



CPN-NETWORK, LLC
805 15TH Street NW #100
Washington, DC 20005

**AUTHORIZED FEDERAL SUPPLY SERVICE
INFORMATION TECHNOLOGY SCHEDULE PRICELIST
GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY
EQUIPMENT, SOFTWARE AND SERVICES**

SIN 132-51 - INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES

FPDS Code D301	IT Facility Operation and Maintenance
FPDS Code D302	IT Systems Development Services
FPDS Code D306	IT Systems Analysis Services
FPDS Code D307	Automated Information Systems Design and Integration Services
FPDS Code D308	Programming Services
FPDS Code D310	IT Backup and Security Services
FPDS Code D311	IT Data Conversion Services
FPDS Code D316	IT Network Management Services
FPDS Code D317	Automated News Services, Data Services, or Other Information Services
FPDS Code D399	Other Information Technology Services, Not Elsewhere Classified

Note 1: All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchased separately.

Note 2: Offerors and Agencies are advised that the Group 70 – Information Technology Schedule is not to be used as a means to procure services which properly fall under the Brooks Act. These services include, but are not limited to, architectural, engineering, mapping, cartographic production, remote sensing, geographic information systems, and related services. FAR 36.6 distinguishes between mapping services of an A/E nature and mapping services which are not connected nor incidental to the traditionally accepted A/E Services.

Note 3: This solicitation is not intended to solicit for the reselling of IT Professional Services, except for the provision of implementation, maintenance, integration, or training services in direct support of a product.

Contract Number: **GS35F0299N**
DUNS: **102197378**
Period Covered by Contract: **Feb 4, 2013 to Feb 5, 2018**
General Services Administration
Federal Supply Service

Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal Supply Service's Home Page via the Internet at <http://www.fss.gsa.gov/>

1. By signing this modification, Contractor agrees to and incorporates by reference all the Clauses, Provisions, Terms and Conditions of the current Information Technology Schedule Solicitation Number FCIS-JB-980001-B, Refresh 21. This solicitation is posted on www.fbo.gov for review purposes.

2. Per clause OPTION TO EXTEND THE TERM OF THE CONTRACT (EVERGREEN) (I-FSS-163), Contractor acknowledges that the electronic catalog/pricelist has been received, approved, posted, and kept current on GSA Advantage!.

**3. POST-AWARD SMALL BUSINESS PROGRAM REREPRESENTATION
52.219-28 (JUNE 2007)**

(a) Definitions. As used in this clause--

Long-term contract means a contract of more than five years in duration, including options. However, the term does not include contracts that exceed five years in duration because the period of performance has been extended for a cumulative period not to exceed six months under the clause at 52.217-8, Option to Extend Services, or other appropriate authority.

Small business concern means a concern, including its affiliates, that is independently owned and operated, not dominant in the field of operation in which it is bidding on Government contracts, and qualified as a small business under the criteria in 13 CFR part 121 and the size standard in paragraph (c) of this clause.

(b) If the Contractor represented that it was a small business concern prior to award of this contract, the Contractor shall re-represent its size status according to paragraph (e) of this clause or, if applicable, paragraph (g) of this clause, upon the occurrence of any of the following:

(1) Within 30 days after execution of a novation agreement or within 30 days after modification of the contract to include this clause, if the novation agreement was executed prior to inclusion of this clause in the contract.

(2) Within 30 days after a merger or acquisition that does not require a novation or within 30 days after modification of the contract to include this clause, if the merger or acquisition occurred prior to inclusion of this clause in the contract.

(3) For long-term contracts—

(i) Within 60 to 120 days prior to the end of the fifth year of the contract; and

(ii) Within 60 to 120 days prior to the exercise date specified in the contract for any option thereafter.

(c) The Contractor shall re-represent its size status in accordance with the size standard in effect at the time of this re-representation that corresponds to the North American Industry Classification System (NAICS) code assigned to this contract. The small business size standard corresponding to this NAICS code can be found at <http://www.sba.gov/services/contractingopportunities/sizestandardsttopics/>.

(d) The small business size standard for a Contractor providing a product which it does not manufacture itself, for a contract other than a construction or service contract, is 500 employees.

(e) Except as provided in paragraph (g) of this clause, the Contractor shall make the re-representation required by paragraph (b) of this clause by validating or updating all its representations in the Online Representations and Certifications Application and its data in the Central Contractor Registration, as necessary, to ensure they reflect current status. The Contractor shall notify the contracting office by e-mail, or otherwise in writing, that

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the data have been validated or updated, and provide the date of the validation or update..

(c) Offerors must complete the following representations when the resulting contract will be performed in the United States or its outlying areas. Check all that apply.

- (1) *Small business concern.* The offeror represents as part of its offer that it X is, _____ is not a small business concern.
- (2) *Veteran-owned small business concern.* [Complete only if the offeror represented itself as a small business concern in paragraph (c)(1) of this provision.] The offeror represents as part of its offer that it _____ is, X is not a veteran-owned small business concern.
- (3) *Service-disabled veteran-owned small business concern.* [Complete only if the offeror represented itself as a veteran-owned small business concern in paragraph (c)(2) of this provision.] The offeror represents as part of its offer that it _____ is, X is not a service-disabled veteran-owned small business concern.
- (4) *Small disadvantaged business concern.* [Complete only if the offeror represented itself as a small business concern in paragraph (c)(1) of this provision.] The offeror represents, for general statistical purposes, that it X is, _____ is not a small disadvantaged business concern as defined in 13 CFR 124.1002.
- (5) *Women-owned small business concern.* [Complete only if the offeror represented itself as a small business concern in paragraph (c)(1) of this provision.] The offeror represents that it _____ is, X is not a women-owned small business concern.

Note: Complete paragraphs (c)(6) and (c)(7) only if this solicitation is expected to exceed the simplified acquisition threshold.

- (6) *Women-owned business concern (other than small business concern).* [Complete only if the offeror is a women-owned business concern and did not represent itself as a small business concern in paragraph (c)(1) of this provision.] The offeror represents that it _____ is, a women-owned business concern.
- (7) *Tie bid priority for labor surplus area concerns.* If this is an invitation for bid, small business offerors may identify the labor surplus areas in which costs to be incurred on account of manufacturing or production (by offeror or first-tier subcontractors) amount to more than 50 percent of the contract price:

(8) Small Business Size for the Small Business Competitiveness Demonstration Program and for the Targeted Industry Categories under the Small Business Competitiveness Demonstration Program. [Complete only if the offeror has represented itself to be a small business concern under the size standards for this solicitation.]

(i) [Complete only for solicitations indicated in an addendum as being set-aside for emerging small businesses in one of the designated industry groups (DIGs).] The offeror represents as part of its offer that it X is, _____ is not an emerging small business.

(ii) [Complete only for solicitations indicated in an addendum as being for one of the targeted industry categories (TICs) or designated industry groups (DIGs).] Offeror represents as follows:

- (A) Offeror's number of employees for the past 12 months (check the Employees column if size standard stated in the solicitation is expressed in terms of number of employees); or
- (B) Offeror's average annual gross revenue for the last 3 fiscal years (check the Average Annual Gross Number of Revenues column if size standard stated in the solicitation is expressed in terms of annual receipts).

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(Check one of the following):

Number of Employees	Average Annual Gross Revenues
<input checked="" type="checkbox"/> 50 or fewer	<input checked="" type="checkbox"/> \$1 million or less
<input type="checkbox"/> 51-100	<input type="checkbox"/> \$1,000,001-\$2 million
<input type="checkbox"/> 101-250	<input type="checkbox"/> \$2,000,001-\$3.5 million
<input type="checkbox"/> 251-500	<input type="checkbox"/> \$3,500,001-\$5 million
<input type="checkbox"/> 501-750	<input type="checkbox"/> \$5,000,001-\$10 million
<input type="checkbox"/> 751-1,000	<input type="checkbox"/> \$10,000,001-\$17 million
<input type="checkbox"/> Over 1,000	<input type="checkbox"/> Over \$17 million

(9) *[Complete only if the solicitation contains the clause at FAR 52.219-23, Notice of Price Evaluation Adjustment for Small Disadvantaged Business Concerns, or FAR 52.219-25, Small Disadvantaged Business Participation Program—Disadvantaged Status and Reporting, and the offeror desires a benefit based on its disadvantaged status.]*

(i) *General.* The offeror represents that either—

- (A) It is, is not certified by the Small Business Administration as a small disadvantaged business concern and identified, on the date of this representation, as a certified small disadvantaged business concern in the database maintained by the Small Business Administration (PRO-Net), and that no material change in disadvantaged ownership and control has occurred since its certification, and, where the concern is owned by one or more individuals claiming disadvantaged status, the net worth of each individual upon whom the certification is based does not exceed \$750,000 after taking into account the applicable exclusions set forth at 13 CFR 124.104(c)(2); or
- (B) It has, has not submitted a completed application to the Small Business Administration or a Private Certifier to be certified as a small disadvantaged business concern in accordance with 13 CFR 124, Subpart B, and a decision on that application is pending, and that no material change in disadvantaged ownership and control has occurred since its application was submitted.

(ii) *Joint Ventures under the Price Evaluation Adjustment for Small Disadvantaged Business Concerns.* The offeror represents, as part of its offer, that it is a joint venture that complies with the requirements in 13 CFR 124.1002(f) and that the representation in paragraph (c)(9)(i) of this provision is accurate for the small disadvantaged business concern that is participating in the joint venture. *[The offeror shall enter the name of the small disadvantaged business concern that is participating in the joint venture:_____.]*

(10) *HUBZone small business concern.* *[Complete only if the offeror represented itself as a small business concern in paragraph (c)(1) of this provision.]* The offeror represents, as part of its offer, that—

- (i) It is, is not a HUBZone small business concern listed, on the date of this representation, on the List of Qualified HUBZone Small Business Concerns maintained by the Small Business Administration, and no material change in ownership and control, principal office, or HUBZone employee percentage has

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occurred since it was certified by the Small Business Administration in accordance with 13 CFR part 126; and

- (ii) It _____ is, X is not a joint venture that complies with the requirements of 13 CFR part 126, and the representation in paragraph (c)(10)(i) of this provision is accurate for the HUBZone small business concern or concerns that are participating in the joint venture. [*The offeror shall enter the name or names of the HUBZone small business concern or concerns that are participating in the joint venture: _____.*] Each HUBZone small business concern participating in the joint venture shall submit a separate signed copy of the HUBZone representation.
- (d) *Representations required to implement provisions of Executive Order 11246—*
- (1) Previous contracts and compliance. The offeror represents that—
- (i) It _____ has, X has not participated in a previous contract or subcontract subject to the Equal Opportunity clause of this solicitation; and
- (ii) It X has, _____ has not filed all required compliance reports.
- (2) *Affirmative Action Compliance.* The offeror represents that—
- (i) It X has developed and has on file, _____ has not developed and does not have on file, at each establishment, affirmative action programs required by rules and regulations of the Secretary of Labor (41 CFR parts 60-1 and 60-2), or
- (ii) It X has not previously had contracts subject to the written affirmative action programs requirement of the rules and regulations of the Secretary of Labor.
- (e) *Certification Regarding Payments to Influence Federal Transactions (31 U.S.C. 1352).* (Applies only if the contract is expected to exceed \$100,000.) By submission of its offer, the offeror certifies to the best of its knowledge and belief that no Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress or an employee of a Member of Congress on his or her behalf in connection with the award of any resultant contract. If any registrants under the Lobbying Disclosure Act of 1995 have made a lobbying contact on behalf of the offeror with respect to this contract, the offeror shall complete and submit, with its offer, OMB Standard Form LLL, Disclosure of Lobbying Activities, to provide the name of the registrants. The offeror need not report regularly employed officers or employees of the offeror to whom payments of reasonable compensation were made.
- (f) *Buy American Act Certificate.* (Applies only if the clause at Federal Acquisition Regulation (FAR) 52.225-1, Buy American Act Supplies, is included in this solicitation.)
- (1) The offeror certifies that each end product, except those listed in paragraph (f)(2) of this provision, is a domestic end product and that the offeror has considered components of unknown origin to have been mined, produced, or manufactured outside the United States. The offeror shall list as foreign end products those end products manufactured in the United States that do not qualify as domestic end products. The terms “component,” “domestic end product,” “end product,” “foreign end product,” and “United States” are defined in the clause of this solicitation entitled “Buy American Act—Supplies.”
- (4) *Trade Agreements Certificate.* (Applies only if the clause at FAR 52.225-5, Trade Agreements, is included in this solicitation.)
- (i) The offeror certifies that each end product, except those listed in paragraph (g)(4)(ii) of this provision, is a U.S.-made or designated country end product, as defined in the clause of this solicitation entitled “Trade Agreements.”

C. CONTRACTOR'S REMITTANCE (PAYMENT) ADDRESS (GSAR 552.232-82) (MAY 2003)

- (a) Payment by electronic funds transfer (EFT) is the preferred method of payment. However, under certain conditions, the ordering activity may elect to make payment by check. The offeror shall indicate below, the payment address to which checks should be mailed for payment of proper invoices submitted under a resultant contract.

PAYMENT ADDRESS:
CPN-NETWORK, LLC
805 15th Street NW #100
Washington DC 20005

- (b) Offeror shall furnish by attachment to this solicitation, the remittance (payment) addresses of all authorized participating dealers receiving orders and accepting payment by check in the name of the Contractor in care of the dealer, if different from their ordering address(es) specified elsewhere in this solicitation. If a dealer's ordering and remittance address differ, both must be furnished and identified as such.

- (c) All offerors are cautioned that if the remittance (payment) address shown on an actual invoice differs from that shown in paragraph (b) of this provision or on the attachment, the remittance address(es) in paragraph (b) of this provision or attached will govern. Payment to any other address, except as provided for through (EFT) payment methods, will require an administrative change to the contract.

NOTE: All orders placed against a Federal Supply Schedule Contract are to be paid by the individual ordering activity placing the order. Each order will cite the appropriate ordering activity payment address, and proper invoices should be sent to that address. Proper invoices should be sent to GSA only for orders placed by GSA. Any other ordering activity's invoices sent to GSA will only delay your payment.



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805 15th Street, NW #100

Washington, DC 20005

July 1, 2006

Government Rates: (15% Discount Rate)

Labor Category	Rates
Program Manager	\$125.32
Chief Network Engineer	\$116.55
Sr. Network Engineer	\$113.63
Network Technician	\$93.95
Technician	\$85.64
Sr. Systems Analyst	\$111.01
Programmer Analyst	\$101.32
Network Engineer	\$105.93
Wiring & Cabling Specialist	\$93.02
AV Project Manager	\$88.50
AV Senior Designer	\$128.50
AV Technician I	\$72.50
AV Technician II	\$97.50
AV Systems Analysis	\$94.50
Operator I	\$62.50
Operator II	\$78.50
Operator III	\$98.50
Equipment Repair	\$98.50
Preventive Maintenance	\$98.50
Control Programming	\$114.25



- **Commercial Job Title: Program Manager**

Minimum/General Experience: Directs the performance of a variety of related projects, which may be organized by technology, program, or client. Oversees the technology development and/or application, marketing, and resource allocation within program client base. Program areas typically represent more than three functional areas that may include engineering, systems analysis, quality control, administration, etc.

Functional Responsibilities:

1. Responsible for the effective management of funds and personnel, and is accountable for the quality and timely delivery of all contractual items.
2. Operates within client guidance, contractual limitations, and Company business and policy directives.
3. Serves as focal point-of-contact with client regarding program activities.
4. Ensures that all required resources including manpower, production standards, computer time, and facilities are available for program implementation.
5. Manages program consisting of multiple projects including project identification, design, development, and delivery.
6. Maintains the development and execution of business opportunities based on broad, general guidance.
7. Confers with project manager to provide technical advice and to assist with problem resolution.
8. Responsible for marketing new technology and follow-on business acquisitions.
9. May perform other duties as assigned.

Minimum Education: Bachelor's Degree or equivalent and 10 years of general experience. Six (6) years of general experience is equivalent to a Bachelor's Degree. With a Master's Degree, eight (8) years of general experience is acceptable. With a PhD, 6 year of general experience is required.

- **Commercial Job Title: Chief Network Engineer**

Minimum/General Experience: Performs a variety of network engineering tasks, either independently or under supervision, which are broad in nature and are concerned with the design and implementation of integrated networks, including personnel, hardware, software, and support facilities and/or equipment. Supervises team of Network Engineers through project completion.

Functional Responsibilities:

1. Plans and performs network engineering research, design development, and other assignments in conformance with network design, engineering and customer specifications.
2. Supervises team of Network Engineers through project completion.
3. Responsible for major technical/engineering projects of higher complexity and importance than those normally assigned to lower level engineers.
4. Coordinates the activities of Network Engineers and Network Technicians assigned to specific network engineering projects.
5. May perform other duties as assigned.

Minimum Education: Bachelor's Degree or equivalent and 6 years of general experience. Six (6) years of general experience is considered equivalent to a Bachelor's Degree. With a Master's Degree, four (4) years of general experience is required. With a PhD, 2 year of general experience is required.



- **Commercial Job Title: Systems Analyst**

Minimum/General Experience: Under general supervision, performs systems analysis of computer and communications/network systems. Performs systems installation of computer operating systems, network, and applications software, and computer/network hardware. Provides hotline support to customers. Has ability to adapt to new situations and environments. Possesses keen troubleshooting skills to assist Sr. Systems Analysts.

Functional Responsibilities:

1. Performs systems analysis of computer and networking systems.
2. Supports a Sr. Systems Analyst, as required.
3. Provides overall integration of all systems peripherals so that they operate correctly within a predefined environment.
4. Provides hotline support to customers.
5. Develops technical documentation detailing the installation procedures.
6. May perform other duties, as assigned.

Minimum Education: Bachelor's Degree or equivalent and 5 years of general experience. Six (6) years of general experience is considered equivalent to a Bachelor's Degree. With a Master's Degree, three (3) years of general experience is acceptable. With a PhD, 1 year of general experience is required.

- **Commercial Job Title: Network Technician**

Minimum/General Experience: Works under supervision to performs a variety of network engineering tasks which are broad in nature and are concerned with the design and implementation of integrated networks, including personnel, hardware, software and support facilities and/or equipment. Works under the supervision of a Sr. Network Engineer or Network Engineer.

Functional Responsibilities:

1. Supports the planning and performance of network engineering research, design development, and other assignments in conformance with network design, engineering, and customer specifications.
2. Supports the technical/engineering part of a networking project assigned to higher level engineers.
3. Works under the supervision of a Sr. Network Engineer or Network Engineer.
4. May perform other duties as assigned.

Minimum Education: Bachelor's Degree or equivalent, or High School Diploma and 5 years of general experience. Six (6) years of general experience is considered equivalent to a Bachelor's Degree. There is no experience substitution for a High School Diploma, however a G.E.D. or other degree equivalency program is acceptable.

- **Commercial Job Title: Technician**

Minimum/General Experience: Conducts sites surveys; assesses and documents current site configuration and user requirements and installs new configurations.

Functional Responsibilities:

Designs and optimize network topologies. Analyzes existing requirements and prepares specifications for hardware/software acquisitions. Prepares engineering plans and site installation Technical Design Packages. Develops hardware/software installation schedules. Prepares drawings documenting configuration changes at each site. Prepares site installation and test reports. Configures systems,



communications devices, and peripheral equipment. Installs network hardware/software. Trains site personnel in proper use of hardware/software. Builds specialized interconnecting cables.

Minimum Education: High School Diploma or equivalent and 2 years of general experience. There is no experience substitution for a High School Diploma, however a G.E.D., other degree equivalency program, or a technical trade school certificate is acceptable. With a Bachelor's degree no experience is required.

- **Commercial Job Title: Sr. Systems Analyst**

Minimum/General Experience: Acts as a lead in performing systems analysis of computer and communications/networks systems. Oversees the overall installation of computer operating systems, network, and application software. Has ability to adapt to new situations and environments. Possesses keen troubleshooting skills to assist other Sr. Systems Analysts and Program Managers.

Functional Responsibilities:

1. Performs systems analysis of computer and networking systems.
2. Supports other Sr. Systems Analysts and Program Managers, as required.
3. Oversees the overall integration of all systems peripherals so that they can operate correctly within a predefined environment.
4. Oversees hotline support to customers.
5. Analyzes and develops technical documentation detailing the installation procedures.
6. May perform other duties, as assigned.

Minimum Education: Bachelor's Degree or equivalent and 8 years of general experience. Six (6) years of general experience is considered equivalent to a Bachelor's Degree. With a Master's Degree, six (6) years of general experience is acceptable. With a PhD, 4 years of general experience is required.

- **Commercial Job Title: Programmer Analyst**

Minimum/General Experience: Works under supervision to support the activities of a Sr. Programmer Analyst. Supports the maintenance and operating efficiency of a major subsystem, such as the teleprocessing network, database management systems, etc.

Functional Responsibilities:

1. Support the continual assessment of the performance of appropriate software systems to identify and correct problems which impact operation efficiency and work quality.
2. Analyzes performance indicators such as system's response time and number of programs being processed to ensure operational efficiency.
3. Designs, codes, installs, and maintains appropriate systems software program.
4. Supports the identification, evaluation, customizing and implementation of vendor-supplied software packages.
5. Supports special system regenerations where applicable to reflect changes in peripheral configuration.
6. Ensures the maintenance of adequate software systems documentation.
7. Trains users in applications programming and other user personnel in the use of systems software and related hardware.

Minimum Education: Bachelor's Degree or equivalent and 2 years of general experience. Six (6) years of general experience is considered equivalent to a Bachelor's Degree. With a Master's Degree, no experience is required.



- **Commercial Job Title: Network Engineer**

Minimum/General Experience: Under supervision performs a variety of network engineering tasks which are broad in nature and are concerned with the design and implementation of integrated networks, including personnel, hardware, software and support facilities and/or equipment. Performs with some latitude for actions and decisions that have not been reviewed.

Functional Responsibilities:

1. Plans and performs network engineering research, design development, and other assignments in conformance with network design, engineering and customer specifications.
2. Responsible for the technical/engineering part of a major project or a project of lesser complexity and importance than those normally assigned to a higher level engineer.
3. Coordinates the activities of Network Technicians assigned to specific network engineering projects.
4. May perform other duties as assigned.

Minimum Education: Bachelor's Degree or equivalent and 3 years of general experience. Six (6) years of general experience is considered equivalent to a Bachelor's Degree. With a Master's Degree, one (1) year of general experience is required. With a PhD, no experience is required.

- **Commercial Job Title: Wiring & Cabling Specialist**

Minimum/General Experience: Under supervision performs a variety of network engineering tasks which are broad in nature and are concerned with the design and implementation of integrated networks, including personnel, hardware, software and support facilities and/or equipment. Performs with some latitude for actions and decisions that have not been reviewed.

Functional Responsibilities:

1. Demonstrating extensive knowledge of Cat 5 and Fiber Optics standards.
2. Operating test equipment and heavy machinery for cable installation.
3. Working with Fiber Optic Hot Melts, T/1 lines and 56K.
4. Designing, installing and maintaining commercial communications
5. Analyzing all wiring closets on a regular basis to keep the networks as enhanced as possible
6. Maintaining databases for network configurations
7. Designing networks and overseeing installations
8. Installing wiring for networks
9. Managing all scheduling of consultants

Minimum Education: Bachelor's Degree or equivalent and 3 years of general experience. Six (6) years of general experience is considered equivalent to a Bachelor's Degree. With a Master's Degree, one (1) year of general experience is required. With a PhD, no experience is required.

- **Commercial Job Title: Senior Network Engineer**

Minimum/General Experience: The Senior Network Engineer is experienced in managing and supporting LANs and WANs. He has extensive experience in network configuration, Internet connectivity and systems migration. This individual is responsible for the design and implementation of disaster and recovery procedures; ensuring proper data integrity is maintained. Individual must also have a minimum of



5 years experience in the engineering, architecture, implementation, and administration of Windows NT 4.0 networks and Microsoft BackOffice Suite. He must be an expert with engineering and maintaining Microsoft Exchange Server 5.5 and SMS 2.0

Functional Responsibilities:

1. Overseeing the configuration of each network servers, server components, network protocols, applications and managing network resources.
2. Supervises the design, planning, and management of the network infrastructure
3. Working with vendors, application develops, and other technology groups to resolve problems.
4. Preparing and simulating the disaster recovery action plan.
5. Ensuring the implementation of plans and projects in a timely and efficient way

Minimum Education: Bachelor's Degree or equivalent and 5 years of general experience. Six (6) years of general experience is considered equivalent to a Bachelor's Degree. With a Master's Degree, one (1) year of general experience.

b. Pricing for all IT/EC Services shall be in accordance with the Contractor's customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices. Government rates are as follows:

- **Commercial Job Title: AV Project Manager**

Minimum/General Experience: Manage and turnover a system of uncompromising quality that exceeds all written specification and customer expectation. Coordinate between designer, client, and associated trades. Maintain project schedule in accordance with the project's plan. Work very closely with the in shop supervising technician in laying out the cable forms and equipment location to insure optimum performance as if they were in the field. Minimum four years of experience.

Minimum Education: Bachelor's Degree or equivalent industry experience, in electrical /mechanical engineering, or architecture/construction.

- **Commercial Job Title: AV Senior Designer**

Minimum/General Experience: Coordinates with architect, designer, client, and associated consultants to arrive at detailed decisions regarding the project. Properly initiates projects (establishes scope of work, drawing schedules, files, and establishes a design team). Fluent in AutoCad or other industry designing tools. Minimum four years of experience.

Minimum Education: Bachelor's Degree or equivalent industry experience, in electrical /mechanical engineering, or architecture/construction.

- **Commercial Job Title: AV Technician I**

Minimum/General Experience: The purpose of an Audiovisual / IT is to provide job skill set necessary to handle all facets of project/contract installation under the direction of the Project Manager. Also an AV Technician must be able to maintain the shop, product and tool inventory. 0-2 Years experience as a technician in the Audio Visual industry.

Minimum Education: REQUIRED KNOWLEDGE: Excellent understanding of Company operations. Strong understanding of audio, video, and IT principles, procedures, and standards. Thorough knowledge of current requirements and regulations. SKILLS/ABILITIES: Well organized with strong planning and project management skills. Attention to detail. Quality orientation. Able to build, install, and test, multiple



projects. Excellent communication skills. Strong problem solving abilities. Strong PC computing skills, including MS Office and Excel software.

- **Commercial Job Title: AV Technician II**

Minimum/General Experience: The purpose of an Audiovisual / IT is to provide job skill set necessary to handle all facets of project/contract installation under the direction of the Project Manager. Also an AV / IT Technician must be able to maintain the shop, product and tool inventory. 2-4 Years experience as a technician in the Audio Visual industry.

Minimum Education: REQUIRED KNOWLEDGE: Excellent understanding of Company operations. Strong understanding of audio, video, and IT principles, procedures, and standards. Thorough knowledge of current requirements and regulations. SKILLS/ABILITIES: Well organized with strong planning and project management skills. Attention to detail. Quality orientation. Able to build, install, and test, multiple projects. Excellent communication skills. Strong problem solving abilities. Strong PC computing skills, including MS Office and Excel software.

Commercial Job Title: AV Systems Analysis

Minimum/General Experience: Systems analysis for computer-based Audio Visual systems. Includes research, design, engineering, and integration to accomplish upgrades of existing systems. Determine upgrade path for existing Audio Visual systems that are currently non-computerized. Minimum four years of experience.

Minimum Education: Bachelor's Degree or equivalent industry experience.

- **Commercial Job Title: Operator I**

Minimum/General Experience: Setup and operate AV presentation to support classroom with PPT or other MS Office applications. Setup and operate AV equipment in seminar, lecture hall, or small auditorium. Setup and operate video camera, audio mixer, wired and wireless microphone in unequipped classroom to accomplish documentation of lecture or presentations. Operate basic AMX and Extron AV control systems in classrooms and lecture halls. 0-2 Years experience as an audio visual systems operator.

Minimum Education: Associates' degree or equivalent industry experience.

- **Commercial Job Title: Operator II**

Minimum/General Experience: Edit multimedia elements on Apple and PC computers to prepare PPT presentations using Adobe Photoshop, Final Cut Pro, and Roxio Toast software. Prepare multimedia elements (motion and still) for websites and streaming video using Final Cut Studio and Adobe CS2. Download and edit digital photographs on Apple and PC computers to prepare CDR discs for client review and printing using Adobe Photoshop software. 2-4 Years experience as an audio visual systems operator.

Minimum Education: Bachelor's degree or equivalent industry experience.

- **Commercial Job Title: Operator III**

Minimum/General Experience: Setup and operate bridged VTC systems and have general knowledge of DOD VTC infrastructure. Setup and operate multi-camera video systems and direct event documentation. Knowledge of CATV and Fiber systems to troubleshoot the NDU CATV system. Experience with Apple



G5 computers and Final Cut Studio software, DVD Studio Pro, Motion, and Color software to create DVD presentations with title page, buttons, and linked chapters. 5 or more years experience as an audio visual systems operator.

Minimum Education: Bachelor's Degree or equivalent industry experience, in electrical /mechanical engineering, or architecture/construction.

- **Commercial Job Title: Equipment Repair**

Minimum/General Experience: Labor- Equipment Repair - AV and related computer equipment repair services for all AV equipment. This includes onsite repairs and also equipment that needs to be sent back to manufacturer for repairs.

Minimum Education: Bachelor's degree or equivalent industry experience, in electrical /mechanical engineering, or architecture/construction. Minimum 4 years experience repairing audiovisual equipment and testing.

- **Commercial Job Title: Preventive Maintenance**

Minimum/General Experience: Audio Visual Preventive Maintenance Labor - Preventive maintenance and testing of installed Audio Visual equipment on quarterly basis.

Minimum Education: Bachelor's degree or equivalent industry experience, in electrical /mechanical engineering, or architecture/construction. Minimum 4 years experience setting up audiovisual equipment and testing.

- **Commercial Job Title: Control Programming**

Minimum/General Experience: The ability to design and modify existing AMX/Crestron control code and touch panel layouts. Minimum four years of experience.

Minimum Education: Bachelor's degree or equivalent industry experience, in electrical /mechanical engineering, or architecture/construction.