
INFORMATION TECHNOLOGY SCHEDULE PRICELIST

 General Purpose Commercial Information Technology Equipment, Software and Services



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WWW.COLEYSOLUTIONS.COM



SERVICE DISABLED VETERAN OWNED SMALL BUSINESS

SIN 132-8 -- PURCHASE OF NEW EQUIPMENT

FSC Class 5895	Miscellaneous Communication Equipment
FSC Class 7025	ADP Input/Output and Storage Devices
FSC Class 7042	Mini and Micro Computer Control Devices
FSC Class 7050	ADP Components

SIN 132-32 -- TERM SOFTWARE LICENSE

FSC Class 7030	ADP Software
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SIN 132-33 -- PERPETUAL SOFTWARE LICENSE

FSC Class 7030	ADP Software
FSC Class J070	Maint/Repair/Rebuild of Equipment

SIN 132-50 -- TRAINING COURSES

FSC Class U012	Educational/Training
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SIN 132-51 -- INFORMATION TECHNOLOGY PROFESSIONAL SERVICES

FDPS Code 302	IT Systems Development Services
FDPS Code 306	IT Systems Analysis Services
FDPS Code 307	AUTOMATED INFORMATION SYSTEMS DESIGN AND INTEGRATION SERVICES
FDPS Code 308	PROGRAMMING SERVICES
FDPS Code 399	OTHER IT SERVICES, NOT ELSEWHERE CLASSIFIED

Contract Number: **GS-35F-0590N**

Period Covered by Contract: **09 May 2008** thru **07 May 2018**

Pricelist current through Modification **#PS-0042** dated **10 March 2016**

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

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ABOUT COLEY

Coley & Associates, Inc. (Coley) is a Service-Disabled, Veteran-Owned Small Business (SDVOSB) founded in 2001. Coley provides world-class information technology and training services that connect, engage, and empower people and organizations.

Awards and Certifications

	<p>Coley & Associates has been certified by the Department of Veterans Affairs' (VA) Center for Veterans Enterprise (CVE) as a Services Disabled Veteran Owned Small Business (SDVOSB).</p>
	<p>The VA selected Coley & Associates and its mentor company, ASM Research, as one of the first 20 companies to participate in its new Mentor Protégé Program. The VA recently selected ASM as the winner of the 2012 VA Veteran-Owned Small Business Mentor Award.</p>
	<p>Coley & Associates was named as one of "Best Places to Work" in San Antonio in 2012, 2013 & 2014. At Coley, "culture" isn't just a buzzword—it defines our work ethic, strong tradition of respect, integrity, and employee development.</p>
	<p>Coley & Associates' VP of Technology Solutions is PMP Certified and brings the knowledge, discipline and rigor of the Project Management Body of Knowledge to every project that enables the Coley team to deliver on time and on budget.</p>

Clients

During the past 10 years Coley has developed innovative IT and Training solutions for the following government customers:

- U.S. Air Force
 - HQ Air Education and Training Command (AETC)
 - HQ Air Force Services Agency (AFSVA)
 - HQ Air Force Center for Engineering and the Environment (AFCEE)
 - Air Force Personnel Center (AFPC)
- Department of Veterans Affairs (VA)





- VA National Center for Post-Traumatic Stress Disorder (PTSD)
- VA Vocational Rehabilitation & Employment (VR&E) System
- VA Employee Education System (EES)
- VA Acquisition Academy
- National Institute of Standards and Technology (NIST)



Services

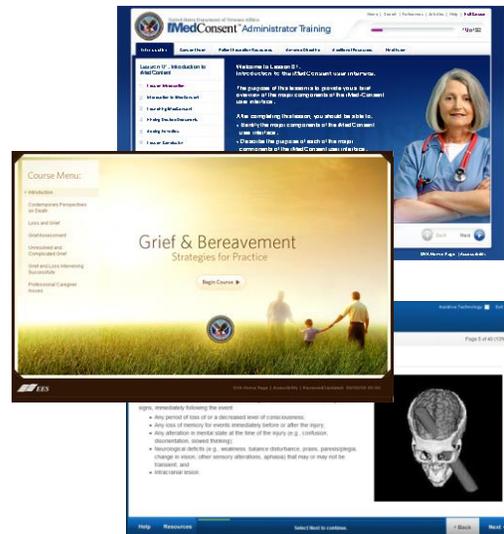
Coley provides services throughout the entire Learning lifecycle, including Analysis, Design, Development, Implementation, and Evaluation (ADDIE). Our services include the full range of training and eLearning across all modalities and technology platforms, including:

- eLearning (web, mobile, CD/DVD)
- Instructor-led classroom training
- Web-based live training
- Blended learning

All of our electronic solutions are available as accessible/Section 508 compliant and SCORM 1.2 and 4.0 conformant.

We also have extensive experience working with SCORM compliant Learning Management Systems, including Plateau, Blackboard, MHS Learn, Moodle, and others.

Our instructional systems designers, curriculum developers, graphic designers, and multimedia specialists are educated, talented and available to develop customized training solutions for your organizational needs



Management Approach

Coley’s project management approach is designed to monitor performance continually against goals, plans, and objectives. This includes methods for communicating results and recommendations to our customer and making necessary and timely adjustments to the plans and management processes.

Successful communication, internally and between Coley and our clients, has been a key to our company’s success since its inception. The project team meets regularly, at least weekly, throughout the life of the project to review the status of assigned tasks, to ensure mutual team accountability, and to identify any project risks or potential quality issues.

Similarly, Coley relies on structured, formal and informal mechanisms to obtain client feedback that can be integrated into project execution. Our corporate policy requires that management respond within four (4) hours to any communication from a Contracting Officer Technical Representative (COTR), Contracting Officer (CO) or other assigned Government contact. The PM acts as the Government’s point of contact for all communications and typically conducts weekly

meetings by telephone or video conference with the COTR or other designated Government representative. Any issues identified in these meetings are captured in writing and communicated to the project staff so that each step of resolution is documented and available to the Government.

Underlying our management approach is our ColeyPM™ suite of project management and online collaboration tools that ensure both internal project control and continuous communications with our clients. ColeyPM™ includes two fully integrated components: Axosoft's OnTime project management tool and Coley's Meshworks™ Engagement Management system.

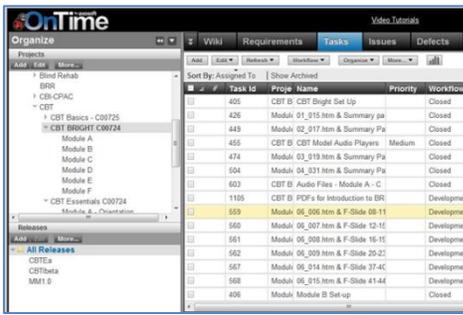
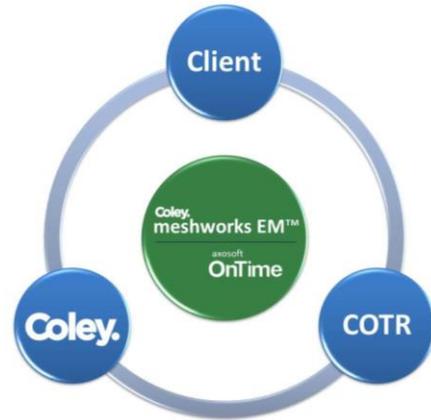


Figure 1 - Axosoft's OnTime Project Tool

Axosoft's OnTime project management tool is designed specifically for web-based technology development teams to help them meet schedule and delivery commitments through core functions such as schedule management, task assignment and tracking, defect tracking, and a project wiki. OnTime is currently used by more than 100,000 project managers and developers throughout 55 countries.

OnTime generates reports and data which can be integrated with MeshWorks EM™ and the Microsoft Office Suite (Word, Excel, Access, and PowerPoint).

MeshWorks EM™ is Coley's proprietary workflow and collaboration management tool that provides our customers with secure online access to project information, including progress, deliverable dates and status. Additionally, our customers are able to perform online reviews of concept documents and deliverables throughout the development process and provide immediate feedback to our team to help ensure the finished product consistently meets our client's expectations.

Quality Assurance

Quality is constantly monitored throughout the project to ensure services are performed in accordance with the Government's PWS and is a major portion of our Quality Assurance Surveillance Plan.

Each team member is responsible for ensuring products are delivered consistently and adhere to the established Standards and Guidelines. These include structural design of material, interface/navigational elements, as well as coding standards. Consistent methods of labeling and organizing material allow others to quickly understand the process followed during development. It also allows the learner to quickly recognize the learning environment. The first pass of any review is an information architecture scan. During storyboard reviews a multimedia developer

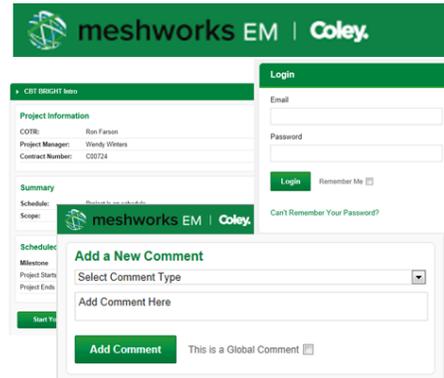


Figure 2 - Coley's meshworks EM



will look for consistency in titling, structure, graphical/media use, and the overall content flow. These elements are also scanned during each of our internal development reviews.

Coley's project team consistently monitors cost, customer feedback and satisfaction, meeting project schedule, and other goals. Formal mechanisms for customer feedback, such as structured meetings with written minutes will be utilized as part of a continuous improvement model of project delivery.

All deliverables go through a two-stage review. First, a quality check is performed by a QC Specialist on a specially designed testing station that tests for SCORM and 508 Compliance in addition to checking for spelling, grammar, and broken link issues. Then an additional quality check is performed by a senior manager. Any errors identified are reported back to the team who is required to make the necessary corrections. Once the corrections are made, the deliverable flows back through the two-stage review process.

Because quality is built into our technical processes, the Coley team is able to quickly identify "at-risk" areas and take quick steps to mitigate those risks.

Why Choose Coley?

The Coley team consistently outworks and outperforms our competitors to deliver best value while exceeding our customer's expectations. Additionally,

- Coley brings together the right blend of talent, experience, and complementary skills that enable us to exceed our customer's requirements
- Coley has successfully developed and delivered multimedia SCORM- and Section 508-compliant projects, utilizing web-based; streaming video/audio; disk-based, animation and simulation, and other instructional/informational products
- Coley has successfully delivered solutions to Federal and Military customers and fully understands their culture, requirements, and expectations.
- Coley has the infrastructure and alliances necessary to deliver solutions anywhere on short notice in support of stringent product and time requirements.
- Our VA Verified, SDVOSB status make it even easier to do business with us as a sole-source or SDVOSB set-aside acquisition strategy

Learn more at our website – www.coleysolutions.com

Our Partners



Turning Technologies creates leading instructional, assessment delivery and data collection solutions for learning environments. Founded in 2002, the company began with the development of response technology that was affordable, user-friendly and better documented so that users could easily grasp its benefits. Today, over 15 million response devices have been delivered to K-12 schools, universities and businesses worldwide.

As the recognized leading provider of assessment delivery and data collection systems, Turning acquired eInstruction in 2013 to expand both its market share and product offerings across all industry segments. eInstruction is a proud pioneer in education technology with more than 30 years' experience and a diversified solution set that includes innovative classroom instruction systems, interactive whiteboards, research-based software and professional development that facilitate significantly higher levels of collaboration, engagement and achievement across all stages of the learning process.

Founded and based in Youngstown, OH, Turning maintains global offices in Scottsdale, AZ, Fort Wright, KY, Paris, France, Belfast, Ireland and Amsterdam, the Netherlands.



With over 1800 analysts, growth consultants, and visionaries in 40 global offices, Frost & Sullivan provides the

following critical services to our "partners" supporting their growth strategies: Growth Partnership Services and Growth Consulting, Events & Training

Our Growth Partnership Services (GPS) represent a subscription-based program that provides our clients with disciplined research to support generation and evaluation of growth opportunities, and career-focused best practices to help implement growth strategies at best practice levels. The Growth Consulting program provides our clients with customized consulting that supports a visionary understanding of the market, development of growth strategies, and diagnostics to validate growth strategies. Our global events and training programs are focused on helping companies transform their organization through best practices and experiential learning

Markets Served:

- Aerospace & Defense
- Business & Financial Services
- Chemicals, Materials & Food, PPE
- Education
- Electronics & Security
- Energy & Power Systems
- Healthcare
- Environment & Building Technologies
- Industrial Automation & Process Control
- Information & Communications Technologies
- Measurement & Instrumentation
- Metals & Minerals
- Mobility: Automotive & Transportation

Sage Fixed Assets

Sage goes beyond software. They provide accounting, ERP, HR, payroll, asset management, and payment solutions for Government.

Sage History: Two guys walked into a bar . . . Back in 1981, a UK professor and some students met in a pub to talk about creating accounting software. Over 30 years later, we've grown. We have \$2 billion in revenue, operate in 24 countries, and help more than 6 million small and medium-sized business customers succeed. So we know a thing or two about accounting, helping businesses across industries, and growth.

- Sage Fixed Assets Depreciation - Reporting™
- Sage Fixed Assets Depreciation - Tracking™
- Sage Fixed Assets Depreciation – Planning™



the best custom training, thoughtful consulting, and efficient security/logistics solutions world-wide and at home. For over 10 years ESPADA customers have placed their trust in us to perform in difficult situations with assurance and confidence. Our instructors are certified at the National Level and keep up with quarterly certifications, they are also certified in

multiple types of active shooter response for both law enforcement and civilian.

Active Shooter Computer Based Learning -- For agencies of any size, as well as hospitals and schools. This course is designed to be accessed via the internet so employees can go through this training at their desks. The employee is issued a test at the end of the training. Upon successful completion the employee will be issued a certificate that can be printed for placement in their HR folder.

We adhere to the highest level of legal, moral, and ethical standards in our service, while protecting the safety, confidentiality, dignity, and privacy of our clients

See “Attachment III: Product Descriptions and Pricing” for more information on our partner’s products and services

SPECIAL NOTICE TO AGENCIES: Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Acquisition Service. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micropurchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage! on-line shopping service (www.gsaadvantage.gov). The catalogs/pricelists, GSA Advantage! and the Federal Acquisition Service Home Page (www.gsa.gov/fas) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micropurchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement

Customer Information

1. TABLE OF AWARDED SPECIAL ITEM NUMBERS

SIN	DESCRIPTION
132-8	PURCHASE OF NEW EQUIPMENT
132-32	TERM SOFTWARE LICENSE
132-33	PERPETUAL SOFTWARE LICENSE
132-50	TRAINING COURSES
132-51	INFORMATION TECHNOLOGY PROFESSIONAL SERVICES

1b. Identification of the lowest priced model number:

SIN	DESCRIPTION	PRODUCT NUMBER	PRICE
132-8	PURCHASE OF NEW EQUIPMENT	IRC-01G	\$27.51
132-32	TERM SOFTWARE LICENSE	XRC-R03-G	\$457.13
132-33	PERPETUAL SOFTWARE LICENSE	SW-A-EMV180-8002	\$68.43
132-50	ACTIVE SHOOTER EMERGENCY RESPONSE TRAINING (A.S.E.R.T.)	A.S.E.R.T.	\$36.23
132-51	INFORMATION TECHNOLOGY PROFESSIONAL SERVICES	PROFESSIONAL SERVICES, NOT APPLICABLE.	

1c. Labor Categories and Descriptions:

See Attachment I: Labor Categories and Attachment II: Labor Rates

2. MAXIMUM ORDER.

The Maximum Order value for SINs 132-8, 132-32, 132-33, & 132-51 is \$500,000.

The Maximum Order value for SIN 132-50 is \$25,000.

3. MINIMUM ORDER.

The Minimum of orders to be issued is \$100.

4. GEOGRAPHIC SCOPE OF CONTRACT.

Domestic delivery is delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

Overseas delivery is delivery to points outside of the 48 contiguous states, Washington, DC, Alaska, Hawaii, Puerto Rico, and U.S. Territories.

Offerors are requested to check one of the following boxes:

The Geographic Scope of Contract will be domestic delivery only.

5. POINTS OF PRODUCTION

140 HEIMER RD, SUITE 400
SAN ANTONIO, TEXAS 78232

6. DISCOUNTS:

Prices shown are net prices; basic discounts have been deducted.

7. QUANTITY DISCOUNTS:

None

8. PROMPT PAYMENT DISCOUNTS:

1%, 15 Days, Net 30

9. GOVERNMENT PURCHASE CARD ARE ACCEPTED AT THE FOLLOWING THRESHOLDS:

- a. At or below the Micro Purchase Threshold: YES
- b. Above the micro-purchase threshold: YES

10. FOREIGN ITEMS:

Not Applicable

11. TIME OF DELIVERY:

SIN 132-8, 132-32 & 132-33-

- a. Time of delivery: 15 days ARO
- b. Expedited Delivery: 5 days ARO
- c. Overnight & 2-Day delivery: Contact Coley & Associates, Inc.
- d. Urgent Requirements: Contact Coley & Associates, Inc.

SIN 132-50 & 132-51-

- a. Time of delivery: Coley & Associates will adhere to the delivery schedule stipulated in each delivery order and/or delivery order amendment
- b. Expedited Delivery: Not Applicable
- c. Overnight & 2-Day delivery: Not Applicable
- d. Urgent Requirements: Coley & Associates will adhere to the delivery schedule stipulated in each task or delivery order and/or task or delivery order amendment

12. FOB.

Destination

13. ORDERING ADDRESS.

- a. Address:
140 HEIMER RD, SUITE 400
SAN ANTONIO, TEXAS 78232
- b. 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

140 HEIMER RD, SUITE 400
SAN ANTONIO, TEXAS 78232

15. WARRANTY PROVISIONS

Not Applicable

16. EXPORT PACKING CHARGES, IF APPLICABLE.

Not Applicable

17. TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE (ANY THRESHOLDS ABOVE THE MICRO-PURCHASE LEVEL).

Not Applicable

18. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (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 APPLICABLE).

Not Applicable

20a. Terms and conditions for any other services (if applicable).

Not Applicable

21. LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE).

Not Applicable

22. LIST OF PARTICIPATING DEALERS (IF APPLICABLE).

Matrix Ingenuity Inc.
4725 Dorsey Hall A407
Ellicott City, MD 21042
P: 877.628.7492
F. 877.427.3265

23. PREVENTIVE MAINTENANCE (IF APPLICABLE).

Not Applicable

24. SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (E.G., RECYCLED CONTENT, ENERGY EFFICIENCY, AND/OR REDUCED POLLUTANTS).

Not Applicable

24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/.

Not Applicable

25. DATA UNIVERSAL NUMBER SYSTEM (DUNS) NUMBER.

026814967

26. NOTIFICATION REGARDING REGISTRATION IN CENTRAL CONTRACTOR REGISTRATION (CCR), NOW SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE.

Coley & Associates, Inc. is registered in CCR database, now SAM

TERMS AND CONDITIONS APPLICABLE TO PURCHASE OF GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY NEW EQUIPMENT (SPECIAL ITEM NUMBER 132-8)

1. MATERIAL AND WORKMANSHIP

All equipment furnished hereunder must satisfactorily perform the function for which it is intended.

2. ORDER

Written orders, EDI orders (GSA Advantage! and FACNET), credit card orders, and orders placed under blanket purchase agreements (BPA) agreements shall be the basis for purchase in accordance with the provisions of this contract. If time of delivery extends beyond the expiration date of the contract, the Contractor will be obligated to meet the delivery and installation date specified in the original order. For credit card orders and BPAs, telephone orders are permissible.

3. TRANSPORTATION OF EQUIPMENT

FOB DESTINATION. Prices cover equipment delivery to destination, for any location within the geographic scope of this contract.

4. INSTALLATION AND TECHNICAL SERVICES

- a. INSTALLATION. All Turning Technology products are self-installable
- b. INSTALLATION, DEINSTALLATION, REINSTALLATION. The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of \$2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic employed directly upon the site of the work shall receive less than the prevailing wage rates as determined by the Secretary of Labor. The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services. For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract. However, if the construction, alteration or repair is segregable and exceeds \$2,000, then the requirements of the Davis-Bacon Act applies. The ordering activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act. The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, deinstallation, and reinstallation services under SIN 132-8 or SIN 132-9.
- c. OPERATING AND MAINTENANCE MANUALS. The Contractor shall furnish the ordering activity with one (1) copy of all operating and maintenance manuals which are normally provided with the equipment being purchased.

5. INSPECTION/ACCEPTANCE

The Contractor shall only tender for acceptance those items that conform to the requirements of this contract. The ordering activity reserves the right to inspect or test any equipment that

has been tendered for acceptance. The ordering activity may require repair or replacement of nonconforming equipment at no increase in contract price. The ordering activity must exercise its post-acceptance rights (1) within a reasonable time after the defect was discovered or should have been discovered; and (2) before any substantial change occurs in the condition of the item, unless the change is due to the defect in the item.

6. WARRANTY

- a. Unless specified otherwise in this contract, the Contractor's standard commercial warranty as stated in the contract's commercial pricelist will apply to this contract. Manufacturer's standard commercial warranty applies to all Turning Technologies products:
[Turning Technologies Hardware Warranty](#)
- b. The Contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract.
- c. Limitation of Liability. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the ordering activity for consequential damages resulting from any defect or deficiencies in accepted items.
- d. If inspection and repair of defective equipment under this warranty will be performed at the Contractor's plant, the address is as follows – Not Applicable

7. PURCHASE PRICE FOR ORDERED EQUIPMENT

The purchase price that the ordering activity will be charged will be the ordering activity purchase price in effect at the time of order placement, or the ordering activity purchase price in effect on the installation date (or delivery date when installation is not applicable), whichever is less. See **ATTACHMENT III: PRODUCT DESCRIPTIONS AND PRICING**

8. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City or otherwise) covering work of this character, and shall include all costs, if any, of such compliance in the prices quoted in this offer.

9. TRADE-IN OF INFORMATION TECHNOLOGY EQUIPMENT

When an ordering activity determines that Information Technology equipment will be replaced, the ordering activity shall follow the contracting policies and procedures in the Federal Acquisition Regulation (FAR), the policies and procedures regarding disposition of information technology excess personal property in the Federal Property Management Regulations (FPMR) (41 CFR 101-43.6), and the policies and procedures on exchange/sale contained in the FPMR (41 CFR part 101-46).

TERMS AND CONDITIONS APPLICABLE TO TERM SOFTWARE LICENSES (SPECIAL ITEM NUMBER 132-32), PERPETUAL SOFTWARE LICENSES (SPECIAL ITEM NUMBER 132-33) AND MAINTENANCE AS A SERVICE (SPECIAL ITEM NUMBER 132-34) OF GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY SOFTWARE

1. INSPECTION/ACCEPTANCE

The Contractor shall only tender for acceptance those items that conform to the requirements of this contract. The ordering activity reserves the right to inspect or test any software that has been tendered for acceptance. The ordering activity may require repair or replacement of nonconforming software at no increase in contract price. The ordering activity must exercise its post-acceptance rights (1) within a reasonable time after the defect was discovered or should have been discovered; and (2) before any substantial change occurs in the condition of the software, unless the change is due to the defect in the software.

2. ENTERPRISE USER LICENSE AGREEMENTS REQUIREMENTS (EULA)

GSA approved End User Licenses Agreements for both Turning Technologies & Sage Software are available upon request.

3. GUARANTEE/WARRANTY

- a. Unless specified otherwise in this contract, the Contractor's standard commercial guarantee/warranty as stated in the contract's commercial pricelist will apply to this contract:
[Turning Technologies commercial guarantee/warranty](#)
[Sage Software Commercial guarantee/warranty](#)
- b. The Contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract. If no implied warranties are given, an express warranty of at least 60 days must be given in accordance with FAR 12.404(b)(2)
- c. Limitation of Liability. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the ordering activity for consequential damages resulting from any defect or deficiencies in accepted items.

4. TECHNICAL SERVICES

The Contractor, 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 from:

Turning Technologies @ 866-746-3015 from M-F 7am to 9pm EST

Sage Software @ 800-331-8514, M-F 24 Hours a day

5. SOFTWARE MAINTENANCE

Software Maintenance as a Product (SIN 132-32 or SIN 132-33)

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 are included in the purchase price of the product in the commercial marketplace. No charge support includes items such as user blogs, discussion forums, on-line help libraries and FAQs (Frequently Asked Questions), hosted chat rooms, and limited telephone, email and/or web-based general technical support for user's self diagnostics.

Software maintenance as a product does NOT include the creation, design, implementation, integration, etc. of a software package. These examples are considered software maintenance as a service.

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

6. PERIODS OF TERM LICENSES (SIN 132-32) AND MAINTENANCE (SIN 132-34)

- a. The Contractor shall honor orders for periods for the duration of the contract period or a lesser period of time.
- b. Term licenses and/or maintenance may be discontinued by the ordering activity on thirty (30) calendar days written notice to the Contractor.
- c. Annual Funding. When annually appropriated funds are cited on an order for term licenses and/or maintenance, the period of the term licenses and/or maintenance shall automatically expire on September 30 of the contract period, or at the end of the contract period, whichever occurs first. Renewal of the term licenses and/or maintenance orders citing the new appropriation shall be required, if the term licenses and/or maintenance is to be continued during any remainder of the contract period.
- d. Cross-Year Funding Within Contract Period. Where an ordering activity's specific appropriation authority provides for funds in excess of a 12 month (fiscal year) period, the ordering activity may place an order under this schedule contract for a period up to the expiration of the contract period, notwithstanding the intervening fiscal years.
- e. Ordering activities should notify the Contractor in writing thirty (30) calendar days prior to the expiration of an order, if the term licenses and/or maintenance is to be terminated at that time. Orders for the continuation of term licenses and/or maintenance will be required if the term licenses and/or maintenance is to be continued during the subsequent period.

7. CONVERSION FROM TERM LICENSE TO PERPETUAL LICENSE

- a. The ordering activity may convert term licenses to perpetual licenses for any or all software at any time following acceptance of software. At the request of the ordering activity the Contractor shall furnish, within ten (10) calendar days, for each software product that is contemplated for conversion, the total amount of conversion credits which have accrued while the software was on a term license and the date of the last update or enhancement.
- b. Conversion credits which are provided shall, within the limits specified, continue to accrue from one contract period to the next, provided the software remains on a term license within the ordering activity.
- c. 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.
- d. 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 _____% of all term license payments during the period that the software was under a term license within the ordering activity.

8. TERM LICENSE CESSATION

- a. 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.
- b. The Contractor agrees to provide updates and maintenance service for the software after a perpetual license has accrued, at the prices and terms of Special Item Number I32-34, if the licensee elects to order such services. Title to the software shall remain with the Contractor.

9. UTILIZATION LIMITATIONS - (SIN 132-32, SIN 132-33, AND SIN 132-34)

- 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 so legend shall be subject to the following:
 - (1) Title to and ownership of the software and documentation shall remain with the Contractor, unless otherwise specified.
 - (2) 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.
 - (3) Except as is provided in paragraph 8.b(2) 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.

- (4) The ordering activity shall have the right to use the computer software and documentation with the computer for which it is acquired at any other facility to which that computer may be transferred, or in cases of Disaster Recovery, the ordering activity has the right to transfer the software to another site if the ordering activity site for which it is acquired is deemed to be unsafe for ordering activity personnel; to use the computer software and documentation with a backup computer when the primary computer is inoperative; to copy computer programs for safekeeping (archives) or backup purposes; to transfer a copy of the software to another site 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.
- (5) "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.

10. SOFTWARE CONVERSIONS - (SIN 132-32 AND SIN 132-33)

Full monetary credit will be allowed to the ordering activity when conversion from one version of the software to another is made as the result of a change in operating system, or from one computer system to another. Under a perpetual license (132-33), 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 (132-32), conversion credits which accrued while the earlier version was under a term license shall carry forward and remain available as conversion credits which may be applied towards the perpetual license price of the new version.

11. DESCRIPTIONS AND EQUIPMENT COMPATIBILITY

Product descriptions can be found at **ATTACHMENT III: PRODUCT DESCRIPTIONS AND PRICING** & **ATTACHMENT IV: MARKETING COLLATERAL**

12. RIGHT-TO-COPY PRICING

The Contractor shall insert the discounted pricing for right-to-copy licenses.

TERMS AND CONDITIONS APPLICABLE TO PURCHASE OF TRAINING COURSES FOR GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT AND SOFTWARE (SPECIAL ITEM NUMBER 132-50)

1. SCOPE

- a. The Contractor 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 this solicitation.
- b. The Contractor shall provide training at the Contractor's facility and/or at the ordering activity's location, as agreed to by the Contractor and the ordering activity.

2. ORDER

Written orders, EDI orders (GSA Advantage! and FACNET), credit card orders, and orders placed under blanket purchase agreements (BPAs) shall be the basis for the purchase of training courses in accordance with the terms of this contract. Orders shall include the student's name, course title, course date and time, and contracted dollar amount of the course.

3. TIME OF DELIVERY

The Contractor shall conduct training on the date (time, day, month, and year) agreed to by the Contractor and the ordering activity.

4. CANCELLATION AND RESCHEDULING

- a. 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.
- b. In the event the ordering activity fails to cancel or reschedule a training course within the time frame specified in paragraph a, 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.
- c. The ordering activity reserves the right to substitute one student for another up to the first day of class.
- d. 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.

5. 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.

6. PRICE FOR TRAINING

The price that the ordering activity will be charged will be the ordering activity training price in effect at the time of order placement, or the ordering activity price in effect at the time the training course is conducted, whichever is less. See **ATTACHMENT III: PRODUCT DESCRIPTIONS AND PRICING**

7. INVOICES AND PAYMENT

Invoices for training shall be submitted by the Contractor after ordering activity completion of the training course. Charges for training must be paid in arrears (31 U.S.C. 3324). PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

8. FORMAT AND CONTENT OF TRAINING

- a. The Contractor 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.
- b. ****If applicable**** For hands-on training courses, there must be a one-to-one assignment of IT equipment to students.
- c. The Contractor shall provide each student with a Certificate of Training at the completion of each training course.
- d. The Contractor shall provide the following information for each training course offered:
ATTACHMENT III: PRODUCT DESCRIPTIONS AND PRICING
 - 1) The course title and a brief description of the course content, to include the course format (e.g., lecture, discussion, hands-on training);
 - 2) The length of the course;
 - 3) Mandatory and desirable prerequisites for student enrollment;
 - 4) The minimum and maximum number of students per class;
 - 5) The locations where the course is offered;
 - 6) Class schedules; and
 - 7) Price (per student, per class (if applicable)).
- e. For those 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. Contractors cannot use GSA city pair contracts. The Industrial Funding Fee does NOT apply to travel and per diem charges.
- f. For Online Training Courses, a copy of all training material must be available for electronic download by the students.

9. "NO CHARGE" TRAINING

The Contractor shall describe any training provided with equipment and/or software provided under this contract, free of charge, in the space provided below. Not Applicable

TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 132-51)

1. SCOPE

- a. The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services apply exclusively to IT Professional Services within the scope of this Information Technology Schedule.
- b. The Contractor shall provide services at the Contractor's facility and/or at the ordering activity location, as agreed to by the Contractor and the ordering activity.

2. PERFORMANCE INCENTIVES I-FSS-60 PERFORMANCE INCENTIVES (APRIL 2000)

- a. Performance incentives may be agreed upon between the Contractor and the ordering activity on individual fixed price orders or Blanket Purchase Agreements under this contract.
- b. The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
- c. Incentives should be designed to relate results achieved by the contractor to specified targets. To the maximum extent practicable, ordering activities shall consider establishing incentives where performance is critical to the ordering activity's mission and incentives are likely to motivate the contractor. Incentives shall be based on objectively measurable tasks.

3. ORDER

- a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.
- b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

4. PERFORMANCE OF SERVICES

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.
- c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
- d. Any Contractor travel required in the performance of IT Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

5. STOP-WORK ORDER (FAR 52.242-15) (AUG 1989)

- a. The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically identified as a stop-work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either:
 - (1) Cancel the stop-work order; or
 - (2) Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.
- b. If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if:
 - (1) The stop-work order results in an increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of this contract; and
 - (2) The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.
- c. If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.
- d. If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.

6. INSPECTION OF SERVICES

In accordance with FAR 52.212-4 CONTRACT TERMS AND CONDITIONS--COMMERCIAL ITEMS (MAR 2009) (DEVIATION I - FEB 2007) for Firm-Fixed Price orders and FAR 52.212-4 CONTRACT TERMS AND CONDITIONS –COMMERCIAL ITEMS (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to Time-and-Materials and Labor-Hour Contracts orders placed under this contract.

7. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (Dec 2007) Rights in Data – General, may apply.

8. RESPONSIBILITIES OF THE ORDERING ACTIVITY

Subject to security regulations, the ordering activity shall permit Contractor access to all facilities necessary to perform the requisite IT Professional Services.

9. INDEPENDENT CONTRACTOR

All IT Professional Services performed by the Contractor under the terms of this contract shall be as an independent Contractor, and not as an agent or employee of the ordering activity.

10. ORGANIZATIONAL CONFLICTS OF INTEREST

- a. Definitions. “Contractor” means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract. “Contractor and its affiliates” and “Contractor or its affiliates” refers to the Contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the Contractor, any entity into or with which the Contractor subsequently merges or affiliates, or any other successor or assignee of the Contractor. An “Organizational conflict of interest” exists when the nature of the work to be performed under a proposed ordering activity contract, without some restriction on ordering activities by the Contractor and its affiliates, may either
 - i. result in an unfair competitive advantage to the Contractor or its affiliates or
 - ii. impair the Contractor’s or its affiliates’ objectivity in performing contract work.
- b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the ordering activity, ordering activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

11. INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for IT Professional services. Progress payments may be authorized by the ordering activity on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

12. PAYMENTS

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to labor-hour orders placed under this contract. 52.216-31(Feb 2007) Time-and-Materials/Labor-Hour Proposal Requirements—Commercial Item Acquisition. As prescribed in 16.601(e)(3), insert the following provision:

- a. The Government contemplates award of a Time-and-Materials or Labor-Hour type of contract resulting from this solicitation.
- b. The offeror must specify fixed hourly rates in its offer that include wages, overhead, general and administrative expenses, and profit. The offeror must specify whether the fixed hourly rate for each labor category applies to labor performed by—
 - (1) The offeror;

- (2) Subcontractors; and/or
- (3) Divisions, subsidiaries, or affiliates of the offeror under a common control.

13. RESUMES

Resumes shall be provided to the GSA Contracting Officer or the user ordering activity upon request.

14. INCIDENTAL SUPPORT COSTS

Incidental support costs are available outside the scope of this contract. The costs will be negotiated separately with the ordering activity in accordance with the guidelines set forth in the FAR.

15. APPROVAL OF SUBCONTRACTS

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

16. DESCRIPTION OF IT PROFESSIONAL SERVICES AND PRICING

- a. The Contractor shall provide a description of each type of IT Service offered under Special Item Numbers 132-51 IT Professional Services 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.
- b. Pricing for all IT Professional Services shall be in accordance with the Contractor's customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices, minimum general experience and minimum education. 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

ATTACHMENT I: LABOR CATEGORIES

PRINCIPAL CONSULTANT

Minimum/General Experience: Twelve (12) years general experience and six (6) years direct experience consulting on information technology (IT) projects. Demonstrated ability to provide guidance and direction for multiple IT projects. Capabilities to manage multitask projects of high complexity.

Functional Responsibility: Provides strategic planning and delivers expert advice, assistance, guidance, and counseling in support of client's enterprise information management and technology development and improvement efforts. The Principal Consultant oversees the efforts of multiple projects and several teams of personnel.

Minimum Education: Possesses a MA/MS degree in Information Systems, Computer Science, Engineering, Business, or related field.

SENIOR CONSULTANT

Minimum/General Experience: Eight (8) years general experience and four (4) years direct experience consulting on information technology (IT) projects.

Functional Responsibility: Provides expertise across a broad range of information technology disciplines and delivers advice, assistance, guidance, and counseling in support of client's information management and technology development and improvement efforts. The Senior Consultant often has overall responsibility for a team's performance.

Minimum Education: Possesses a MA/MS degree in Information Systems, Computer Science, Engineering, Business, or related field.

PROJECT MANAGER

Minimum/General Experience: Over eight (8) years general experience and six (4) years direct experience managing information technology (IT) projects. Demonstrated ability to provide guidance and direction for multiple IT projects.

Functional Responsibility: Acts as manager and overall point of contact for a specific project within an overall enterprise-wide IT solution program. Directs project-specific IT staff and reviews work products for completeness and adherence to customer requirements. Provides communication to management to review project plans, status reports, and deliverables. Develops overall project milestones and monitors the execution of the project against planned timelines.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

DATABASE ADMINISTRATOR

Minimum/General Experience: Over two (2) years direct experience administering and maintaining computer databases.

Functional Responsibility: Administers, maintains, develops and implements policies and procedures for ensuring the security and integrity of the company database. Implements data models and database designs, data access and table maintenance codes; resolves database performance issues, database capacity issues, replication, and other distributed data issues.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

CONSULTANT

Minimum/General Experience: Four (4) years general experience and two (2) years direct experience consulting on information technology (IT) projects.

Functional Responsibility: Provides expert advice, assistance, guidance, or counseling in support of agencies' information management and technology goals. Assists in using information technology to improve business processes. Takes direction from more senior team members.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

SYSTEMS ANALYST

Minimum/General Experience: Four (4) years general experience and two (2) years direct experience analyzing, developing, and communicating customer information technology requirements. Has a working knowledge of relational databases, client-server concepts, and Internet technologies.

Functional Responsibility: Consults with users to identify requirements and to clarify program objectives. Works with an information technology teams focusing on designing, implementing and maintaining business applications and databases. Includes occasional coding and AD HOC report writing as needed. May be expected to write documentation to describe program development, logic, coding, and corrections. Writes manuals for users to describe installation and operating procedures.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

PROGRAMMER

Minimum/General Experience: Two (2) years of project related experience. Requires competence in computer programming languages and the ability to develop computer systems from written design specifications.

Functional Responsibility: Provides software development services to include the development of user interface screens, develop reports, and to write source code, as part of a development team. Develops, tests, debugs, and modifies computer application software based on detailed specifications in order to produce a required product. Produces documentation for application code as well as system functionality. Modifies application software to improve performance and/or functionality.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

GRAPHIC DESIGNER

Minimum/General Experience: One (1) year of project related experience. Requires working knowledge in graphic design and multimedia software applications.

Functional Responsibility: Assists in designing and developing graphical user interfaces for computer programs and graphics and illustrations for use in technical materials, manuals, and publications. Artwork may include tables, charts, flowcharts, viewgraphs/slides, forms, illustrations, or photographs. Material may be presented via computer monitor, Web site, CD-ROM, or other visual communication media.

Minimum Education: Possesses a BA/BS degree in Commercial Arts, Fine Arts, Graphic Design, or related field.

TECHNICAL WRITER

Minimum/General Experience: Two (2) years of project related experience. Requires working knowledge word processing software applications.

Functional Responsibility: Assists in collecting and organizing information required for preparation of information system specifications, requirement documents, user's manuals, training materials, and installation guides. Edits functional descriptions, system specifications, user's manuals, special reports, or any other customer deliverables and documents.

Minimum Education: Possesses a BA/BS degree in English, Communications, Technical Writing, or related field.

ADMINISTRATIVE ASSISTANT

Minimum/General Experience: Two (2) years general experience

Functional Responsibility: Performs a variety of duties such as typing correspondence, reports and memos. Answers and screens telephone calls. Opens and distributes mail. Maintains computer-based and paper files. Schedules and maintains calendar of appointments, meetings and travel itineraries. Resolves routine questions and problems. This position supports teams of professionals developing training-related solutions.

Minimum Education: Possesses a High School Diploma.

CONTENT DEVELOPER

Minimum/General Experience: Five (5) years general experience

Functional Responsibility: The Content Developer creates, designs and produces content which is collected and derived from multiple resources which include known subject matter experts, written material when available, non-copyrighted, and copyrighted material (when legal permission is obtained). The purpose of producing content for multimedia products is to assist the customer when scarce professional resources and customer staff availability is minimal. The web-writer understands and applies functional design, visual appeal and code simplicity with an eye to functionality and web-usability.

Minimum Education: Possesses a BA/BS degree in Instructional Design, Adult Education, or related field.

DATABASE DEVELOPER

Minimum/General Experience: Three (3) years general experience.

Functional Responsibility: Design, develop, implement and maintain the data warehouse and other databases required. Define and implement all procedures to manage and safeguard the database environments and methods for reorganizations, recoveries, and performance tuning of the database environments. Define the naming standards and the enforcement of these standards for the databases

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

ELEARNING PRODUCER

Minimum/General Experience: Eight (8) years general experience

Functional Responsibility: The e-Learning Producer shall have the following skills and responsibilities: Planning and coordinating all types of, web projects, Authored CD-ROM projects Authored DVD projects, broadcast events, and video production projects. Working with customer Program Managers to assess delivery modality infrastructure needs, learner needs and make recommendations as to the best and most efficacious way to achieve the learner performance and/or learning objectives; and when needed the best and most efficacious way to utilize technology to achieve the instructional goals and identified behavioral objectives. Assist in the directing of video production, audio production, and animation production projects. Supervising and directing multimedia staff electronic programming staff and professionals during electronic multimedia development, as required. Communicating and coordinating with EES Project Managers, and EES e-Learning. Producers while involved with Analysis, Design, Development, Implementation and Evaluation activities. Overall supervision of EES contractor employees to insure quality control. Producing live distance learning activities; (for example: Live Meeting, Blackboard) and information broadcasts; video tapes, web courses, authored CD-ROMs and authored DVDs. Interfacing with the EES and other agencies LMS, LCMS and/or CMS

Minimum Education: Possesses a BA/BS degree in Instructional Design, Adult Education, or related field.

INFORMATION ARCHITECT

Minimum/General Experience: Three (3) years general experience

Functional Responsibility: The Information Architect defines the nature and scope of an information service, website or designs how an instructional interaction or strategy shall be

orchestrated before the coding begins. Information architecture is to a website as a blueprint is to a building. Information architecture usually includes such activities as: 1. Identification and operation of the sites mission, purpose or goal; 2. Embodiment and realization of the goal and objectives; 3. Operations and facilitation of actions and activities targeted and focused on the audience; 4. Creation of a content inventory; 5. Identification of the server environment and requirements; 6. Creation of site maps; 7. Creation of content maps; 8. Designing of page schematics; 9. Defining of constructive processes

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

INSTRUCTIONAL DESIGNER

Minimum/General Experience: Two (2) years general experience

Functional Responsibility: Applies instruction design theory, methods, and processes to design, develop, revise and validate training solutions. Supports concept development and requirements analysis; system design, engineering, and integration; and test and evaluation project activities. Assist with training requirements analyses, task analyses, training need assessments, and target audience analyses. Assist with the selection of media for various types of job tasks to be trained. Develop instructional support documents such as lesson plans, student guides, instructor guides, and user's manuals. Evaluate and validate instructional materials.

Minimum Education: Possesses a BA/BS degree in Instructional Design, Adult Education, or related field.

MULTIMEDIA (WEB CD-DVD) PROGRAMMER

Minimum/General Experience: Three (3) years general experience

Functional Responsibility: The Multimedia Developer shall understand and be able to program in and for the formats listed. This labor category must include expertise in all aspects of instructional media development, integration and: A. Blended Learning Development; B. Animation Development; C. Simulation Development; D. Courseware Authoring and Programming; E. Meta Data Tagging and Meta Data Taxonomy Management; R. Courseware module (Learning object) management and revision; G. CSS Development and application; H. Adobe Flash Development; I. Deployment and Management Services; J. VA 6102 conformance; K. Alignment with DODI 1322.26; L. 'Help' systems and Performance Support Development; M. Web Section 508 Accessibility; N. CSS Development; O. Net Framework Development; P. Data Access and storage; Q. Data Base design and development; R. Deployment and Management Services; S. Networking and Communications; T. Web Applications NET, ASP, ASP.NET, SQL, XML, HTML, JavaScript, JScript, CSharp, VBScript, VB; U. Streaming media; V. Media compression; W. Database engineering and design, (Open Source, PHP, MySQL, etc.); X. DVD/CD ROM Authoring; Y. SCORM 2004

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

MULTIMEDIA ANIMATION DESIGNER (3-D) II

Minimum/General Experience: Four (4) years general experience

Functional Responsibility: The Multimedia Animation Designer produces complex, multi-layered moving images for incorporation into video, broadcasts, streaming video. This individual may use 3-D Studio Max, Adobe After Effects, Adobe Premiere, Maya, and Avid Media Composer, Macromedia Flash, Apple Quicktime, Shockwave. This individual: 1. Encodes digital video and audio files for incorporation into multimedia products and streaming media websites. 2. Encode/compress a variety of MPEG and AVI format files for use in multimedia products such as CD-ROM's and DVD's. Encode Quicktime, Shockwave, Flash, Windows Media, and RealVideo files for use in streaming media websites.

Minimum Education: Possesses a BA/BS degree in Commercial Arts, Fine Arts, Graphic Design, or related field.

MULTIMEDIA GRAPHIC ARTIST I

Minimum/General Experience: Two (2) years general experience

Functional Responsibility: The Multimedia Graphic Artist I produces original, still artwork for incorporation into web, cd-rom, DVD and video. This person may use PowerPoint, Adobe Photoshop, and Adobe Illustrator and with all procedures for importing graphics into web, cd-rom, DVD and video environments, such as Alpha Channels and Mattes.

Minimum Education: Possesses a BA/BS degree in Commercial Arts, Fine Arts, Graphic Design, or related field.

MULTIMEDIA SPECIALIST I

Minimum/General Experience: Two (2) years general experience

Functional Responsibility: Oversees and may perform a variety of multimedia-based tasks, which are broad in nature and are concerned with the design and implementation of integrated multimedia systems. Provides technical leadership to a team of video/network engineers and technicians through project completion.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

SENIOR GRAPHIC DESIGNER

Minimum/General Experience: Five (5) years general experience

Functional Responsibility: Designs and develops graphical user interfaces for computer programs and graphics and illustrations for use in technical materials, manuals, and publications. Artwork may include tables, charts, flowcharts, viewgraphs/slides, forms, illustrations, or photographs. Material may be presented via computer monitor, Web site, CD-ROM, or other visual communication media.

Minimum Education: Possesses a BA/BS degree in Commercial Arts, Fine Arts, Graphic Design, or related field.

SENIOR INSTRUCTIONAL DESIGNER

Minimum/General Experience: Five (5) years general experience

Functional Responsibility: Applies instruction design theory, methods, and processes to design, develop, revise and validate training solutions. Supports concept development and requirements analysis; system design, engineering, and integration; and test and evaluation

project activities. Assist with training requirements analyses, task analyses, training need assessments, and target audience analyses. Assist with the selection of media for various types of job tasks to be trained. Develop instructional support documents such as lesson plans, student guides, instructor guides, and user's manuals. Evaluate and validate instructional materials.

Minimum Education: Possesses a BA/BS degree in Instructional Design, Adult Education, or related field.

SOFTWARE DEVELOPER

Minimum/General Experience: Five (5) years general experience

Functional Responsibility: Perform as a technical expert in the design development, coding, testing, and debugging new software or complex enhancements to existing software. Work with technical staff to understand and to develop resolution of software problems. Resolve customer complaints with software and respond to suggestions for software modifications or enhancements. Participate in the development of software user manuals.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

SR. TECHNICAL WRITER

Minimum/General Experience: Five (5) years general experience

Functional Responsibility: Responsible for assisting in collecting and organizing information required for preparation of information system specifications, requirement documents, user's manuals, training materials, and installation guides. Edits functional descriptions, system specifications, user's manuals, special reports, or any other customer deliverables and documents.

Minimum Education: Possesses a BA/BS degree in English, Communications, Technical Writing, or related field.

UI DESIGNER I

Minimum/General Experience: Three (3) years general experience

Functional Responsibility: Responsible for the oversight and creation of graphic user interfaces for the internet. Coordinates with application engineers and end users to determine requirements and manages and implements quality control procedures to ensure compliance with requirements. Works closely with application engineers and end users to design effective graphic user interfaces using current developments in web design tools and networking technology.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

UI DESIGNER II

Minimum/General Experience: Five (5) years general experience

Functional Responsibility: Responsible for the oversight and creation of graphic user interfaces for the internet. Coordinates with application engineers and end users to determine requirements and manages and implements quality control procedures to ensure

compliance with requirements. Works closely with application engineers and end users to design effective graphic user interfaces using current developments in web design tools and networking technology.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

USABILITY ACCESSIBILITY (508) SPECIALIST

Minimum/General Experience: Three (3) years general experience

Functional Responsibility: The 508 Specialist is responsible for overseeing and implementing the Rehabilitation Act of 1973, Section 508 requirements for design and editing of documents and presentation slides. Typically, these professionals shall have: A. Knowledge of 2D graphical Design; B. Knowledge of 508 Document and presentation slide requirements; C. Demonstrated ability to convert documents and slide presentation into 508 compliant Microsoft Word documents, Portable Document Format (PDF) and Microsoft Power Point presentation products; D. Experience working with content experts and project managers, and producers in the design and development of 508 compliant products. Ensures that the WIA-ARIA , WC3, and VHA 508 standards are applied and adhered to faithfully. Direct a team that includes the usability specialist.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

USABILITY SPECIALIST

Minimum/General Experience: Three (3) years general experience

Functional Responsibility: The Usability Specialist shall conduct user research and usability activities for internal and client-facing web-based sites and instructional products. Typically these professionals shall:

Conduct user research (including user interviews, contextual inquiries, field studies, and surveys) and usability testing activities for a project. 1. Collaborate with clients, subject matter experts, information architects, multimedia producers and project managers throughout the design life cycle to ensure usability and design quality; 2. Plan usability activities, determine appropriate methodologies, collect data, summarize findings, and report results to management and project teams; 3. Identifies, prioritizes, and tracks usability issues and make design recommendations. Utilizes his or her knowledge of design principles to conduct heuristic evaluations of sites when appropriate; 4. Contribute to the creation and implementation of design standards and to the promotion of user-centered design.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science, Engineering, Business, or related field.

VIDEO ENGINEER/POST-PRODUCTION SPECIALIST

Minimum/General Experience: Three (3) years general experience

Functional Responsibility: Specializes in post-production film/video editing to assure a quality final product. Operates equipment and coordinates the integration of video production and graphic design technology.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science,

FUNCTIONAL ANALYST III

Minimum/General Experience: Ten (10) years general experience

Functional Responsibility: Provides expertise in specific functional areas or disciplines in support of client's Information Technology needs, including defining the problems, analyzing and developing plans and requirements in the subject matter area for moderately complex to complex systems. Coordinates and manages the preparation of analysis, evaluations, and recommendations for proper implementation of programs and systems specifications.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science,

FUNCTIONAL ANALYST II

Minimum/General Experience: Three (3) years general experience

Functional Responsibility: Provides expertise in specific functional areas or disciplines in support of client's Information Technology needs, including developing requirements in the subject matter area for simple to moderately complex systems. Assists other consultants with analysis and evaluation and with the preparation of recommendations for system improvements, development, and/or maintenance efforts..

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science,

BUSINESS ANALYST III

Minimum/General Experience: Six (6) years general experience

Functional Responsibility: Develops and defines systems scope and objectives through research combined with a basic understanding of business systems and industry requirements. Interviews personnel from functional user area under study to learn general purpose of systems and information requirements of positions involved in the data flow. Analyzes client resources, including funding, personnel and unfunded requirements. Analyzes business and user needs, documents requirements and revises existing system logic difficulties.

Minimum Education: Possesses a BA/BS degree in Information Systems, Computer Science,



PROGRAM MANAGER

Minimum/General Experience: Ten (10) years general experience

Functional Responsibility: A Program Manager must have experience with diverse projects both large and small. Must be well versed in full systems development life cycle, enterprise wide network engineering, and strategic information planning, business process reengineering, structure and management practices. Must be able to identify and mitigate risks to the program. Must be able to manage to cost, schedule and performance.

Minimum Education: Possesses a MA/MS degree in Information Systems, Computer Science,

Coley & Associates Labor Category Substitutions Information

Coley & Associates, Inc. will provide only people who meet or exceed the minimum qualifications within the labor category descriptions stated herein. Coley & Associates labor categories provide for substituting experience for minimum education requirements and substituting educational degrees for years of experience. These substitutions are allowed for all Coley & Associates' labor categories unless specified in the description.

Allowable Substitutions

The Table below presents the allowable substitutions based on the education and experience of the labor categories in the Pricelist. Experience should be professional and job related, however it does not have to be specific to the project to be accomplished. However, if a degree is used in place of experience, the degree must be related to the project or task.

MIN EDU. ALLOWABLE SUBSTITUTIONS		
DEGREE	Education and/or Experience	Related Certification
Associates	4 years relevant experience	Trade/Vocational School or Technical Training or Military Training in relevant field
Bachelors	Associates + 4 years relevant experience or 6 years relevant experience	Professional or Industry Standard Technical Certification in a relevant field. (e.g. MCSE, CCNP, CNA, CNE)
Masters	Bachelors + 4 years relevant experience, or Associates + 8 years relevant experience, or 10 years relevant experience	Professional License [e.g. Professional Engineer, Registered Communications Distribution Designer (RCDD), Certified Professional Logistician (CPL)]



ATTACHMENT II: LABOR RATES

A) OFF-SITE RATES

LABOR CATEGORY TITLE	RATE	LABOR CATEGORY TITLE	RATE
Principal Consultant	\$166.19	Multimedia Animation Designer (3-D) II	\$105.17
Senior Consultant	\$130.28	Multimedia Graphic Artist I	\$68.06
Project Manager	\$124.97	Multimedia Specialist I	\$90.26
Database Administrator	\$106.36	Senior Graphic Designer	\$88.83
Consultant	\$95.72	Senior Instructional Designer	\$105.17
Systems Analyst	\$89.08	Software Developer	\$108.30
Programmer	\$82.43	Sr. Technical Writer	\$89.23
Graphic Designer	\$73.13	UI Designer I	\$108.30
Technical Writer	\$53.19	UI Designer II	\$118.53
Administrative Assistant	\$38.97	Usability Accessibility (508) Specialist	\$77.00
Content Developer	\$92.80	Usability Specialist	\$92.80
Database Developer	\$118.80	Video Engineer/Post-Production Specialist	\$110.70
eLearning Producer	\$154.67	Functional Analyst III	\$215.84
Information Architect	\$111.36	Functional Analyst II	\$189.52
Instructional Designer	\$86.61	Business Analyst III	\$187.42
Multimedia (Web CD-DVD) Programmer	\$105.17	Program Manager	\$194.79



B) ON-SITE RATES

LABOR CATEGORY TITLE	RATE
Principal Consultant	\$143.99
Senior Consultant	\$112.88
Project Manager	\$108.28
Database Administrator	\$92.15
Consultant	\$82.93
Systems Analyst	\$77.18
Programmer	\$71.41
Graphic Designer	\$63.36
Technical Writer	\$46.09

Rates are net – discounts have been deducted and IFF included

ATTACHMENT III: **PRODUCT DESCRIPTIONS AND PRICING**



Turning Technologies creates leading instructional, assessment delivery and data collection solutions for learning environments. Founded in 2002, the company began with the development of response technology that was affordable, user-friendly and better documented so that users could easily grasp its benefits. Today, over 15 million response devices have been delivered to K-12 schools, universities and businesses worldwide.

As the recognized leading provider of assessment delivery and data collection systems, Turning acquired eInstruction in 2013 to expand both its market share and product offerings across all industry segments. eInstruction is a proud pioneer in education technology with more than 30 years' experience and a diversified solution set that includes innovative classroom instruction systems, interactive whiteboards, research-based software and professional development that facilitate significantly higher levels of collaboration, engagement and achievement across all stages of the learning process.

Founded and based in Youngstown, OH, Turning maintains global offices in Scottsdale, AZ, Fort Wright, KY, Paris, France, Belfast, Ireland and Amsterdam, the Netherlands.



TurningPoint

Response systems are powered by TurningPoint® polling software that directly integrates with PowerPoint®, polls with any application using a floating toolbar and offers self-paced testing. TurningPoint is the easiest-to-use and most powerful polling software available with rich features and reporting options.

ExamView is the renowned assessment software that assists instructors with start to finish creation, administration and management of detailed tests aligned with publisher content



ResponseWare acts as a virtual keypad for ANY web-enabled device. Use in place of a keypad during live sessions to allow participants to answer with their own devices. Regardless of location, respond via the web to provide input.

Turning Technologies products and services are provided under SIN 132-8, 132-32, 132-33, & 132-50. See <https://www.gsaaadvantage.gov> for products and pricing

With over 1800 analysts, growth consultants, and visionaries in 40 global offices, Frost & Sullivan provides the following critical services to our "partners" supporting their growth strategies: Growth Partnership Services and Growth Consulting, Events & Training

Our Growth Partnership Services (GPS) represent a subscription-based program that provides our clients with disciplined research to support generation and evaluation of growth opportunities, and career-focused best practices to help implement growth strategies at best practice levels. The Growth Consulting program provides our clients with customized consulting that supports a visionary understanding of the market, development of growth strategies, and diagnostics to validate growth strategies. Our global events and training programs are focused on helping companies transform their organization through best practices and experiential learning

Markets Served:

- Aerospace & Defense
- Business & Financial Services
- Chemicals, Materials & Food, PPE
- Education
- Electronics & Security
- Energy & Power Systems
- Healthcare
- Environment & Building Technologies
- Industrial Automation & Process Control
- Information & Communications Technologies
- Measurement & Instrumentation
- Metals & Minerals
- Mobility: Automotive & Transportation

Frost & Sullivan services are provided under SIN 132-33. See <https://www.gsaadvantage.gov> for products and pricing

Sage Fixed Assets

Sage Fixed Assets Depreciation - Reporting[™]

Sage Fixed Assets Depreciation provides depreciation calculations, asset tracking and regulatory compliance. Includes over 300,000 laws and regulations, including GASB statements. Reporting module provides for customized reports.

In addition to the over 30 report templates that are already provided in Sage Fixed Assets Depreciation, the reporting module allows you to create an endless variety of custom reports, including charts, graphs, and photos.

- To learn more about GASB and fixed asset accounting for government, please view our report at: www.sagefixedassets.com/GASB
- To learn more about Sage Fixed Assets Depreciation solutions, please visit us at: www.SageFixedAssets.com

Sage Fixed Assets Depreciation - Tracking[™]

Designed to help agencies meet regulations and GASB requirements, Sage Fixed Assets Depreciation includes comprehensive depreciation calculations, simplified asset tracking and advanced reporting features. Tracking module included.

The tracking module allows conducting physical inventories with automatic reconciliation in an easy step-by-step process. It offers over 40 fully customizable fields to control data entry with notes and images to clearly describe each asset record.

- To learn more about GASB and fixed asset accounting for government, please view our report: www.sagefixedassets.com/GASB
- To learn more about Sage Fixed Assets Depreciation solutions, please visit us at www.SageFixedAssets.com

Sage Fixed Assets Depreciation – Planning[™]

Designed to help agencies meet regulations and GASB requirements, Sage Fixed Assets Depreciation includes comprehensive depreciation calculations, simplified asset tracking and advanced reporting features. Planning module included.

The planning module allows you to take control of your fixed assets before they even become fixed assets with flexible management of capital budgeting and construction-in progress projects. Includes many built-in reports and 45 user-defined fields.

- - To learn more about GASB and fixed asset accounting for government, please view our report: www.sagefixedassets.com/GASB
- To learn more about Sage Fixed Assets Depreciation solutions, please visit us at: www.SageFixedAssets.com

Sage products are provided under SIN 132-33. See <https://www.gsaadvantage.gov> for products and pricing



Espada training course is provided under SIN 132-50. See <https://www.gsaadvantage.gov> for products and pricing



Training Courses - SIN 132-50

MANUFACTURER NAME	MFR PART NO	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GSA NET PRICE
Coley & Associates	0001AA	Cloud Computing and Virtualization	The Cloud Computing and Virtualization course will be a 5 day course conducted on-site for up to 10 employees. The course's target audience is for senior level engineer. The course covers the topics as specified: Concepts of cloud computing and cloud computing technology. Cloud security concepts and concerns related to access control, authentication and identity management. Government and industry policies and procedures related to the implementation of Cloud computing technologies and strategies in the federal and commercial space (private/public). Concepts of virtualization (e.g. Network, Application, Server/Storage). Why administrators have widely adopted virtualization and how virtualization manifests in modern networks - benefits and drawbacks of the virtual	EA	\$25,987.50



MANUFACTURER NAME	MFR PART NO	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GSA NET PRICE
			machines (VMs). How VMs are leveraged to build testing, support and training environments. How to install, configure and manage VMWare and other VM technologies (ESXi, VirtualBox, Hyper-V)		
Coley & Associates	0001AB	Cloud Computing and Virtualization – Price Per Additional Student	Cloud Computing and Virtualization – Price Per Additional Student	EA	\$900.00
Coley & Associates	0002AA	Networking and System and Network Security	The Networking and System and Network Security course will be a 5 day course conducted on-site for up to 10 employees. The course’s target audience is for senior level engineer. The course covers the topics as specified: Constructs of Local Area networking (LAN) network concepts, terminology and solutions to include utilizing Ethernet and WI-FI. Network routing and security concepts – configurations, protocols, etc. Protection strategies such as firewalls and data encryption to reduce susceptibility to an attack. Leading edge enterprise Network technologies. Identifying security threats and how to protect systems and data. Techniques to manage risks emanating from inside the organization and from the Internet	EA	\$25,987.50
Coley & Associates	0002AB	Networking and System and Network Security – Price Per Additional Student	Networking and System and Network Security – Price Per Additional Student	EA	\$900.00
Coley & Associates	0003AA	Mobile Application and	The Mobile Application and Device Security and Big Data course will be a 5 day course conducted on-site for up to 10 employees. The course’s target audience is for senior level engineer. The	EA	\$25,987.50



MANUFACTURER NAME	MFR PART NO	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GSA NET PRICE
		Device Security and Big Data	course covers the topics as specified: Constructs to manage security risks to mobile applications and devices. Mobile device security strategies. Best practices for mobile application development and security. Definition of Big Data (volume, velocity, variety), its sources and key challenges. Modern approaches to databases and computing platforms. Evaluation and selection of appropriate vendor products as a part of a Big Data implementation plan. Solutions to creating and deploying working Big Data systems and applications.		
Coley & Associates	0003AB	Mobile Application and Device Security and Big Data – Price Per Additional Student	Mobile Application and Device Security and Big Data – Price Per Additional Student	EA	\$900.00