost), (annual contract required price shown is per month cost)	Per month	\$98.74
HS-PRO	HubSpot Pro	HubSpot Pro marketing software includes 1,000 contacts (annual contract required price shown is per month cost) *requires HubSpot Pro Onboarding <a href="http://www.hubspot.com/pricing#?currency=USD">http://www.hubspot.com/pricing#?currency=USD</a>	Per month	\$789.92
HS-PRO-AC	HubSpot Pro Additional Contacts	HubSpot Pro marketing software 1,000 Additional Contacts - must be purchased with HubSpot Pro (per month cost), (annual contract required price shown is per month cost)	Per month	\$49.37
HS-ENT	HubSpot Enterprise	HubSpot Enterprise: marketing software includes 10,000 contacts (per month cost) *requires HubSpot Enterprise Onboarding <a href="http://www.hubspot.com/pricing#?currency=USD">http://www.hubspot.com/pricing#?currency=USD</a> (annual contract required price shown is per month cost)	Per month	\$2,369.77
HS-ENT-AC	HubSpot Enterprise Additional Contacts	HubSpot Enterprise marketing software 1,000 Additional Contacts - must be purchased with HubSpot Enterprise (per month cost)	Per month	\$9.87
HS-DIP	HubSpot Dedicated IP Address	HubSpot marketing software Dedicated IP Address (per month cost) <a href="http://www.hubspot.com/products/email/dedicated-IP">http://www.hubspot.com/products/email/dedicated-IP</a> (annual contract required price shown is per month cost)	Per month	\$493.70
HS-TEM	HubSpot Transactional Email	Transactional Email (per month cost, includes Dedicated IP Address) <a href="http://www.hubspot.com/products/email/transactional-email">http://www.hubspot.com/products/email/transactional-email</a> (annual contract required price shown is per month cost)	Per month	\$987.41
HS-CMS	HubSpot CMS	HubSpot CMS marketing software (per month cost) <a href="http://www.hubspot.com/products/sites">http://www.hubspot.com/products/sites</a> (annual contract required price shown is per month cost)	Per month	\$296.22
HS-PLAT	HubSpot Platinum Success	HubSpot Platinum Success (per month) <a href="http://www.hubspot.com/services/platinum-success">http://www.hubspot.com/services/platinum-success</a> (annual contract required price shown is per month cost)	Per month	\$1,481.11
HS-DTS	HubSpot Designated Technical Support	HubSpot marketing software Designated Technical Support (per month) <a href="http://www.hubspot.com/services/designated-technical-support">http://www.hubspot.com/services/designated-technical-support</a>	Per month	\$345.59
HS-DTCS	HubSpot Designated Technical & Campaign Support	HubSpot Designated Technical & Campaign Support (per month) <a href="http://www.hubspot.com/services/designated-technical-campaign-support">http://www.hubspot.com/services/designated-technical-campaign-support</a> (annual contract required price shown is per month cost)	Per month	\$592.44
HS-PA	HubSpot Priority Access	HubSpot marketing software Priority Access (per month) <a href="http://www.hubspot.com/services/priority-access">http://www.hubspot.com/services/priority-access</a> (annual contract required price shown is per month cost)	Per month	\$246.85
HS-PPC	HubSpot Advertising Connector	HubSpot marketing software Advertising Connector (Ads Add-on) <a href="http://www.hubspot.com/products/ads">http://www.hubspot.com/products/ads</a> (annual contract required price shown is per month cost)	Per month	\$98.74
HS-REP	HubSpot Advanced Reporting Analytics	HubSpot marketing software Advanced Reporting Analytics (per month) <a href="http://www.hubspot.com/products/analytics">http://www.hubspot.com/products/analytics</a> (annual contract required price shown is per month cost)	Per month	\$197.48

# Terms and Conditions

## TERMS AND CONDITIONS APPLICABLE TO SOFTWARE LICENSES (SPECIAL ITEM NUMBER 511210) AND MAINTENANCE AS A SERVICE (SPECIAL ITEM NUMBER 54151) OF GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY SOFTWARE

\*\*\*\*Best-in-Class (BIC) Designation\*\*\*\*

Offerors submitting an offer for a SIN(s) under the "IT Software Sub-category" must also comply with the following:

- 1) Technical Support: Without additional charge to the ordering activity, shall provide a hot line technical support number for the purpose of providing user assistance and guidance in the implementation of the software. The technical support number is available shall be available during specified hours.
  - a) At the task or delivery order level, provide a telephone number and hours of operation for technical support hotline; indicate applicable time zone for the hours of operation—i.e., Eastern time, Central, Mountain or Pacific time.
- 2) Descriptions and Equipment Compatibility: Offerors shall include in the GSA Price List (I-FSS-600 CONTRACT PRICE LISTS (OCT 2016) a complete description of each software product including the operating systems on which the software can be used. Also included shall be a brief, introductory explanation of the modules and documentation which are offered.
- 3) Right-to-Copy Pricing: Offerors shall insert the discounted pricing for right-to-copy licenses, if commercially available, in the GSA Price List (I-FSS-600 CONTRACT PRICE LISTS (OCT 2016).
- 4) Utilization Limitations
  - a) Software acquisition is limited to commercial computer software defined in FAR Part 2.101.
  - b) When acquired by the ordering activity, commercial computer software and related documentation shall be subject to the following:
    - i) Title to and ownership of the software and documentation shall remain with the Contractor, unless otherwise specified.
    - ii) Software licenses are by site and by ordering activity. An ordering activity is defined as a cabinet level or independent ordering activity. The software may be used by any subdivision of the ordering activity (service, bureau, division, command, etc.) that has access to the site the software is placed at, even if the subdivision did not participate in the acquisition of the software. Further, the software may be used on a sharing basis where multiple agencies have joint projects that can be satisfied by the use of the software placed at one ordering activity's site. This would allow other agencies access to one ordering activity's database. For ordering activity public domain databases, user agencies and third parties may use the computer program to enter, retrieve, analyze and present data. The user ordering activity will take appropriate action by instruction, agreement, or otherwise, to protect the Contractor's proprietary property with any third parties that are permitted access to the computer programs and documentation in connection with the user ordering activity's permitted use of the computer programs and documentation. For purposes of this section, all such permitted third parties shall be deemed agents of the user ordering activity.
    - iii) Except as provided above, the ordering activity shall not provide or otherwise make available the software or documentation, or any portion thereof, in any form, to any third party without the prior written approval of the Contractor. Third parties do not include prime Contractors, subcontractors and agents of the ordering activity who have the ordering activity's permission to use the licensed software and documentation at the facility, and who have agreed to use the licensed software and documentation only in accordance with these restrictions. This provision does not limit the right of the ordering activity to use software, documentation, or information therein, which the ordering activity may already have or obtains without restrictions.
    - iv) The ordering activity shall have the right to use the software and documentation with the run-time computing environment (e.g. operating system, virtual machine, mobile operating system, processor etc.) to be specifically identified for which it is acquired at any other facility/user device to which that time computing environment may be transferred, or in cases of Disaster Recovery, the ordering activity has the right to transfer the software to another site/user device if the ordering activity site for which it is acquired is deemed to be unsafe for ordering activity personnel; to use the software and documentation with a backup time computing environment when the primary is inoperative; to copy computer programs for safekeeping (archives) or backup purposes; to transfer a copy of the software to another site/user for purposes of benchmarking new hardware and/or software; and to modify the

software and documentation or combine it with other software, provided that the unmodified portions shall remain subject to these restrictions.

- v "Commercial Computer Software" may be marked with the Contractor's standard commercial restricted rights legend, but the schedule contract and schedule pricelist, including this clause, "Utilization Limitations" are the only governing terms and conditions, and shall take precedence and supersede any different or additional terms and conditions included in the standard commercial legend.
- vi Licensee Data belongs exclusively to Licensee, regardless of where the Data may reside at any moment in time including, but not limited to Licensor hardware, networks or other infrastructure and facilities where Data may reside, transit through or be stored from time to time. Licensor makes no claim to a right of ownership in Licensee Data. Licensor agrees to keep the Licensee Data Confidential as that term is defined in the relevant FAR and DFARS provisions pertaining to Confidential Information and Confidentiality. Licensor is not permitted to use Licensee's data for a purpose that is not explicitly granted in writing by Licensee. Upon Licensee request, for any reason whatsoever, Licensor must promptly return all Licensee Data in Licensor's possession in a format as may be designated at the time of request by Licensee.
- vii Licensee may create or hire others (including Licensor) to create modifications, customizations or other enhancements to the Software which might be classified as "Derivative Works" of the software. Unless otherwise negotiated and mutually agreed upon at the order level, the intellectual property (IP) rights to the Derivative Works shall be owned by the owner of the underlying intellectual property. The Derivative Work[s] shall be made available to the Licensee through a royalty free, perpetual worldwide, no charge license to the Licensee.

Term Licenses The word "Term" is defined in this Solicitation as "a limited period of time". Term Software Licenses have a limited duration and are not owned in perpetuity. Unless Offerors provide an option for converting Term licenses into perpetual licenses, users lose the right to use these licenses upon the end of the term period. This SIN is NOT Infrastructure as a Service (IaaS), Platform as a Service (PaaS), or Software as a Service (SaaS) as defined in SIN 518210C - Cloud and Cloud-Related IT Professional Services. Term Software Licenses are distinct from Electronic Commerce and Subscription Services (SIN 54151ECOM).

Perpetual Licenses The word "perpetual" is defined in this Solicitation as "continuing forever, everlasting, valid for all time".

Software maintenance as a product includes the publishing of bug/defect fixes via patches and updates/upgrades in function and technology to maintain the operability and usability of the software product. It may also include other no charge support that is included in the purchase price of the product in the commercial marketplace. No charge support includes items such as user blogs, discussion forums, online help libraries and FAQs (Frequently Asked Questions), hosted chat rooms, and limited telephone, email and/or web-based general technical support for users self diagnostics.

Software Maintenance as a product is billed at the time of purchase.

Software maintenance as a product does NOT include the creation, design, implementation, integration, etc. of a software package. These examples are considered software maintenance services under SIN 54151 Software Maintenance Services.

- A. Offerors are encouraged to identify within their software items any component interfaces that support open standard interoperability. An item's interface may be identified as interoperable on the basis of participation in a Government agency-sponsored program or in an independent organization program. Interfaces may be identified by reference to an interface registered in the component registry located at <http://www.core.gov>.
- B. Contractors are encouraged to offer SIN 54151 Software Maintenance Services in conjunction with SIN 511210 - Software Licenses.
- C. Conversion from Term License to Perpetual License
  - i When standard commercial practice offers conversions of term licenses to perpetual licenses, and an ordering activity requests such a conversion, the contractor shall provide the total amount of conversion credits available for the subject software within ten (10) calendar days after placing the order.
  - ii When conversion credits are provided, they shall continue to accrue from one contract period to the next, provided the software has been continually licensed without interruption.
  - iii The term license for each software product shall be discontinued on the day immediately preceding the effective date of conversion from a term license to a perpetual license.
  - iv When conversion from term licenses to perpetual licenses is offered, the price the ordering activity shall pay will be the perpetual license price that prevailed at the time such software was initially ordered under a term license, or the perpetual

license price prevailing at the time of conversion from a term license to a perpetual license, whichever is the less, minus an amount equal to a percentage of all term license payments during the period that the software was under a term license within the ordering activity.

D. Term License Cessation

- i After a software product has been on a continuous term license for a period of \* months, a fully paid-up, non-exclusive, perpetual license for the software product shall automatically accrue to the ordering activity. The period of continuous term license for automatic accrual of a fully paid-up perpetual license does not have to be achieved during a particular fiscal year; it is a written Contractor commitment which continues to be available for software that is initially ordered under this contract, until a fully paid-up perpetual license accrues to the ordering activity. However, should the term license of the software be discontinued before the specified period of the continuous term license has been satisfied, the perpetual license accrual shall be forfeited. Contractors who do not commercially offer conversions of term licenses to perpetual licenses shall indicate that their term licenses are not eligible for conversion at any time.
- ii Each separately priced software product shall be individually enumerated, if different accrual periods apply for the purpose of perpetual license attainment.
- iii Fill-in data and specific terms shall be attached to the GSA Price List (I-FSS-600 CONTRACT PRICE LISTS (OCT 2016)).
- iv The Contractor agrees to provide updates and software maintenance services for the software after a perpetual license has accrued, at the prices and terms of SIN 54151 – Software Maintenance Services, if the licensee elects to order such services. Title to the software shall remain with the Contractor.

E. Utilization Limitations for Perpetual Licenses

- i Software Asset Identification Tags (SWID) (Option 1 Perpetual License)
  - 1) Option 1 is applicable when the Offeror agrees to include the International Organization for Standardization/International Electrotechnical Commission 19770-2 (ISO/IEC 19770- 2:2015) standard identification tag (SWID Tag) as an embedded element in the software. An ISO/IEC 19970-2 tag is a discoverable identification element in software that provides licensees enhanced asset visibility. Enhance visibility supports both the goals of better software asset management and license compliance. Offerors may use the National Institute of Standards and Technology (NIST) document “NISTIR 8060: Guidelines for Creation of Interoperable Software Identification (SWID) Tags,” December 2015 to determine if they are in compliance with the ISO/IEC 19770-2 standard.
  - 2) Section 837 of The Federal Information Technology Acquisition Reform Act (FITARA) of 2014, requires GSA to seek agreements with software vendors that enhance government- wide acquisition, shared use, and dissemination of software, as well as compliance with end user license agreements. The Megabyte Act of 2016 requires agencies to inventory software assets and to make informed decisions prior to new software acquisitions. In June of 2016, the Office of Management and Budget issued guidance on software asset management requiring each CFO Act (Public Law 101-576 –11/15/1990) agency to begin software inventory management (M-16-12). To support these requirements, Offerors may elect to include the terms of Option 1 and/or Option 2, which support software asset management and government-wide reallocation or transferability of perpetually licensed software.
- ii Reallocation of Perpetual Software (Option 2 Perpetual License)
  - 1) The purpose of SIN 511210 OPTION 2 is to allow ordering activities to transfer software assets for a pre-negotiated charge to other ordering activities.
  - 2) When an ordering activity becomes aware that a reusable software asset may be available for transfer, it shall contact the Contractor, identify the software license or licenses in question, and request that these licenses be reallocated or otherwise made available to the new ordering activity.
  - 3) Contractors shall release the original ordering activity from all future obligations under the original license agreement and shall present the new ordering activity with an equivalent license agreement. When the new ordering activity agrees to the license terms, henceforth any subsequent infringement or breach of licensing obligations by the new ordering activity shall be a matter exclusively between the new ordering activity and the Contractor.
  - 4) The original ordering activity shall de-install, and/or make unusable all of the software assets that are to be transferred. It shall have no continuing right to use the software and any usage shall be considered a breach of the Contractor’s intellectual property and a matter of dispute between the original ordering activity/original license grantee and the licensor.
  - 5) As a matter of convenience, once the original licenses are deactivated, di-installed, or made otherwise unusable by the original ordering activity or license grantee, the Contractor may elect to issue new licenses to the new ordering activity to replace the old licenses. When new licenses are not issued, the Contractor shall provide technical advice on how best to achieve the functional transfer of the software assets.

- 6) Software assets that are eligible for transfer that have lapsed Software Maintenance Services (SIN 54151) may require a maintenance reinstatement fee, chargeable to the new ordering activity or license grantee. When such a fee is paid, the new ordering activity shall receive all the rights and benefits of Software Maintenance Services.
- 7) When software assets are eligible for transfer, and are fully covered under pre-paid Software Maintenance Services (SIN 54151), the new ordering activity shall not be required to pay maintenance for those license assets prior to the natural termination of the paid for maintenance period. The rights associated with paid for current Software Maintenance Services shall automatically transfer with the software licenses without fee. When the maintenance period expires, the new ordering activity or license grantee shall have the option to renew maintenance.
- 8) The administrative fee to support the transfer of licenses, exclusive of any new incremental licensing or maintenance costs shall be \* percentage (%) of the original license fee. The fee shall be paid only at the time of transfer. In applying the transfer fee, the Software Contractor shall provide transactional data that supports the original costs of the licenses.
- 9) Fill-in data and specific terms shall be attached to the GSA Price List (I-FSS-600 CONTRACT PRICE LISTS (OCT 2016)).

F. Software Conversions: Full monetary credit will be allowed to the ordering activity when conversion from one version of the software to another is made as a result of a change in operating system, or from one computer system to another. Under a perpetual license, the purchase price of the new software shall be reduced by the amount that was paid to purchase the earlier version. Under a term license, if conversion credits had accrued while the earlier version was under a term license, those credits shall carry forward and remain available as conversion credits which may be applied towards the perpetual license price of the new version.

**\*Contact Contractor**

**TERMS AND CONDITIONS APPLICABLE TO PURCHASE OF TRAINING COURSES FOR GENERAL PURPOSE  
COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT AND SOFTWARE (SPECIAL ITEM NUMBER 611420)**

Specific Instructions for SIN 611420 - Computer Training

- A. Prepaid training tokens, credits, etc. shall not be permitted on this SIN.
- B. Offerors shall provide training courses normally available to commercial customers, which will permit ordering activity users to make full, efficient use of general purpose commercial IT products. Training is restricted to training courses for those products within the scope of the IT Category.
- C. Cancellation and Rescheduling
- i The ordering activity will notify the Contractor at least seventy-two (72) hours before the scheduled training date, if a student will be unable to attend. The Contractor will then permit the ordering activity to either cancel the order or reschedule the training at no additional charge. In the event the training class is rescheduled, the ordering activity will modify its original training order to specify the time and date of the rescheduled training class.
  - ii In the event the ordering activity fails to cancel or reschedule a training course within the time frame specified above, the ordering activity will be liable for the contracted dollar amount of the training course. The Contractor agrees to permit the ordering activity to reschedule a student who fails to attend a training class within ninety (90) days from the original course date, at no additional charge.
  - iii The ordering activity reserves the right to substitute one student for another up to the first day of class.
  - iv In the event the Contractor is unable to conduct training on the date agreed to by the Contractor and the ordering activity, the Contractor must notify the ordering activity at least seventy-two (72) hours before the scheduled training date.
- D. Follow-Up Support
- The Contractor agrees to provide each student with unlimited telephone support or online support for a period of one (1) year from the completion of the training course. During this period, the student may contact the Contractor's instructors for refresher assistance and answers to related course curriculum questions.
- E. Format And Content Of Training
- i Offerors shall provide written materials (i.e., manuals, handbooks, texts, etc.) normally provided with course offerings, printed and copied two-sided on paper containing 30% postconsumer materials (fiber). Such documentation will become the property of the student upon completion of the training class.
  - ii If applicable, for hands-on training courses, there must be a one-to-one assignment of IT equipment to students.
  - iii Offerors shall provide each student with a Certificate of Training at the completion of each training course.
  - iv Offerors shall provide the following information for each training course offered:
    - a) course title,
    - b) a brief description of the course content, to include the course format (e.g., lecture, discussion, hands-on training);
    - c) length of the course;
    - d) mandatory and desirable prerequisites for student enrollment;
    - e) minimum and maximum number of students per class;
    - f) locations where the course is offered;
    - g) class schedules; and
    - h) price (per student, per class (if applicable)).
  - v For courses conducted at the ordering activity's location, instructor travel charges (if applicable), including mileage and daily living expenses (e.g., per diem charges) are governed by Pub. L. 99-234 and FAR Part 31.205-46, and are reimbursable by the ordering activity on orders placed under the Multiple Award Schedule, as applicable, in effect on the date(s) the travel is performed. The Industrial Funding Fee does NOT apply to travel and per diem charges.
  - vi For Online Training Courses, a copy of all training material must be available for electronic download by the students.
- F. "No Charge" Training
- Offerors shall describe any training provided with equipment and/or software provided under this contract, free of charge on the GSA Price List (I-FSS-600 CONTRACT PRICE LISTS (OCT 2016)).

## **TRAINING FACILITIES**

COREONYX Government Solutions has fully equipped classroom facilities in Washington DC. The Government must furnish fully equipped training facilities for any courses conducted outside these locations. Government training facilities must be furnished with the following equipment:

Training Class Facility Requirements (the following room requirements are the same for all classes):

### **Computer Systems**

- One PC for each student and one PC for the instructor. Each machine must meet these minimum requirements:
- Windows
- Pentium processor (Pentium 4, 1GHz or better recommended)
- 1 GB of RAM
- 50 GB HDD
- CD ROM drive
- Internet Explorer 6 or Mozilla Firefox 2.0 or higher
- Color Monitor with 1024x768 resolution, 256 colors

### **Class Network**

All classroom machines must be networked together. The instructor needs Read, Write, and Execute access to one shared directory on a central machine. All student PCs, as well as the instructor's PC, should have access to this shared directory. Macromedia also strongly suggests that each classroom machine have Internet access.

### **Audio Visual**

The classroom must have the following available at the front of the room:

- Projection screen
- Projection unit capable of 1024x768 (or higher) resolution cabled to instructor's PC
- Flip chart on easel or whiteboard for instructor notes

### **Software Set-Up Instructions**

The following software and associated student files must be installed prior to the instructor's arrival:

- ColdFusion MX 8
- Flash CS3
- Dreamweaver CS3
- Flex 2
- Microsoft Access

Classroom Set-Up instructions will be provided to the government seven (7) days before class start.

**TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES  
(SPECIAL ITEM NUMBER 54151S)**

Offerors submitting an offer for a SIN(s) under the "IT Services Sub-category" must also comply with the following:

- A. Only IT Professional Services or Labor Categories shall be offered.
- B. Resumes shall be provided to the GSA contracting officer or the ordering activity upon request.
- C. Offerors shall provide a description of each type of IT Professional Service or Labor Category offered, and it should be presented in the same manner as the Contractor sells to its commercial and other ordering activity customers. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles (labor categories) for those individuals who will perform the service should be provided.

The following is an example of the manner in which the description of a commercial job title should be presented:

EXAMPLE: Commercial Job Title: System Engineer

Minimum/General Experience: Three (3) years of technical experience which applies to systems analysis and design techniques for complex computer systems. Requires competence in all phases of systems analysis techniques, concepts and methods; also requires knowledge of available hardware, system software, input/output devices, structure and management practices.

Functional Responsibility: Guides users in formulating requirements, advises alternative approaches, conducts feasibility studies.

Minimum Education: Bachelor's Degree in Computer Science

- D. Pricing for each type of IT Professional Service or Labor Category shall be in accordance with customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices, minimum general experience and minimum education.
- E. Pricing of services shall be offered at the Contractor's facility and/or at the ordering activity location in accordance with customary commercial practices.

**TERMS AND CONDITIONS APPLICABLE TO ELECTRONIC COMMERCE AND SUBSCRIPTION SERVICES  
(SPECIAL ITEM NUMBER 54151ECOM)**

1. Specific Instructions for SIN 54151ECOM - Electronic Commerce and Subscription Services
  - a. Acceptance Testing: Acceptance testing shall be performed of the systems for ordering activity approval in accordance with the approved test procedures. Management and operations pricing shall be provided on a uniform basis. All management and operations requirements for which pricing elements are not specified shall be provided as part of the basic service.
  - b. Normal commercial installation, operation, maintenance, and engineering interface training on the system shall be provided. If there is a separate charge, it must be stated as an attachment to the GSA Price List (I-FSS-600 CONTRACT PRICE LISTS (OCT 2016)).
  - c. Monthly summary report may be provided to the Ordering Activity in accordance with commercial practice.
  
2. If an electronic commerce service plan is offered the following must be stated as an attachment to the GSA Price List (I-FSS-600 CONTRACT PRICE LISTS (OCT 2016):
  - a. Describe the electronic service plan and eligibility requirements;
  - b. Describe charges, if any, for additional usage guidelines; and
  - c. Describe corporate volume discounts and eligibility requirements, if any.